# UNITED STATES SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549

## FORM 8-K

## CURRENT REPORT

Pursuant to Section 13 OR 15(d) of
The Securities Exchange Act of 1934
October 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)
Commission File Number 001-09718

| Pennsylvania |
| :---: |
| (State or other jurisdiction of |
| incorporation or organization) |


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

(Registrant's telephone number, including area code)
Not Applicable

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

## Item 2.02 Results of Operations and Financial Condition.

On October 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 third quarter and first nine months of 2010. 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.

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

THE PNC FINANCIAL SERVICES GROUP, INC.
(Registrant)
Date: October 21, 2010
By: $\qquad$
Samuel R. Patterson
Senior Vice President and Controller

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## EXHIBIT INDEX

Financial Supplement (unaudited) for Third Quarter 2010
Electronic presentation slides for earnings release conference call

Furnished herewith
Furnished herewith

THE PNC FINANCIAL SERVICES GROUP, INC.
FINANCIAL SUPPLEMENT THIRD QUARTER 2010 (UNAUDITED)

## THE PNC FINANCIAL SERVICES GROUP, INC. <br> FINANCIAL SUPPLEMENT <br> THIRD QUARTER 2010 (UNAUDITED)

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The information contained in this Financial Supplement is preliminary, unaudited and based on data available on October 21, 2010. We have reclassified certain prior period amounts to be consistent with the current period presentation, which we believe is more meaningful to readers of our consolidated financial statements. 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.

## BUSINESS

PNC is one of the largest diversified financial services companies in the United States and is headquartered in Pittsburgh, Pennsylvania. PNC has businesses engaged in retail banking, corporate and institutional banking, asset management, and residential mortgage banking, providing many of its products and services nationally and others in PNC's primary geographic markets located in Pennsylvania, Ohio, New Jersey, Michigan, Maryland, Illinois, Indiana, Kentucky, Florida, Virginia, Missouri, Delaware, Washington, D.C., and Wisconsin. PNC also provides certain products and services internationally.

## SALE OF PNC GLOBAL INVESTMENT SERVICING

On July 1, 2010, we sold PNC Global Investment Servicing Inc. (GIS), a leading provider of processing, technology and business intelligence services to asset managers, broker-dealers and financial advisors worldwide, for $\$ 2.3$ billion in cash pursuant to a definitive agreement entered into on February 2, 2010. The third quarter 2010 gain related to this sale was $\$ 639$ million, or $\$ 328$ million after-taxes. Results of operations of GIS, including the related after-tax gain on sale in the third quarter of 2010 , are presented as income from discontinued operations, net of income taxes, on our Consolidated Income Statement for all periods presented. Once we entered into the sales agreement, GIS was no longer a reportable business segment.

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Consolidated Income Statement (Unaudited)


(a) The after-tax impact to net income was $\$ 687$ million for the fourth quarter of 2009 . The earnings per diluted share impact was $\$ 1.49$ for the fourth quarter of 2009 . BlackRock/BGI transaction refers to BlackRock's acquisition of Barclays Global Investors in exchange for cash and BlackRock common and participating preferred stock on December 1, 2009.
(b) Includes results of operations for GIS and the related after-tax gain on sale. We sold GIS effective July 1, 2010, resulting in a gain of $\$ 639$ million, or $\$ 328$ million after taxes, recognized during the third quarter of 2010. The earnings per diluted share impact of the gain on sale was $\$ .62$ for the third quarter of 2010 and $\$ .63$ for the nine months ended September 30, 2010.
(c) 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 lower effective tax rate for the third quarter of 2010 was primarily the result of receiving a favorable IRS letter ruling in July 2010 that resolved a prior tax position and resulted in a tax benefit of $\$ 89$ million. The higher effective tax rate for the fourth quarter of 2009 resulted from the gain on the BlackRock/BGI transaction.

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Consolidated Balance Sheet (Unaudited)

| In millions, except par value | September 30 <br> 2010 | $\begin{array}{r} \text { June } 30 \\ 2010 \end{array}$ | March 31 2010 | December 31 <br> 2009 | September 30 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |
| Cash and due from banks (a) | \$ 3,724 | \$ 3,558 | \$ 3,563 | \$ 4,288 | \$ 3,426 |
| Federal funds sold and resale agreements (b) | 2,094 | 2,209 | 1,367 | 2,390 | 2,427 |
| Trading securities | 955 | 882 | 1,595 | 2,124 | 2,075 |
| Interest-earning deposits with banks (a) | 415 | 5,028 | 607 | 4,488 | 1,129 |
| Loans held for sale (b) | 3,275 | 2,756 | 2,691 | 2,539 | 3,509 |
| Investment securities (a) | 63,461 | 53,717 | 57,606 | 56,027 | 54,413 |
| Loans (a) (b) | 150,127 | 154,342 | 157,266 | 157,543 | 160,608 |
| Allowance for loan and lease losses (a) | $(5,231)$ | $(5,336)$ | $(5,319)$ | $(5,072)$ | $(4,810)$ |
| Net loans | 144,896 | 149,006 | 151,947 | 152,471 | 155,798 |
| Goodwill | 8,166 | 9,410 | 9,425 | 9,505 | 9,286 |
| Other intangible assets | 2,352 | 2,728 | 3,289 | 3,404 | 3,448 |
| Equity investments (a) | 10,137 | 10,159 | 10,256 | 10,254 | 8,684 |
| Other (a) (b) | 20,658 | 22,242 | 23,050 | 22,373 | 27,212 |
| Total assets | \$ 260,133 | $\underline{\text { 261,695 }}$ | \$265,396 | \$ 269,863 | \$271,407 |
| Liabilities |  |  |  |  |  |
| Deposits |  |  |  |  |  |
| Noninterest-bearing | \$ 46,065 | \$ 44,312 | \$ 43,122 | \$ 44,384 | \$ 43,025 |
| Interest-bearing | 133,118 | 134,487 | 139,401 | 142,538 | 140,784 |
| Total deposits | 179,183 | 178,799 | 182,523 | 186,922 | 183,809 |
| Borrowed funds |  |  |  |  |  |
| Federal funds purchased and repurchase agreements | 4,661 | 3,690 | 5,511 | 3,998 | 3,996 |
| Federal Home Loan Bank borrowings | 7,106 | 8,119 | 8,700 | 10,761 | 11,953 |
| Bank notes and senior debt | 13,508 | 12,617 | 12,638 | 12,362 | 12,424 |
| Subordinated debt | 10,023 | 10,184 | 10,001 | 9,907 | 10,501 |
| Other (a) | 4,465 | 5,817 | 5,611 | 2,233 | 3,036 |
| Total borrowed funds | 39,763 | 40,427 | 42,461 | 39,261 | 41,910 |
| Allowance for unfunded loan commitments and letters of credit | 193 | 218 | 252 | 296 | 324 |
| Accrued expenses (a) | 3,134 | 2,757 | 2,939 | 3,590 | 3,592 |
| Other (a) | 5,194 | 8,504 | 7,787 | 7,227 | 10,109 |
| Total liabilities | 227,467 | 230,705 | 235,962 | 237,296 | 239,744 |
| Equity |  |  |  |  |  |
| Preferred stock (c) |  |  |  |  |  |
| Common stock - \$5 par value |  |  |  |  |  |
| Authorized 800 shares, issued 536, 535, 535, 471, and 469 shares | 2,680 | 2,678 | 2,676 | 2,354 | 2,348 |
| Capital surplus - preferred stock | 646 | 646 | 645 | 7,974 | 7,960 |
| Capital surplus - common stock and other | 12,008 | 11,979 | 11,945 | 8,945 | 8,860 |
| Retained earnings | 15,114 | 14,073 | 13,340 | 13,144 | 12,179 |
| Accumulated other comprehensive income (loss) | 146 | (442) | $(1,288)$ | $(1,962)$ | $(1,947)$ |
| Common stock held in treasury at cost: $10,10,9,9$, and 8 shares | (552) | (557) | (500) | (513) | (472) |
| Total shareholders' equity | 30,042 | 28,377 | 26,818 | 29,942 | 28,928 |
| Noncontrolling interests | 2,624 | 2,613 | 2,616 | 2,625 | 2,735 |
| Total equity | 32,666 | 30,990 | 29,434 | 32,567 | 31,663 |
| Total liabilities and equity | \$ 260,133 | \$261,695 | \$265,396 | \$ 269,863 | \$ 271,407 |
| Capital Ratios |  |  |  |  |  |
| Tier 1 risk-based (d) | 11.9\% | 10.7\% | 10.3\% | 11.4\% | 10.9\% |
| Tier 1 common (d) | 9.6 | 8.3 | 7.9 | 6.0 | 5.5 |
| Total risk-based (d) | 15.6 | 14.3 | 13.9 | 15.0 | 14.5 |
| Leverage (d) | 10.0 | 9.1 | 8.8 | 10.1 | 9.6 |
| Common shareholders' equity to assets | 11.3 | 10.6 | 10.0 | 8.2 | 7.7 |

(a) Amounts include consolidated variable interest entities. Some 2010 amounts include consolidated variable interest entities that we consolidated effective January 1 , 2010 based on guidance in ASC 810, Consolidation. Our third quarter 2010 Form 10-Q will include additional information regarding these Consolidated Balance Sheet line items.
(b) Amounts include items for which PNC has elected the fair value option. Our third quarter 2010 Form 10-Q will include additional information regarding these Consolidated Balance Sheet line items.
(c) Par value less than $\$ .5$ million at each date.
(d) The ratio as of September 30, 2010 is estimated.

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Average Consolidated Balance Sheet (Unaudited)



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## THE PNC FINANCIAL SERVICES GROUP, INC.

Average Consolidated Balance Sheet (Unaudited) (Continued)


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## THE PNC FINANCIAL SERVICES GROUP, INC.

Details of Net Interest Margin(Unaudited) (a)

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |


|  | Nine months ended |  |
| :---: | :---: | :---: |
|  | September 30 | September 30 |
|  | 2010 | 2009 |
| Average yields/rates |  |  |
| Yield on interest-earning assets |  |  |
| Loans | 5.44\% | 5.36\% |
| Investment securities | 4.25 | 5.36 |
| Other | 3.76 | 2.14 |
| Total yield on interest-earning assets | 5.04 | 5.07 |
| Rate on interest-bearing liabilities |  |  |
| Deposits | . 73 | 1.25 |
| Borrowed funds | 2.25 | 3.00 |
| Total rate on interest-bearing liabilities | 1.08 | 1.65 |
| Interest rate spread | 3.96 | 3.42 |
| Impact of noninterest-bearing sources | . 22 | . 30 |
| Net interest margin (b) | 4.18\% | 3.72\% |

(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 three months ended September 30, 2010, June 30, 2010, March 31, 2010, December 31, 2009, and September 30, 2009 were $\$ 22$ million, $\$ 19$ million, $\$ 18$ million, $\$ 18$ million, and $\$ 16$ million, respectively. The taxableequivalent adjustments to net interest income for the nine months ended September 30, 2010 and September 30, 2009 were $\$ 59$ million and $\$ 47$ million, respectively.
(b) A reconciliation of net interest margin to credit risk-adjusted net interest margin follows. We believe that credit risk-adjusted net interest margin, a non-GAAP measure, is useful as a tool to help evaluate the amount of credit related risk associated with interest-earning assets.

|  | Three months ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30 <br> 2010 | $\text { June } 30$ | March 31 2010 | December 31 2009 | September 30 <br> 2009 |
| Net interest margin, as reported | 3.96\% | 4.35\% | 4.24\% | 4.05\% | 3.76\% |
| Less: adjustment (c) | . 86 | 1.47 | 1.34 | 1.80 | 1.54 |
| Credit risk-adjusted net interest margin | 3.10\% | 2.88\% | $2.90 \%$ | 2.25\% | 2.22\% |


|  | Nine months ended |  |
| :---: | :---: | :---: |
|  | September 30 | September 30 |
|  | 2010 | 2009 |
| Net interest margin, as reported | 4.18\% | 3.72\% |
| Less: adjustment (c) | 1.22 | 1.60 |
| Credit risk-adjusted net interest margin | 2.96\% | 2.12\% |

(c) The adjustment represents annualized provision for credit losses divided by average interest-earning assets.

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## THE PNC FINANCIAL SERVICES GROUP, INC.

Details of Loans (Unaudited)


## Details of Loans Held for Sale (Unaudited)

|  | September 30 |  | June 30 | March 31 <br> 2010 | December 31 |  | September 30 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions |  | 2010 | 2010 |  |  | 2009 |  | 2009 |
| Commercial mortgage | \$ | 1,375 | \$1,239 | \$ 1,316 | \$ | 1,301 | \$ | 1,810 |
| Residential mortgage |  | 1,786 | 1,336 | 1,158 |  | 1,012 |  | 1,552 |
| Other |  | 114 | 181 | 217 |  | 226 |  | 147 |
| Total | \$ | 3,275 | $\underline{\underline{\$ 2,756}}$ | \$2,691 | \$ | 2,539 | \$ | 3,509 |

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## THE PNC FINANCIAL SERVICES GROUP, INC.

Purchase Accounting Accretion and Accretable Interest (Unaudited)

## VALUATION OF PURCHASED IMPAIRED LOANS

| Dollars in billions | December 31, 2008 |  | December 31, 2009 |  | September 30, 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance | Net Investment | Balance | Net Investment | Balance | $\underline{\text { Net Investment }}$ |
| Commercial and commercial real estate loans: |  |  |  |  |  |  |
| Unpaid principal balance | \$ 6.3 |  | \$ 3.5 |  | \$ 2.2 |  |
| Purchased impaired mark | (3.4) |  | (1.3) |  | (0.7) |  |
| Recorded investment | 2.9 |  | 2.2 |  | 1.5 |  |
| Allowance for loan losses | - |  | (.2) |  | (.3) |  |
| Net investment | 2.9 | 46\% | 2.0 | 57\% | 1.2 | 55\% |
| Consumer and residential mortgage loans: |  |  |  |  |  |  |
| Unpaid principal balance | 15.6 |  | 11.7 |  | 8.4 |  |
| Purchased impaired mark | (5.8) |  | (3.6) |  | (1.8) |  |
| Recorded investment | 9.8 |  | 8.1 |  | 6.6 |  |
| Allowance for loan losses | - |  | (.3) |  | (.6) |  |
| Net investment | 9.8 | 63\% | 7.8 | 67\% | 6.0 | 71\% |
| Total purchased impaired loans: |  |  |  |  |  |  |
| Unpaid principal balance | 21.9 |  | 15.2 |  | 10.6 |  |
| Purchased impaired mark | (9.2) |  | (4.9) |  | (2.5) |  |
| Recorded investment | 12.7 |  | 10.3 |  | 8.1 |  |
| Allowance for loan losses | - |  | (.5) |  | (.9) |  |
| Net investment | \$ 12.7 | 58\% | \$ 9.8 | 64\% | \$ 7.2 | 68\% |

## PURCHASE ACCOUNTING ACCRETION

| In millions | Three months ended |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31 | June 30 | $\begin{array}{r}\text { September } 30 \\ 2009 \\ \hline 172\end{array}$ |  | December 31 |  | $\begin{array}{r} \hline \text { March } 31 \\ 2010 \\ \hline \end{array}$ |  | $\begin{array}{r} \hline \text { June } 30 \\ 2010 \\ \hline \end{array}$ | September 30 |  |
|  | 2009 | 2009 |  |  |  | 2009 |  |  |  | 2010 |
| Non-impaired loans | \$ 322 | \$168 | \$ | 172 | \$ | 111 | \$ | 112 |  | \$ 111 | \$ | 70 |
| Impaired loans | 257 | 220 |  | 193 |  | 244 |  | 265 | 258 |  | 187 |
| Reversal of contractual interest on impaired loans | (223) | (194) |  | (167) |  | (168) |  | (134) | (136) |  | (138) |
| Net impaired loans | 34 | 26 |  | 26 |  | 76 |  | 131 | 122 |  | 49 |
| Securities | 31 | 41 |  | 25 |  | 21 |  | 11 | 13 |  | 15 |
| Deposits | 312 | 264 |  | 231 |  | 189 |  | 167 | 144 |  | 122 |
| Borrowings (b) | (85) | (52) |  | (58) |  | (55) |  | (56) | (14) |  | (42) |
| Total | \$ 614 | \$447 | \$ | 396 | \$ | 342 | \$ |  | \$376 | \$ | 214 |
| Cash received in excess of recorded investment from sales or payoffs of impaired commercial loans (cash recoveries) |  | \$ 39 | \$ | 11 | \$ | 154 | \$ | 75 | \$ 164 | \$ | 111 |


|  | December 31 |  | December 31 |  | September 302010 |  | In billions |  | In billions |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In billions |  | 2008 |  | 2009 |  |  | December 31, 2009 | \$3.5 | December 31, 2008 | \$ 3.7 |
| Non-impaired loans | \$ | 2.4 | \$ | 1.6 | \$ | 1.3 | Accretion | (.7) | Accretion | (1.6) |
| Impaired loans (c) |  | 3.7 |  | 3.5 |  | 2.3 | Cash recoveries | (.3) | Cash recoveries | (.6) |
| Total loans (gross) |  | 6.1 |  | 5.1 |  | 3.6 | Net reclass to accretable |  | Net reclass to accretable |  |
| Securities |  | . 2 |  | . 1 |  | . 1 | difference and other |  | difference and other |  |
| Deposits |  | 2.1 |  | 1.0 |  | . 6 | activity | (.2) | activity | . 8 |
| Borrowings |  | (1.5) |  | (1.2) |  | (1.1) | September 30, 2010 | \$2.3 | September 30, 2010 | \$2.3 |
| Total | \$ | 6.9 | \$ | 5.0 | \$ | 3.2 |  |  |  |  |

(a) Impairment reserves of $\$ .9$ billion at September 30, 2010 reflect impaired loans with further credit quality deterioration since acquisition. This deterioration was more than offset by the cash received to date in excess of recorded investment of $\$ .6$ billion and the net reclassification to accretable, to be recognized over time, of $\$ .8$ billion.
(b) Interest expense on borrowed funds for the second quarter of 2010 included a $\$ 29$ million reduction associated with refinement of the accretion related to acquired debt.
(c) Adjustments include purchase accounting accretion, reclassifications from non-accretable to accretable net interest as a result of increases in estimated cash flows, and reductions in the accretable amount as a result of the identification of additional purchased impaired loans as of the National City acquisition close date of December 31, 2008.

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## THE PNC FINANCIAL SERVICES GROUP, INC.

Accruing Loans Past Due (Unaudited)

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

|  | Amount |  |  |  |  | Percent of Total Outstandings |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sept. 30 | June 30 | March 31 | Dec. 31 | Sept. 30 | Sept. 30 | June 30 | March 31 | Dec. 31 | Sept. 30 |
| Dollars in millions | 2010 | 2010 | 2010 | 2009 | 2009 | 2010 | 2010 | 2010 | 2009 | 2009 |
| Commercial | \$ 293 | \$ 501 | \$ 622 | \$ 684 | \$ 633 | .55\% | .93\% | 1.15\% | 1.26\% | 1.13\% |
| Commercial real estate | 353 | 535 | 859 | 666 | 743 | 1.97 | 2.81 | 4.19 | 3.10 | 3.34 |
| Equipment lease financing | 10 | 21 | 97 | 128 | 50 | . 16 | . 32 | 1.59 | 2.06 | . 80 |
| Consumer | 430 | 419 | 440 | 438 | 444 | . 83 | . 81 | . 85 | . 87 | . 90 |
| Residential real estate | 347 | 392 | 464 | 472 | 510 | 2.70 | 2.92 | 3.14 | 3.12 | 3.29 |
| Total | \$1,433 | \$1,868 | \$2,482 | \$2,388 | $\underline{\underline{\$ 2,380}}$ | 1.01 | 1.29 | 1.68 | 1.62 | 1.59 |

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

|  |  |  |  | mount |  |  |  |  | Percen | f Total Outsta |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dollars in millions | $\begin{array}{r} \hline \text { Sept. } 30 \\ 2010 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { June } 30 \\ \quad 2010 \\ \hline \end{array}$ |  | $\begin{array}{r} \text { arch } 31 \\ 2010 \end{array}$ | $\begin{array}{r} \text { Dec. } 31 \\ 2009 \\ \hline \end{array}$ |  | $\begin{array}{r} \hline \text { Sept. } 30 \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { Sept. } 30 \\ 2010 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { June } 30 \\ 2010 \end{array}$ | March 31 2010 | $\begin{array}{r} \text { Dec. } 31 \\ 2009 \end{array}$ | $\begin{array}{r} \hline \text { Sept. } 30 \\ 2009 \\ \hline \end{array}$ |
| Commercial | \$ 90 | \$ 110 | \$ |  | \$ 188 |  | \$ 196 | .17\% | .20\% | . $37 \%$ | . $35 \%$ | . $35 \%$ |
| Commercial real estate | 58 | 83 |  | 111 | 150 |  | 184 | . 32 | . 44 | . 54 | . 70 | . 83 |
| Equipment lease financing | 4 | 4 |  | 2 | 6 |  | 3 | . 06 | . 06 | . 03 | . 10 | . 05 |
| Consumer | 270 | 225 |  | 248 | 226 |  | 216 | . 52 | . 43 | . 48 | . 45 | . 44 |
| Residential real estate | 179 | 177 |  | 284 | 314 |  | 276 | 1.60 | 1.51 | 1.92 | 2.07 | 1.78 |
| Total | \$ 601 | \$599 | \$ | 846 | \$884 |  | \$875 | . 43 | . 42 | . 57 | . 60 | . 59 |

(a) Excludes loans that are government insured/guaranteed, primarily residential mortgages, and purchased impaired loans.

## THE PNC FINANCIAL SERVICES GROUP, INC.

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

| Three months ended - in millions | September 30 |  | $\begin{array}{r} \text { June } 30 \\ 2010 \\ \hline \end{array}$ | March 31 2010 | December 31 2009 |  | September 302009 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 5,336 | \$5,319 | \$ 5,072 | \$ | 4,810 | \$ | 4,569 |
| Charge-offs: |  |  |  |  |  |  |  |  |
| Commercial |  | (310) | (313) | (273) |  | (380) |  | (323) |
| Commercial real estate |  | (102) | (149) | (238) |  | (260) |  | (20) |
| Equipment lease financing |  | (12) | (43) | (36) |  | (34) |  | (42) |
| Consumer |  | (285) | (283) | (242) |  | (267) |  | (257) |
| Residential real estate |  | (47) | (197) | (38) |  | (83) |  | (96) |
| Total charge-offs |  | (756) | (985) | (827) |  | $(1,024)$ |  | (738) |
| Recoveries: |  |  |  |  |  |  |  |  |
| Commercial |  | 80 | 78 | 65 |  | 87 |  | 42 |
| Commercial real estate |  | 14 | 10 | 33 |  | 15 |  | 8 |
| Equipment lease financing |  | 13 | 13 | 12 |  | 10 |  | 7 |
| Consumer |  | 28 | 31 | 26 |  | 27 |  | 23 |
| Residential real estate |  | 7 | 13 |  |  | 50 |  | 8 |
| Total recoveries |  | 142 | 145 | 136 |  | 189 |  | 88 |
| Net charge-offs: |  |  |  |  |  |  |  |  |
| Commercial |  | (230) | (235) | (208) |  | (293) |  | (281) |
| Commercial real estate |  | (88) | (139) | (205) |  | (245) |  | (12) |
| Equipment lease financing |  | 1 | (30) | (24) |  | (24) |  | (35) |
| Consumer |  | (257) | (252) | (216) |  | (240) |  | (234) |
| Residential real estate |  | (40) | (184) | (38) |  | (33) |  | (88) |
| Total net charge-offs |  | (614) | (840) | (691) |  | (835) |  | (650) |
| Provision for credit losses |  | 486 | 823 | 751 |  | 1,049 |  | 914 |
| Acquired allowance adjustments (a) |  | (2) |  | 2 |  | 20 |  | (18) |
| Adoption of ASU 2009-17, Consolidations |  |  |  | 141 |  |  |  |  |
| Net change in allowance for unfunded loan commitments and letters of credit |  | 25 | 34 | 44 |  | 28 |  | (5) |
| Ending balance | \$ | 5,231 | \$5,336 | \$ 5,319 | \$ | 5,072 | \$ | 4,810 |
| Supplemental Information |  |  |  |  |  |  |  |  |
| Net charge-offs to average loans (for the three months ended) (annualized) |  | 1.61\% | 2.18\% | 1.77\% |  | 2.09\% |  | 1.59\% |
| Allowance for loan and lease losses to total loans |  | 3.48 | 3.46 | 3.38 |  | 3.22 |  | 2.99 |
| Commercial lending net charge-offs | \$ | (317) | \$ (404) | \$ (437) | \$ | (562) | \$ | (328) |
| Consumer lending net charge-offs |  | (297) | (436) | (254) |  | (273) |  | (322) |
| Total net charge-offs | \$ | (614) | \$ (840) | \$ (691) | \$ | (835) | \$ | (650) |
| Net charge-offs to average loans |  |  |  |  |  |  |  |  |
| Commercial lending |  | 1.57\% | 1.99\% | 2.11\% |  | 2.61\% |  | 1.46\% |
| Consumer lending |  | 1.64 | 2.38 | 1.38 |  | 1.49 |  | 1.75 |

(a) Related to our December 31, 2008 National City acquisition.

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

|  | September 30 |  | $\begin{array}{r} \text { June } 30 \\ \quad 2010 \\ \hline \end{array}$ | $\begin{array}{r} \text { March } 31 \\ 2010 \\ \hline \end{array}$ |  | December 31 |  | September 30 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Three months ended - in millions |  | 2010 |  |  |  |  | 2009 |  | 2009 |
| Beginning balance | \$ | 218 | \$ 252 | \$ | 296 | \$ | 324 | \$ | 319 |
| Net change in allowance for unfunded loan commitments and letters of credit |  | (25) | (34) |  | (44) |  | (28) |  | 5 |
| Ending balance | \$ | 193 | \$218 | \$ | 252 | \$ | 296 | \$ | 324 |

# Net Unfunded Commitments 

|  | September 30 |  | June 30 | March 31 |  | December 31 |  | eptember 30 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions |  | 2010 | 2010 | 2010 |  | 2009 |  | 2009 |
| Net unfunded commitments | \$ | $\underline{97,147}$ | \$95,775 | \$96,363 |  | \$ 100,795 |  | 102,669 |

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## THE PNC FINANCIAL SERVICES GROUP, INC.

Details of Nonperforming Assets (Unaudited)

## Nonperforming Assets by Type

| In millions | September 30 |  | $\begin{array}{r} \text { June } 30 \\ 2010 \end{array}$ | March 31 2010 | December 31 |  | September 30 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonperforming loans |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |
| Retail/wholesale | \$ | 219 | \$ 242 | \$ 246 | \$ | 231 | \$ | 219 |
| Manufacturing |  | 266 | 312 | 341 |  | 423 |  | 387 |
| Real estate related (a) |  | 338 | 405 | 460 |  | 419 |  | 396 |
| Financial services |  | 36 | 60 | 77 |  | 117 |  | 200 |
| Health care |  | 59 | 55 | 48 |  | 41 |  | 48 |
| Other |  | 612 | 619 | 661 |  | 575 |  | 580 |
| Total commercial |  | 1,530 | 1,693 | 1,833 |  | 1,806 |  | 1,830 |
| Commercial real estate |  |  |  |  |  |  |  |  |
| Real estate projects |  | 1,562 | 1,661 | 1,797 |  | 1,754 |  | 1,637 |
| Commercial mortgage |  | 427 | 420 | 419 |  | 386 |  | 235 |
| Total commercial real estate |  | 1,989 | 2,081 | 2,216 |  | 2,140 |  | 1,872 |
| Equipment lease financing |  | 104 | 114 | 123 |  | 130 |  | 164 |
| TOTAL COMMERCIAL LENDING |  | 3,623 | 3,888 | 4,172 |  | 4,076 |  | 3,866 |
| Consumer |  |  |  |  |  |  |  |  |
| Home equity |  | 406 | 405 | 337 |  | 356 |  | 207 |
| Other |  | 38 | 25 | 35 |  | 36 |  | 25 |
| Total consumer |  | 444 | 430 | 372 |  | 392 |  | 232 |
| Residential real estate |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 727 | 713 | 968 |  | 955 |  | 790 |
| Residential construction |  | 42 | 79 | 249 |  | 248 |  | 238 |
| Total residential real estate |  | 769 | 792 | 1,217 |  | 1,203 |  | 1,028 |
| TOTAL CONSUMER LENDING |  | 1,213 | 1,222 | 1,589 |  | 1,595 |  | 1,260 |
| Total nonperforming loans (b) (c) (d) (e) |  | 4,836 | 5,110 | 5,761 |  | 5,671 |  | 5,126 |
| Foreclosed and other assets |  |  |  |  |  |  |  |  |
| Commercial lending |  | 366 | 293 | 328 |  | 266 |  | 145 |
| Consumer lending |  | 467 | 501 | 451 |  | 379 |  | 373 |
| Total foreclosed and other assets |  | 833 | 794 | 779 |  | 645 |  | 518 |
| Total nonperforming assets | \$ | 5,669 | \$5,904 | \$6,540 | \$ | 6,316 | \$ | 5,644 |
| Nonperforming loans to total loans |  | 3.22\% | 3.31\% | 3.66\% |  | 3.60\% |  | 3.19\% |
| Nonperforming assets to total loans and foreclosed and other assets |  | 3.76 | 3.81 | 4.14 |  | 3.99 |  | 3.50 |
| Nonperforming assets to total assets |  | 2.18 | 2.26 | 2.46 |  | 2.34 |  | 2.08 |
| Allowance for loan and lease losses to nonperforming loans (e) (f) |  | 108 | 104 | 92 |  | 89 |  | 94 |

(a) Includes loans related to customers in the real estate and construction industries.
(b) Loans whose contractual terms have been restructured in a manner which grants a concession to a borrower experiencing financial difficulties where we do not receive adequate compensation are considered troubled debt restructurings (TDRs). TDRs typically result from our loss mitigation activities and could include rate reductions, principal forgiveness, forbearance and other actions intended to minimize the economic loss and to avoid foreclosure or repossession of collateral. Total nonperforming loans include TDRs of $\$ 595$ million at September 30, 2010, $\$ 500$ million at June 30, 2010, $\$ 385$ million at March 31, 2010, $\$ 440$ million at December 31, 2009 , and $\$ 230$ million at September 30, 2009. Purchased impaired loans are excluded from TDRs.
(c) TDRs returned to performing (accrual) status totaled $\$ 425$ million at September 30, 2010 and are excluded from nonperforming loans. These loans have demonstrated a period of at least six months of performance under the modified terms.
(d) Credit cards and certain small business and consumer credit agreements whose terms have been modified totaled $\$ 315$ million at September 30, 2010 and are excluded from TDRs and nonperforming loans. Our policy is to exempt these loans from being placed on nonaccrual status as permitted by regulatory guidance as these loans are directly charged off in the period that they become 180 days past due.
(e) Nonperforming loans do not include purchased impaired loans or loans held for sale.
(f) The allowance for loan and lease losses includes impairment reserves attributable to purchased impaired loans. See page 7, note (a).

## THE PNC FINANCIAL SERVICES GROUP, INC.

Details of Nonperforming Assets (Unaudited) (Continued)

## Change in Nonperforming Assets

| In millions | $\begin{array}{r} \text { January 1, } 2010- \\ \text { September } 30,2010 \\ \hline \end{array}$ |  | $\begin{array}{r} \text { July 1, } 2010- \\ \text { September } 30,2010 \\ \hline \end{array}$ |  | April 1, 2010 June 30, 2010 |  | January 1, 2010 - <br> March 31, 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | S | 6,316 | \$ | 5,904 | \$ | 6,540 | \$ | 6,316 |
| Transferred in |  | 4,154 |  | 1,369 |  | 1,011 |  | 1,774 |
| Charge-offs/valuation adjustments |  | $(1,604)$ |  | (452) |  | (532) |  | (620) |
| Principal activity including payoffs |  | (939) |  | (365) |  | (296) |  | (278) |
| Asset sales and transfers to held for sale |  | $(1,036)$ |  | (351) |  | (420) |  | (265) |
| Returned to performing - TDRs |  | (481) |  | (152) |  | (112) |  | (217) |
| Returned to performing - Other |  | (741) |  | (284) |  | (287) |  | (170) |
| Ending balance | \$ | 5,669 | \$ | 5,669 | \$ | 5,904 | \$ | 6,540 |

Largest Individual Nonperforming Assets at September 30, 2010 (a)

| Ranking |  |  | Industry |  |
| :---: | :---: | :---: | :---: | :---: |
| 1 | \$ | 54 | Accommodations \& Food Service |  |
| 2 |  | 31 | Real Estate Rental \& Leasing |  |
| 3 |  | 30 | Construction |  |
| 4 |  | 27 | Real Estate Rental \& Leasing |  |
| 5 |  | 26 | Real Estate Rental \& Leasing |  |
| 6 |  | 23 | Construction |  |
| 7 |  | 23 | Real Estate Rental \& Leasing |  |
| 8 |  | 22 | Retail Trade |  |
| 9 |  | 22 | Real Estate Rental \& Leasing |  |
| 10 |  | 22 | Real Estate Rental \& Leasing |  |
| Total | \$ | 280 |  |  |
| As a percent of total nonperforming assets |  |  |  | 5\% |

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

## THE PNC FINANCIAL SERVICES GROUP, INC.

## 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, Virginia, Missouri, 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, our multi-seller conduit, 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.

Residential Mortgage Banking directly originates primarily 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. These loans are typically underwritten to government agency and/or third party standards, and sold, servicing retained, to primary mortgage conduits Federal National Mortgage Association (Fannie Mae), Federal Home Loan Mortgage Corporation (Freddie Mac), Federal Home Loan Banks and third-party investors, or are securitized and issued under the Government National Mortgage Association (Ginnie Mae) program. The mortgage servicing operation performs all functions related to servicing mortgage loans - primarily those in first lien position - for various investors and for loans owned by PNC. Certain loans originated through our joint ventures are serviced by a joint venture partner.

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, including iShares ${ }^{\circledR}$, the global product leader in exchange traded funds. In addition, BlackRock provides market risk management, financial markets advisory and enterprise investment system services globally to a broad base of clients. At September 30, 2010, our share of BlackRock's earnings was $23 \%$.

Distressed Assets Portfolio includes commercial residential development loans, cross-border leases, consumer brokered home equity loans, retail mortgages, non-prime mortgages, and residential construction loans. These loans require special servicing and management oversight given current market conditions. The majority of these loans are from acquisitions, primarily National City.

## THE PNC FINANCIAL SERVICES GROUP, INC.

Summary of Business Segment Income and Revenue (Unaudited) (a) (b)

| In millions$\qquad$ | Three months ended |  |  |  |  |  |  |  |  | Nine months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30 |  | $\begin{array}{r} \text { June } 30 \\ 2010 \end{array}$ | $\begin{array}{r} \hline \text { March } 31 \\ 2010 \\ \hline \end{array}$ |  | December 31 |  | September 302009 |  | September 30 2010 |  | September 30 2009 |  |
|  |  | 2010 |  |  |  |  | 2009 |  |  |  |  |  |  |
| Retail Banking | \$ | (7) | \$ 80 | \$ | 24 | \$ | (25) | \$ | 50 | \$ | 97 | \$ | 161 |
| Corporate \& Institutional Banking |  | 427 | 443 |  | 360 |  | 415 |  | 309 |  | 1,230 |  | 775 |
| Asset Management Group |  | 44 | 28 |  | 40 |  | 24 |  | 35 |  | 112 |  | 82 |
| Residential Mortgage Banking |  | 98 | 92 |  | 82 |  | 25 |  | 91 |  | 272 |  | 410 |
| Distressed Assets Portfolio |  | 17 | (81) |  | 72 |  | (88) |  | 14 |  | 8 |  | 172 |
| Other, including BlackRock (b) (c) (d) |  | 196 | 219 |  | 70 |  | 752 |  | 41 |  | 485 |  | (345) |
| Income from continuing operations before noncontrolling interests | S | 775 | \$ 781 | \$ | 648 | \$ | 1,103 | \$ | 540 | \$ | 2,204 | \$ | 1,255 |
| Revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 1,355 | \$1,387 |  | 1,359 | \$ | 1,379 | \$ | 1,434 | \$ | 4,101 | \$ | 4,342 |
| Corporate \& Institutional Banking |  | 1,070 | 1,219 |  | 1,248 |  | 1,377 |  | 1,316 |  | 3,537 |  | 3,889 |
| Asset Management Group |  | 217 | 219 |  | 229 |  | 218 |  | 225 |  | 665 |  | 701 |
| Residential Mortgage Banking |  | 285 | 255 |  | 234 |  | 176 |  | 292 |  | 774 |  | 1,152 |
| Distressed Assets Portfolio |  | 244 | 346 |  | 337 |  | 221 |  | 254 |  | 927 |  | 932 |
| Other, including BlackRock (b) (c) (d) |  | 427 | 486 |  | 356 |  | 1,515 |  | 332 |  | 1,269 |  | 326 |
| Revenue from continuing operations | \$ | 3,598 | \$3,912 |  | 3,763 | \$ | 4,886 | \$ | 3,853 | \$ | 11,273 | \$ | 11,342 |

(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. Amounts are presented on a continuing operations basis and therefore exclude the earnings and revenue attributable to GIS, including the gain on the sale of GIS, which closed July 1, 2010.
(b) We consider BlackRock to be a separate reportable business segment but have combined its results with Other for this presentation. Our third quarter 2010 Form 10-Q will include additional information regarding BlackRock.
(c) 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, other than temporary impairment of debt securities 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.
(d) The $\$ 1.076$ billion gain ( $\$ 687$ million after-tax) related to BlackRock's acquisition of BGI was included in this business segment for the fourth quarter of 2009 .

| Period-end Employees | $\begin{array}{r} \text { September } 30 \\ 2010 \\ \hline \end{array}$ | $\begin{array}{r} \text { June } 30 \\ 2010 \\ \hline \end{array}$ | $\begin{array}{r} \text { March } 31 \\ \quad 2010 \\ \hline \end{array}$ | $\begin{array}{r} \text { December } 31 \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} \text { September } 30 \\ 2009 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Full-time employees |  |  |  |  |  |
| Retail Banking | 21,203 | 21,380 | 21,522 | 21,416 | 21,644 |
| Corporate \& Institutional Banking | 3,660 | 3,601 | 3,760 | 3,746 | 3,861 |
| Asset Management Group | 2,971 | 2,960 | 2,995 | 2,969 | 3,076 |
| Residential Mortgage Banking | 3,339 | 3,348 | 3,340 | 3,267 | 3,606 |
| Distressed Assets Portfolio | 170 | 179 | 178 | 175 | 157 |
| Other |  |  |  |  |  |
| Operations \& Technology | 8,689 | 8,949 | 9,259 | 9,249 | 9,373 |
| Staff Services and Other (e) | 4,588 | 9,073 | 9,059 | 8,939 | 8,812 |
| Total Other | 13,277 | 18,022 | 18,318 | 18,188 | 18,185 |
| Total full-time employees | 44,620 | 49,490 | 50,113 | 49,761 | 50,529 |
| Retail Banking part-time employees | 4,799 | 4,790 | 4,798 | 4,737 | 4,859 |
| Other part-time employees | 974 | 1,104 | 1,187 | 1,322 | 1,520 |
| Total part-time employees | 5,773 | 5,894 | 5,985 | 6,059 | 6,379 |
| Total | 50,393 | $\underline{\underline{55,384}}$ | $\underline{\underline{56,098}}$ | 55,820 | 56,908 |

The period end employee statistics reflect staff directly employed by the respective business and exclude operations, technology and staff services employees.
(e) Includes employees of GIS totaling 4,528 at June 30, 2010; 4,573 at March 31, 2010; 4,450 at December 31, 2009; and 4,561 at September 30, 2009. We sold GIS effective July 1, 2010.

## THE PNC FINANCIAL SERVICES GROUP, INC.

Retail Banking (Unaudited) (a)


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

Retail Banking (Unaudited) (Continued)

(a) PNC completed the required divestiture of 61 branches in early September 2009. Amounts for periods prior to the divestiture included the impact of those branches.
(b) Presented as of period end, except for net charge-offs and annualized net charge-off ratios, which are for the three months ended and nine months ended, respectively.
(c) Information for 2010 reflects the impact of the consolidation in our financial statements for the securitized portfolio of approximately $\$ 1.6$ billion of credit card loans effective January 1, 2010. In addition, the declines as of September 30, 2010 in credit card lending net charge-offs and the credit card lending annualized net charge-off ratio were primarily due to the alignment of charge-off policies within the consolidated portfolio post-conversion.
(d) Recorded investment of purchased impaired loans related to National City, adjusted to reflect additional loan impairments effective December 31, 2008.
(e) Includes loans from acquired portfolios for which lien position and loan-to-value information is not available.
(f) Represents the most recent FICO scores we have on file.
(g) Excludes certain satellite branches that provide limited products and/or services.
(h) Retail checking relationships for prior periods presented have been refined subsequent to completion of application system conversion activities related to the National City acquisition.
(i) Financial consultants provide services in full service brokerage offices and PNC traditional branches.

## THE PNC FINANCIAL SERVICES GROUP, INC.

Corporate \& Institutional Banking (Unaudited) (a)

| Dollars in millions, except as noted | Three months ended |  |  |  |  |  |  |  |  |  | Nine months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \hline \text { September } 30 \\ \quad 2010(\mathrm{~g}) \\ \hline \end{array}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2010(\mathrm{~g}) \end{gathered}$ |  | March 31 $2010(\mathrm{~g})$ |  | December 31 |  | September 30 |  | September 30 |  | September 30 |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 833 | \$ | 923 | \$ | 877 | \$ | 1,009 | \$ | 915 | \$ | 2,633 | \$ | 2,824 |
| Noninterest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate service fees |  | 148 |  | 237 |  | 242 |  | 235 |  | 226 |  | 627 |  | 680 |
| Other |  | 89 |  | 59 |  | 129 |  | 133 |  | 175 |  | 277 |  | 385 |
| Noninterest income |  | 237 |  | 296 |  | 371 |  | 368 |  | 401 |  | 904 |  | 1,065 |
| Total revenue |  | 1,070 |  | 1,219 |  | 1,248 |  | 1,377 |  | 1,316 |  | 3,537 |  | 3,889 |
| Provision for (recoveries of) credit losses |  | (48) |  | 97 |  | 236 |  | 283 |  | 384 |  | 285 |  | 1,320 |
| Noninterest expense |  | 446 |  | 421 |  | 445 |  | 444 |  | 459 |  | 1,312 |  | 1,356 |
| Pretax earnings |  | 672 |  | 701 |  | 567 |  | 650 |  | 473 |  | 1,940 |  | 1,213 |
| Income taxes |  | 245 |  | 258 |  | 207 |  | 235 |  | 164 |  | 710 |  | 438 |
| Earnings | \$ | 427 | \$ | 443 | \$ | 360 | \$ | 415 | \$ | 309 | \$ | 1,230 | \$ | 775 |
| AVERAGE BALANCE SHEET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 32,119 |  | 32,937 |  | 34,024 | \$ | 33,481 | \$ | 35,785 | \$ | 33,019 | \$ | 38,755 |
| Commercial real estate |  | 15,897 |  | 17,008 |  | 17,961 |  | 18,747 |  | 18,918 |  | 16,948 |  | 19,346 |
| Commercial - real estate related |  | 3,021 |  | 2,901 |  | 3,128 |  | 3,328 |  | 3,622 |  | 3,016 |  | 3,922 |
| Asset-based lending |  | 6,362 |  | 6,065 |  | 5,940 |  | 6,051 |  | 5,918 |  | 6,124 |  | 6,443 |
| Equipment lease financing |  | 5,747 |  | 5,262 |  | 5,318 |  | 5,368 |  | 5,260 |  | 5,444 |  | 5,397 |
| Total loans |  | 63,146 |  | 64,173 |  | 66,371 |  | 66,975 |  | 69,503 |  | 64,551 |  | 73,863 |
| Goodwill and other intangible assets |  | 3,553 |  | 3,660 |  | 3,795 |  | 3,736 |  | 3,704 |  | 3,669 |  | 3,532 |
| Loans held for sale |  | 1,427 |  | 1,408 |  | 1,410 |  | 1,534 |  | 1,578 |  | 1,415 |  | 1,728 |
| Other assets |  | 8,726 |  | 7,711 |  | 7,940 |  | 7,395 |  | 6,460 |  | 8,129 |  | 7,268 |
| Total assets | \$ | 76,852 |  | 76,952 |  | $\underline{ }$ | \$ | 79,640 | \$ | 81,245 | \$ | 77,764 | \$ | 86,391 |
| Deposits |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing demand | \$ | 25,259 |  | 23,715 |  | 22,271 | \$ | 23,484 | \$ | 20,392 | \$ | 23,759 | \$ | 18,756 |
| Money market |  | 12,105 |  | 12,380 |  | 12,253 |  | 10,573 |  | 10,714 |  | 12,246 |  | 9,402 |
| Other |  | 6,833 |  | 6,856 |  | 7,610 |  | 8,728 |  | 8,009 |  | 7,097 |  | 7,636 |
| Total deposits |  | 44,197 |  | 42,951 |  | 42,134 |  | 42,785 |  | 39,115 |  | 43,102 |  | 35,794 |
| Other liabilities |  | 12,937 |  | 10,797 |  | 10,870 |  | 8,408 |  | 8,363 |  | 11,542 |  | 9,357 |
| Capital |  | 7,237 |  | 7,913 |  | 7,633 |  | 7,916 |  | 7,922 |  | 7,593 |  | 7,810 |
| Total liabilities and equity | \$ | 64,371 |  | 61,661 |  | 60,637 | \$ | 59,109 | \$ | 55,400 | \$ | 62,237 | \$ | 52,961 |
| PERFORMANCE RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average capital |  | 23\% |  | 22\% |  | 19\% |  | 21\% |  | 15\% |  | 22\% |  | 20\% |
| Return on average assets |  | 2.20 |  | 2.31 |  | 1.84 |  | 2.07 |  | 1.51 |  | 2.11 |  | 1.20 |
| Noninterest income to total revenue |  | 22 |  | 24 |  | 30 |  | 27 |  | 30 |  | 26 |  | 27 |
| Efficiency |  | 42 |  | 35 |  | 36 |  | 32 |  | 35 |  | 37 |  | 35 |
| COMMERCIAL MORTGAGE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| SERVICING PORTFOLIO (in billions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning of period | \$ | 265 |  | 282 | \$ | 287 | \$ | 275 | \$ | 269 | s | 287 | \$ | 270 |
| Acquisitions/additions |  | 8 |  | 7 |  | 8 |  | 19 |  | 15 |  | 23 |  | 31 |
| Repayments/transfers |  | (10) |  | (24) |  | (13) |  | (7) |  | (9) |  | (47) |  | (26) |
| End of period | \$ | 263 | \$ | 265 | \$ | 282 | \$ | 287 | \$ | 275 | \$ | 263 | \$ | 275 |
| OTHER INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consolidated revenue from: (b) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Treasury Management | \$ | 319 |  | 302 | \$ | 298 | \$ | 296 | \$ | 281 | \$ | 919 | \$ | 841 |
| Capital Markets | \$ | 119 |  | 128 | \$ | 164 | \$ | 187 | \$ | 155 | \$ | 411 | \$ | 346 |
| Commercial mortgage loans held for sale (c) | \$ | 24 |  | (2) | \$ | 27 | \$ | 67 | \$ | 53 | \$ | 49 | \$ | 138 |
| Commercial mortgage loan servicing (d) |  | (40) |  | 49 |  | 88 |  | 66 |  | 66 |  | 97 |  | 214 |
| Total commercial mortgage banking activities | \$ | (16) |  | 47 | \$ | 115 | S | 133 | \$ | 119 | \$ | 146 | \$ | 352 |
| Total loans (e) | \$ | 62,388 |  | 63,910 |  | 65,076 | \$ | 66,206 | \$ | 68,352 |  |  |  |  |
| Credit-related statistics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonperforming assets (e) | \$ | 3,064 |  | 3,103 |  | 3,343 | \$ | 3,167 | \$ | 2,992 |  |  |  |  |
| Impaired loans (e) (f) | \$ | 890 | \$ |  | \$ |  | \$ | 1,075 | \$ | 1,482 |  |  |  |  |
| Net charge-offs |  | 211 |  |  |  | 271 | \$ | 341 | \$ | 222 | \$ | 725 | \$ | 711 |
| Net carrying amount of commercial mortgage servicing rights <br> (e) | \$ | 616 |  | 722 |  | 921 | \$ | 921 | \$ | 897 |  |  |  |  |

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

Asset Management Group (Unaudited) (a)

|  | Three months ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30 |  | June 30 | March 31 | December 31 |  | September 30 |  |
| Dollars in millions, except as noted |  | 2010 | 2010 | 2010 |  | 2009 |  | 2009 |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 67 | \$ 65 | \$ 65 | \$ | 67 | \$ | 70 |
| Noninterest income |  | 150 | 154 | 164 |  | 151 |  | 155 |
| Total revenue |  | 217 | 219 | 229 |  | 218 |  | 225 |
| Provision for (recoveries of) credit losses |  | (12) | 14 | 9 |  | 25 |  | 9 |
| Noninterest expense |  | 160 | 160 | 157 |  | 154 |  | 162 |
| Pretax earnings |  | 69 | 45 | 63 |  | 39 |  | 54 |
| Income taxes |  | 25 | 17 | 23 |  | 15 |  | 19 |
| Earnings | \$ | 44 | \$ 28 | \$ 40 | \$ | 24 | \$ | 35 |
| AVERAGE BALANCE SHEET |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |  |
| Consumer | \$ | 4,021 | \$4,004 | \$ 3,994 | \$ | 4,044 | \$ | 3,997 |
| Commercial and commercial real estate |  | 1,520 | 1,491 | 1,496 |  | 1,511 |  | 1,591 |
| Residential mortgage |  | 802 | 915 | 964 |  | 1,000 |  | 1,046 |
| Total loans |  | 6,343 | 6,410 | 6,454 |  | 6,555 |  | 6,634 |
| Goodwill and other intangible assets |  | 394 | 403 | 415 |  | 416 |  | 418 |
| Other assets |  | 235 | 248 | 227 |  | 209 |  | 208 |
| Total assets | \$ | 6,972 | $\underline{\underline{\$ 7,061}}$ | $\underline{\underline{\$ 7,096}}$ | \$ | 7,180 | \$ | 7,260 |
| Deposits |  |  |  |  |  |  |  |  |
| Noninterest-bearing demand | \$ | 1,364 | \$1,268 | \$ 1,229 | \$ | 1,127 | \$ | 993 |
| Interest-bearing demand |  | 1,869 | 1,735 | 1,699 |  | 1,674 |  | 1,544 |
| Money market |  | 3,258 | 3,261 | 3,217 |  | 3,134 |  | 3,154 |
| Total transaction deposits |  | 6,491 | 6,264 | 6,145 |  | 5,935 |  | 5,691 |
| Certificates of deposit and other |  | 715 | 769 | 818 |  | 918 |  | 1,013 |
| Total deposits |  | 7,206 | 7,033 | 6,963 |  | 6,853 |  | 6,704 |
| Other liabilities |  | 80 | 92 | 111 |  | 114 |  | 99 |
| Capital |  | 512 | 567 | 553 |  | 531 |  | 611 |
| Total liabilities and equity | \$ | 7,798 | $\underline{\underline{\$ 7,692}}$ | \$7,627 | \$ | 7,498 | \$ | 7,414 |
| PERFORMANCE RATIOS |  |  |  |  |  |  |  |  |
| Return on average capital |  | 34\% | 20\% | 29\% |  | 18\% |  | 23\% |
| Return on average assets |  | 2.50 | 1.59 | 2.29 |  | 1.33 |  | 1.91 |
| Noninterest income to total revenue |  | 69 | 70 | 72 |  | 69 |  | 69 |
| Efficiency |  | 74 | 73 | 69 |  | 71 |  | 72 |
| OTHER INFORMATION |  |  |  |  |  |  |  |  |
| Total nonperforming assets (b) | \$ | 102 | \$ 114 | \$ 139 | \$ | 155 | \$ | 129 |
| Impaired loans (b) (c) | \$ | 155 | \$ 182 | \$ 191 | \$ | 198 | \$ | 206 |
| Total net charge-offs | \$ | 1 | \$ 16 | \$ 4 | \$ | 22 | \$ | 9 |



ASSETS UNDER ADMINISTRATION (in billions) (b)

| (d) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personal | \$ | 95 | \$ |  | \$ | 96 | \$ | 94 | \$ | 93 |
| Institutional |  | 111 |  | 107 |  | 113 |  | 111 |  | 124 |
| Total | \$ | 206 | \$ |  | \$ | 209 | \$ | 205 | \$ | 217 |
| Asset Type |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 107 | \$ |  | \$ | 104 | \$ | 100 | \$ | 98 |
| Fixed income |  | 66 |  | 64 |  | 59 |  | 58 |  | 56 |
| Liquidity/Other |  | 33 |  | 37 |  | 46 |  | 47 |  | 63 |
| Total | \$ | 206 | \$ |  | \$ | 209 | \$ | 205 | \$ | 217 |
| Discretionary assets under management |  |  |  |  |  |  |  |  |  |  |
| Personal | \$ | 67 | \$ |  | \$ | 69 | \$ | 67 | \$ | 66 |
| Institutional |  | 38 |  | 34 |  | 36 |  | 36 |  | 38 |
| Total | \$ | 105 | \$ |  | \$ | 105 | \$ | 103 | \$ | 104 |
| Asset Type |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 51 | \$ | 46 | \$ | 51 | \$ | 49 | \$ | 47 |
| Fixed income |  | 38 |  | 36 |  | 35 |  | 34 |  | 34 |
| Liquidity/Other |  | 16 |  | 17 |  | 19 |  | 20 |  | 23 |
| Total | \$ | 105 | \$ | 99 | \$ | 105 | \$ | 103 | \$ | 104 |
| Nondiscretionary assets under administration |  |  |  |  |  |  |  |  |  |  |
| Personal | \$ | 28 | \$ | 27 | \$ | 27 | \$ | 27 | \$ | 27 |
| Institutional |  | 73 |  | 73 |  | 77 |  | 75 |  | 86 |
| Total | \$ | 101 | \$ | 100 | \$ | 104 | \$ | 102 | \$ | 113 |
| Asset Type |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 56 | \$ | 52 | \$ | 53 | \$ | 51 | \$ | 51 |
| Fixed income |  | 28 |  | 28 |  | 24 |  | 24 |  | 22 |
| Liquidity/Other |  | 17 |  | 20 |  | 27 |  | 27 |  | 40 |
| Total | \$ | 101 | \$ | 100 | \$ | 104 | \$ | 102 | \$ | 113 |

(a) See note (a) on page 13.
(b) As of period end.
(c) Recorded investment of purchased impaired loans related to National City, adjusted to reflect additional loan impairments effective December $31,2008$.
(d) Excludes brokerage account assets.

## THE PNC FINANCIAL SERVICES GROUP, INC.

Residential Mortgage Banking (Unaudited) (a)

| Dollars in millions, except as noted | Three months ended |  |  |  |  |  |  |  |  |  | Nine months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30 |  | June 30 |  | March 31 |  | December 31 |  | September 30 |  | September 30 |  | September 30 |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 53 | \$ | 73 | \$ | 80 | \$ | 71 | \$ | 83 | \$ | 206 | \$ | 261 |
| Noninterest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loan servicing revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Servicing fees |  | 61 |  | 66 |  | 69 |  | 51 |  | 70 |  | 196 |  | 171 |
| Net MSR hedging gains |  | 86 |  | 66 |  | 46 |  | 35 |  | 60 |  | 198 |  | 320 |
| Loan sales revenue |  | 77 |  | 49 |  | 39 |  | 26 |  | 83 |  | 165 |  | 409 |
| Other |  | 8 |  | 1 |  |  |  | (7) |  | (4) |  | 9 |  | (9) |
| Total noninterest income |  | 232 |  | 182 |  | 154 |  | 105 |  | 209 |  | 568 |  | 891 |
| Total revenue |  | 285 |  | 255 |  | 234 |  | 176 |  | 292 |  | 774 |  | 1,152 |
| Provision for (recoveries of) credit losses |  | 21 |  | (8) |  | (16) |  | (7) |  | 4 |  | (3) |  | 3 |
| Noninterest expense |  | 119 |  | 109 |  | 121 |  | 142 |  | 141 |  | 349 |  | 490 |
| Pretax earnings |  | 145 |  | 154 |  | 129 |  | 41 |  | 147 |  | 428 |  | 659 |
| Income taxes |  | 47 |  | 62 |  | 47 |  | 16 |  | 56 |  | 156 |  | 249 |
| Earnings | \$ | 98 |  | $\underline{92}$ | \$ |  | \$ | 25 | \$ | 91 | \$ | 272 | \$ | 410 |
| AVERAGE BALANCE SHEET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Portfolio loans | \$ | 2,572 |  | 2,540 |  | 2,820 | \$ | 2,479 | \$ | 2,071 | \$ | 2,643 | \$ | 1,780 |
| Loans held for sale |  | 1,427 |  | 1,148 |  | 974 |  | 1,333 |  | 2,042 |  | 1,184 |  | 2,498 |
| Mortgage servicing rights (MSR) |  | 863 |  | 1,084 |  | 1,264 |  | 1,236 |  | 1,443 |  | 1,069 |  | 1,318 |
| Other assets |  | 4,302 |  | 3,914 |  | 3,797 |  | 3,761 |  | 3,483 |  | 4,007 |  | 2,693 |
| Total assets | \$ | 9,164 |  | 8,686 |  | 8,855 | \$ | 8,809 | \$ | 9,039 | \$ | 8,903 | \$ | 8,289 |
| Deposits | \$ | 2,108 |  | 3,088 |  | 3,602 | \$ | 3,628 | \$ | 4,076 | \$ | 2,927 | \$ | 4,306 |
| Borrowings and other liabilities |  | 2,740 |  | 2,817 |  | 2,279 |  | 3,110 |  | 3,811 |  | 2,614 |  | 2,861 |
| Capital |  | 880 |  | 1,309 |  | 1,781 |  | 1,471 |  | 1,411 |  | 1,320 |  | 1,322 |
| Total liabilities and equity | \$ | 5,728 |  | $\underline{\text { 7,214 }}$ |  | 7,662 | \$ | 8,209 | \$ | 9,298 | \$ | 6,861 | \$ | 8,489 |
| PERFORMANCE RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average capital |  | 44\% |  | 28\% |  | 19\% |  | 7\% |  | 26\% |  | 28\% |  | 41\% |
| Return on average assets |  | 4.24 |  | 4.25 |  | 3.76 |  | 1.13 |  | 3.99 |  | 4.08 |  | 6.61 |
| Noninterest income to total revenue |  | 81 |  | 71 |  | 66 |  | 60 |  | 72 |  | 73 |  | 77 |
| Efficiency |  | 42 |  | 43 |  | 52 |  | 81 |  | 48 |  | 45 |  | 43 |
| OTHER INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Servicing portfolio for others (in billions) (b) | \$ | 131 |  | 137 | \$ | 141 | \$ | 145 | \$ | 158 |  |  |  |  |
| Fixed rate |  | 89\% |  | 89\% |  | 89\% |  | 88\% |  | 88\% |  |  |  |  |
| Adjustable rate/balloon |  | 11\% |  | 11\% |  | 11\% |  | 12\% |  | 12\% |  |  |  |  |
| Weighted average interest rate |  | 5.69\% |  | 5.74\% |  | 5.79\% |  | 5.82\% |  | 5.89\% |  |  |  |  |
| MSR capitalized value (in billions) | \$ | 0.8 |  | \$ 1.0 | \$ | 1.3 | \$ | 1.3 | \$ | 1.3 |  |  |  |  |
| MSR capitalization value (in basis points) |  | 60 |  | 71 |  | 90 |  | 91 |  | 81 |  |  |  |  |
| Weighted average servicing fee (in basis points) |  | 30 |  | 30 |  | 30 |  | 30 |  | 30 |  |  |  |  |
| Loan origination volume (in billions) | \$ | 2.7 | \$ | \$ 2.3 | \$ | 2.0 | \$ | 2.3 | \$ | 3.6 | \$ | 7.0 | \$ | 16.9 |
| Percentage of originations represented by: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agency and government programs |  | 99\% |  | 99\% |  | 98\% |  | 96\% |  | 97\% |  | 99\% |  | 97\% |
| Refinance volume |  | 76\% |  | 58\% |  | 73\% |  | 59\% |  | 59\% |  | 69\% |  | 74\% |
| Total nonperforming assets (b) | \$ | 327 |  | 326 | \$ | 418 | \$ | 370 | \$ | 343 |  |  |  |  |
| Impaired loans (b) (c) | \$ | 173 |  | +168 | \$ | 298 | \$ | 369 | \$ | 412 |  |  |  |  |

(a) See note (a) on page 13.
(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.

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## THE PNC FINANCIAL SERVICES GROUP, INC.

Distressed Assets Portfolio (Unaudited) (a)

|  | Three months ended |  |  |  |  |  |  |  |  |  | Nine months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30 |  | June 30 |  | March 31 |  | December 31 |  | September 30 |  | September 30 |  | September 30 |  |
| Dollars in millions, except as noted |  | 2010 |  | 2010 |  | 2010 |  | 2009 |  | 2009 |  | 2010 |  | 2009 |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 279 | \$ | 347 | \$ | 338 | \$ | 218 | \$ | 235 | \$ | 964 | \$ | 861 |
| Noninterest income |  | (35) |  | (1) |  | (1) |  | 3 |  | 19 |  | (37) |  | 71 |
| Total revenue |  | 244 |  | 346 |  | 337 |  | 221 |  | 254 |  | 927 |  | 932 |
| Provision for credit losses |  | 176 |  | 404 |  | 165 |  | 314 |  | 168 |  | 745 |  | 457 |
| Noninterest expense |  | 46 |  | 65 |  | 58 |  | 49 |  | 62 |  | 169 |  | 197 |
| Pretax earnings (loss) |  | 22 |  | (123) |  | 114 |  | (142) |  | 24 |  | 13 |  | 278 |
| Income taxes (benefit) |  | 5 |  | (42) |  | 42 |  | (54) |  | 10 |  | 5 |  | 106 |
| Earnings (loss) | \$ | 17 |  | (81) | \$ | 72 | \$ | (88) | \$ | 14 | \$ | 8 | \$ | 172 |
| AVERAGE BALANCE SHEET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial lending: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial/Commercial real estate | \$ | 2,088 | \$ | 2,442 | \$ | 2,599 | \$ | 2,812 | \$ | 3,260 | \$ | 2,374 | \$ | 3,565 |
| Equipment lease financing |  | 753 |  | 807 |  | 803 |  | 800 |  | 793 |  | 788 |  | 823 |
| Total commercial lending |  | 2,841 |  | 3,249 |  | 3,402 |  | 3,612 |  | 4,053 |  | 3,162 |  | 4,388 |
| Consumer lending: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer |  | 6,144 |  | 6,350 |  | 6,573 |  | 6,698 |  | 6,777 |  | 6,354 |  | 7,236 |
| Residential real estate |  | 7,205 |  | 8,120 |  | 8,190 |  | 8,574 |  | 9,586 |  | 7,835 |  | 10,243 |
| Total consumer lending |  | 13,349 |  | 14,470 |  | 14,763 |  | 15,272 |  | 16,363 |  | 14,189 |  | 17,479 |
| Total loans |  | 16,190 |  | 17,719 |  | 18,165 |  | 18,884 |  | 20,416 |  | 17,351 |  | 21,867 |
| Other assets |  | 555 |  | 797 |  | 1,342 |  | 1,633 |  | 1,901 |  | 895 |  | 1,760 |
| Total assets | \$ | 16,745 |  | \$18,516 |  | 19,507 | \$ | 20,517 | \$ | 22,317 | \$ | 18,246 | \$ | 23,627 |
| Deposits | \$ | 2 |  | \$ 180 | \$ | 85 | \$ | 29 | \$ | 32 | \$ | 89 | \$ | 42 |
| Other liabilities |  | 102 |  | 77 |  | 55 |  | 70 |  | 85 |  | 78 |  | 100 |
| Capital |  | 1,187 |  | 1,514 |  | 1,353 |  | 1,568 |  | 1,540 |  | 1,351 |  | 1,576 |
| Total liabilities and equity | \$ | 1,291 |  | 1,771 | \$ | 1,493 | \$ | 1,667 | \$ | 1,657 | \$ | 1,518 | \$ | 1,718 |
| PERFORMANCE RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average capital |  | 6\% |  | (21) \% |  | 22\% |  | (22) \% |  | 4\% |  | 1\% |  | 15\% |
| Return on average assets |  | . 40 |  | (1.75) |  | 1.50 |  | (1.70) |  | . 25 |  | . 06 |  | . 97 |
| OTHER INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonperforming assets (b) | \$ | 1,218 |  | 1,436 |  | 1,777 | \$ | 1,787 | \$ | 1,473 |  |  |  |  |
| Impaired loans (b) (c) | \$ | 6,001 |  | 6,867 |  | 7,124 | \$ | 7,577 | \$ | 7,803 |  |  |  |  |
| Net charge-offs | \$ | 107 |  | \$ 276 | \$ | 111 | \$ | 121 | \$ | 175 | \$ | 494 | \$ | 423 |
| Annualized net charge-off ratio |  | 2.63\% |  | 6.24\% |  | 2.48\% |  | 2.54\% |  | 3.40\% |  | 3.81\% |  | 2.59\% |
| LOANS (in billions) (b) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial lending: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial / Commercial real estate | \$ | 1,911 |  | 2,282 | \$ | 2,641 | \$ | 2,561 | \$ | 3,162 |  |  |  |  |
| Equipment lease financing |  | 757 |  | 757 |  | 806 |  | 805 |  | 798 |  |  |  |  |
| Total commercial lending |  | 2,668 |  | 3,039 |  | 3,447 |  | 3,366 |  | 3,960 |  |  |  |  |
| Consumer lending: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer |  | 6,011 |  | 6,323 |  | 6,511 |  | 6,673 |  | 6,783 |  |  |  |  |
| Residential real estate |  | 7,014 |  | 7,911 |  | 8,105 |  | 8,467 |  | 8,939 |  |  |  |  |
| Total consumer lending |  | 13,025 |  | 14,234 |  | 14,616 |  | 15,140 |  | 15,722 |  |  |  |  |
| Total loans | \$ | 15,693 |  | 17,273 |  | $\underline{\text { 18,063 }}$ | \$ | 18,506 | \$ | 19,682 |  |  |  |  |

(a) See note (a) on page 13 .
(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.

## THE PNC FINANCIAL SERVICES GROUP, INC.

## Glossary of Terms

Accretable net interest (Accretable yield) - 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.

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 risk-adjusted net interest margin - Net interest margin less the ratio of the annualized provision for credit losses to average interest-earning assets.
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.

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 but not limited to 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; 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.

## THE PNC FINANCIAL SERVICES GROUP, INC.

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. Nonperforming loans do not include purchased impaired loans as we are currently accreting interest income over the expected life of the loans.

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).

## THE PNC FINANCIAL SERVICES GROUP, INC.

Other-than-temporary impairment (OTTI) - When the fair value of a 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 for debt securities, 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 and redemptions, 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.

## THE PNC FINANCIAL SERVICES GROUP, INC.

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 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 interest-bearing money market deposits, interest-bearing demand deposits, and noninterest-bearing deposits.
Troubled debt restructuring - A restructuring of a loan whereby the lender for economic or legal reasons related to the borrower's financial difficulties grants a concession to the borrower that the lender would not otherwise consider or for which the lender would not be adequately compensated.

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.

Exhibit 99.2


The PNC Financial Services Group, Inc.
Third Quarter 2010
Earnings Conference Call
October 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 forwardlooking 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 2009 Form 10-K and 2010 Form 10Qs, including in the Risk Factors and Risk Management sections of those reports, and in our subsequent 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 presentation.

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, such as the acceleration of accretion of the remaining issuance discount on our TARP preferred stock in connection with the first quarter 2010 redemption of such stock, our fourth quarter 2009 gain related to BlackRock's acquisition of Barclays Global Investors (the "BLK/BGI gain"), our third quarter 2010 gain related to the sale of PNC Global Investment Servicing Inc. ("GIS"), and integration costs in the 2010 and 2009 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. We may also adjust yields and margins for the ratio of annualized provision for credit related losses to average interest-earning assets. We believe such adjustments are useful as a tool to help evaluate the amount of credit related risk associated with interest-earning assets. We may also provide information on pretax pre-provision earnings (total revenue less noninterest expense), as we believe that pretax pre-provision earnings is useful as a tool to help evaluate the ability to provide for credit costs through operations.

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."

## Continuing to Build a Great Company

## 3Q10 highlights

- Continued to deliver strong financial results in a challenging environment
- High quality and well-positioned balance sheet; increased bank liquidity and strengthened capital
- Credit quality improvement
- Businesses continued to grow clients and deepen relationships

| As reported | $3 Q 10$ | YTD10 |
| :--- | :---: | :---: |
| Net income | $\$ 1,103$ million | $\$ 2.6$ billion |
| Return on average assets | $1.65 \%$ | $1.30 \%$ |
| Diluted EPS from net income | $\$ 2.07$ | $\$ 4.24$ |
|  |  |  |
| As adjusted ${ }^{1}$ | $3 Q 10$ | YTD10 |
| Net income | $\$ 837$ million | $\$ 2.5$ billion |
| Return on average assets | $1.27 \%$ | $1.23 \%$ |
| Diluted EPS from net income | $\$ 1.56$ | $\$ 4.47$ |

(1) 3Q10 adjusted for after-tax integration costs and the after-tax gain on the sale of GIS. YTD10 also adjusted for the impact of the accelerated accretion of the remaining issuance discount in connection with the redemption of our TARP preferred stock in 1Q10. Further information is provided in the Appendix.

## Focused on Growing Our Businesses

## Retail Banking

- Grew checking relationships by 53,000 during 3Q10 vs. 20,000 during 2Q10
- Online bill payment active customers up 8\% vs. 2Q10
- Customer and employee engagement remain high

Asset Management

- Outperformed sales and client acquisition goals
- Assets under administration over \$200 billion at September 30, 2010
- Referrals from other business segments in newly acquired markets up $40 \%$ vs. 2 Q10

Corporate \& Institutional Banking

- Continued to add clients at a record pace
- YTD10 Treasury Management ${ }^{1}$ revenue up 9\% vs. YTD09
- YTD10 Capital Markets ${ }^{1}$ revenue up 19\% vs. YTD09


## Residential Mortgage

- Loan originations of $\$ 2.7$ billion up $17 \%$ from last quarter
- YTD10 servicing fees up $15 \%$ vs. YTD09
- Expenses down 29\% YTD10 vs. YTD09

[^2]
## Key Financial Take-Aways

| Strong <br> earnings, <br> improved <br> provision <br> coverage ratio | Reported earnings per diluted common share | $\$ 2.07$ | $\$ 1.47$ | $\$ 1.00$ |
| :---: | :--- | :---: | :---: | :---: |
|  | Adjusted earnings per diluted common share ${ }^{1}$ | $\$ 1.56$ | $\$ 1.60$ | $\$ 1.12$ |
|  | Pretax pre-provision earnings $2 /$ provision | 3.0 Q | 2.3 x | 1.8 x |
| Improved <br> credit quality, <br> reserve level <br> adequacy | Provision for credit losses (millions) | Allowance for loan and lease losses ${ }^{3}$ to NPLs | $108 \%$ | $104 \%$ |


| Increased <br> capital and <br> higher book <br> value | Tier 1 common ratio | $3 Q 10$ | 2 Q 10 | $3 Q 09$ |
| :---: | :--- | :---: | :---: | :---: |
|  | Book value per common share | $9.6 \%^{4}$ | $8.3 \%$ | $5.5 \%$ |

## High Quality, Differentiated Balance Sheet

| Category (billions) | Change from: |  |  | Highlights |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Sept. 30, } \\ 2010 \\ \hline \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2010 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2009 \end{gathered}$ |  |
| Investment securities | \$63.5 | \$9.7 | \$7.4 | Loans to deposits ratio of 84\% <br> - Added high quality, shortduration securities to portfolio |
| Total loans | 150.1 | (4.2) | (7.4) |  |
| Other assets | 46.5 | (7.1) | (9.7) |  |
| Total assets | \$260.1 | (\$1.6) | (\$9.7) |  |
|  |  |  |  | Loan decline driven by loan pay-offs, sales, net charge-offs and ongoing soft demand |
| Transaction deposits | \$128.2 | \$2.5 | \$2.0 |  |
| Retail CDs | 40.7 | (2.0) | (7.9) |  |
| Other time/savings | 10.3 | (0.1) | (1.8) | - Continued to grow transaction deposits while reducing higher cost brokered and retail CDs |
| Total deposits | 179.2 | 0.4 | (7.7) |  |
| Borrowed funds | 39.8 | (0.7) | 0.5 |  |
| Other | 11.1 | (3.0) | (2.6) | - Significant improvement in common equity |
| Preferred equity | . 6 | - | (7.3) |  |
| Common equity | 29.4 | 1.7 | 7.4 |  |
| Total liabilities and equity | \$260.1 | (\$1.6) | (\$9.7) |  |

## Credit Quality Improvement



[^3]
## Net Interest Income, Provision and Credit Risk-Adjusted Net Interest Margin¹



## Margin trend

$\because$ Net interest margin $\square$ Credit risk-adjusted NIM 1
Annualized provision/average interest-earning assets


## Looking ahead to 4Q106

- We expect net interest income and net interest margin to trend down but at a much slower pace than the 2Q10 to 3Q10 decrease
- We are optimistic that provision will remain stable or decline
- We expect a relatively stable credit riskadjusted net interest margin ${ }^{1}$

[^4]
## Pretax Pre-Provision Earnings ${ }^{1}$ Continued to Significantly Exceed Credit Costs


\$3.6


Pretax pre-provision earnings ${ }^{1}$ /provision trend


[^5] before income taxes and noncontrolling interests on our Consolidated Income Statement. (3) Excludes the BLK/BGI gain of \$1.1 billion. Including the BLK/BGI gain, pretax pre-provision earnings were $\$ 2.7$ billion, the coverage ratio was $2.6 x$, and pretax earnings were $\$ 1.6$ billion. $\operatorname{QPNC}$ Further information related to (1), (2) and (3) is provided in the Appendix.

## Increased Capital and High Quality Structure

Tier 1 common capital ratio


Highlights

- Further improvement in quality of capital
- Capital priorities
- Maintain strong capital levels
- Support our clients
- Invest in our businesses
- Basel III clarity
- Return capital to shareholders when appropriate


## Framework for Success

| PNC Business Model | Key Metrics | Sept. 30, 2010 | Strategic Objective | Action Plans |
| :---: | :---: | :---: | :---: | :---: |
| Staying core funded | Loans to deposits ratio (as of) | 84\% | 80\%-90\% | - Maximize credit portfolio value <br> - Reposition deposit gathering strategies |
| Returning to a moderate risk profile | Provision to average loans (provision for nine months ended, annualized) | 1.78\% | 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 (nine months ended) | 38\% | >50\% | - Leverage credit that meets our risk/return criteria <br> - Focus on cross selling PNC's deep product offerings |
| Creating positive operating leverage | Acquisitionrelated cost savings (3Q10 annualized run rate) | \$1.7 billion | 1.8 billion | - Capitalize on integration opportunities <br> - Emphasize continuous improvement culture |
| Executing our strategies | Return on average assets (nine months ended) | 1.30\% reported <br> $1.23 \%$ adjusted $^{1}$ | $0 \%+$ | Execute on and deliver the PNC business model |

[^6]Summary

- The execution of PNC's business model continued to deliver strong results
- PNC is focused on quality growth across the franchise with a proven disciplined approach

PNC is well-positioned to achieve greater shareholder value

PNC Continues to Build a Great Company.

## Cautionary Statement Regarding Forward-Looking Information

This presentation includes "snapshot" information about PNC used by way of illustration and is not intended as a full business or financia 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 forward-looking 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," "should," "project," "goal" and other similar words and expressions. Forward-looking statements are subject to numerous assumptions, risks and uncertainties, which change over time.
Forward-looking statements speak only as of the date they are made. We do not assume any duty and do not undertake to update our forward-looking statements. Actual results or future events could differ, possibly materially, from those that we anticipated in our forward-looking statements, and future results could differ materially from our historical performance.

Our forward-looking statements are subject to the following principal risks and uncertainties. We provide greater detail regarding some of these factors in our 2009 Form $10-\mathrm{K}$ and 2010 Form $10-\mathrm{Qs}$, including in the Risk Factors and Risk Management sections of those reports and in our subsequent 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 A slowing or failure of the moderate economic recovery that began last year;
o Continued effects of the aftermath of recessionary conditions and the uneven spread of the positive impacts of the recovery on the economy in general and our customers in particular, including adverse impact on loan utilization rates as well as delinquencies, defaults and customer ability to meet credit obligations
o Changes in levels of unemployment; and
o Changes in customer preferences and behavior, whether as a result of changing business and economic conditions, climate-related physical changes or legislative and regulatory initiatives, or other factors.
-A continuation of 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.

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

-We will be impacted by the extensive reforms enacted in the Dodd-Frank Wall Street Reform and Consumer Protection Act. Further, as much of that Act will require the adoption of implementing regulations by a number of different regulatory bodies, the precise nature, extent and timing of many of these reforms and the impact on us is still uncertain.
-Financial industry restructuring in the current environment could also impact our business and financial performance as a result of changes in the creditworthiness and performance of our counterparties and by changes in the competitive and regulatory landscape. - Our results depend on our ability to manage current elevated levels of impaired assets.
-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 view that the moderate economic recovery that began last year will continue throughout the rest of 2010 and slowly gather momentum in 2011 amidst continued low interest rates.
-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;
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 Unfavorable resolution of legal proceedings or other claims and regulatory and other governmental investigations or other inquiries. In addition to matters relating to PNC's business and activities, such matters may also include proceedings, claims, investigations, or inquiries relating to pre-acquisition business and activities of acquired companies such as National City;
o The results of the regulatory examination and supervision process, including our failure to satisfy the requirements of agreements with governmental agencies;

- Changes in accounting policies and principles;
o Changes resulting from legislative and regulatory initiatives relating to climate change that have or may have a negative impact on our customers' demand for or use of our products and services in general and their creditworthiness in particular; and
o Changes to regulations governing bank capital, including as a result of the so-called "Basel 3" initiatives.
-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.
-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. -Our expansion with our National City acquisition in geographic markets and into business operations in areas in which we did not have significant experience or presence prior to 2009 presents greater risks and uncertainties than were present for us in other recent acquisitions.
-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.


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

- Our business and operating results can also be affected by widespread 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.

We grow our business in part by acquiring from time to time other financial services companies. Acquisitions present us with risks in addition to those presented by the nature of the business acquired. These include risks and uncertainties related both to the acquisition transactions themselves and to the integration of the acquired businesses into PNC after closing.

Acquisitions may be substantially more expensive to complete (including unanticipated costs incurred in connection with the integration of the acquired company) and the anticipated benefits (including anticipated cost savings and strategic gains) may be significantly harder or take longer to achieve than expected. Acquisitions may involve our entry into new businesses or new geographic or other markets, and these situations also present risks resulting from our inexperience in those new areas.

As a regulated financial institution, our pursuit of attractive acquisition opportunities could be negatively impacted due to regulatory delays or other regulatory issues. Regulatory and/or legal issues relating to the pre-acquisition operations of an acquired business may cause reputational harm to PNC following the acquisition and integration of the acquired business into ours and may result in additional future costs or regulatory limitations arising as a result of those issues.

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

## Non-GAAP to GAAP Reconcilement

| For the three months ended September 30, 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions except per share data | Adjustments, pretax | Income taxes $\left(\right.$ benefit) ${ }^{1}$ | Net income | Net income attributable to common shareholders | Diluted EPS from net income | Average Assets | Return on Avg. Assets |
| Net income, diluted EPS, and return on avg. assets, as reported |  |  | \$1,103 | \$1,094 | \$2.07 | \$264,579 | 1.65\% |
| Adjustments: |  |  |  |  |  |  |  |
| Gain on sale of GIS | \$(639) | \$311 | (328) | (328) | (.62) |  |  |
| Integration costs | 96 | (34) | 62 | 62 | . 11 |  |  |
| Net income, diluted EPS, and return on avg. assets, as adjusted |  |  | \$837 | \$828 | \$1.56 | \$264,579 | 1.27\% |


| In millions except per share data | For the three months ended June 30, 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Adjustments, pretax | Income taxes $\text { (benefit) }^{1}$ | Net income | Net income attributable to common shareholders | Diluted EPS from net income |
| Net income and diluted EPS, as reported |  |  | \$803 | \$786 | \$1.47 |
| Adjustment: |  |  |  |  |  |
| Integration costs | \$100 | (\$35) | 65 | 65 | . 13 |
| Net income and diluted EPS, as adjusted |  |  | \$868 | \$851 | \$1.60 |
|  | For the three months ended September 30, 2009 |  |  |  |  |
| In millions except per share data | Adjustments, pretax | Income taxes $(\text { benefit })^{1}$ | Net income | Net income attributable to common shareholders | Diluted EPS from net income |
| Net income and diluted EPS, as reported |  |  | \$559 | \$467 | \$1.00 |
| Adjustment: |  |  |  |  |  |
| Integration costs | \$89 | (\$31) | 58 | 58 | . 12 |
| Net income and diluted EPS, as adjusted |  |  | \$617 | \$525 | \$1.12 |

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.
(1) Calculated using a marginal federal income tax rate of $35 \%$ and includes applicable income tax adjustments. The after-tax gain on the sale of GIS also reflects the impact of state income taxes.

## Non-GAAP to GAAP Reconcilement

|  |  |  | For the nine months ended September 30, 2010 |
| :--- | :--- | :--- | :--- | :--- |


| In millions except per share data | For the nine months ended September 30, 2009 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Adjustments, pretax | Income taxes (benefit) $^{1}$ | Net income | Net income attributable to common shareholders | Diluted EPS from net income |
| Net income and diluted EPS, as reported |  |  | \$1,296 | \$992 | \$2.17 |
| Adjustment: |  |  |  |  |  |
| Integration costs | \$266 | (\$83) | 183 | 183 | 40 |
| Net income and diluted EPS, as adjusted |  |  | \$1,479 | \$1,175 | \$2.57 |

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.
(1) Calculated using a marginal federal income tax rate of $35 \%$ and includes applicable income tax adjustments. The after-tax gain on the sale of GIS also reflects the mpact of state income taxes.
(2) Represents accelerated accretion of the remaining issuance discount on redemption of the preferred stock in February 2010.

## Non-GAAP to GAAP Reconcilement

For the three months ended

|  | Sept. 30, 2010 | June 30, 2010 | Mar. 31, 2010 | Dec. 31, 2009 | Sept. 30, 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| In millions except ratio and per share data |  |  |  |  |  |
| Total revenue | \$3,598 | \$3,912 | \$3,763 | \$4,886 | \$3,853 |
| Noninterest expense | 2,158 | 2,002 | 2,113 | 2,209 | 2,214 |
| Pretax pre-provision earnings | \$1,440 | \$1,910 | \$1,650 | \$2,677 | \$1,639 |
| Provision | \$486 | \$823 | \$751 | \$1,049 | \$914 |
| Income from continuing operations before income taxes and noncontrolling interests (Pretax earnings) | \$954 | \$1,087 | \$899 | \$1,628 | \$725 |
| Pretax pre-provision earnings/provision | 3.0 | 2.3 | 2.2 | 2.6 | 1.8 |
| Gain on BLK/BGI transaction |  |  |  | \$1,076 |  |
| Pretax earnings excluding BLK/BGI gain |  |  |  | \$1,601 |  |
| Pretax pre-provision earnings excluding BLK/BGI gain/provision |  |  |  | 1.5 |  |

PNC believes that pretax pre-provision earnings, a non-GAAP measure, is useful as a tool to help evaluate the ability to provide for credit costs through operations, and that information adjusted for the impact of the BLK/BGI gain may be useful to the extent to which that item is not indicative of our ongoing operations.

|  | For the three months ended |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Sept. 30, 2010 | June 30, 2010 | Mar. 31, 2010 | Dec. 31, 2009 | Sept. 30, 2009 |
|  | $3.96 \%$ | $4.35 \%$ | $4.24 \%$ | $4.05 \%$ | $3.76 \%$ |
| Net interest margin | $\$ 486$ | $\$ 823$ | $\$ 751$ | $\$ 1,049$ | $\$ 914$ |
| Provision for credit losses | $\$ 223,677$ | $\$ 224,580$ | $\$ 226,992$ | $\$ 230,998$ | $\$ 235,694$ |
| Avg. interest earning assets | $0.86 \%$ | $1.47 \%$ | $1.34 \%$ | $1.80 \%$ | $1.54 \%$ |
| Annualized provision/Avg. interest earning assets | $3.10 \%$ | $2.88 \%$ | $2.90 \%$ | $2.25 \%$ | $2.22 \%$ |


|  | For the nine months ended |  |
| :--- | ---: | ---: |
|  | Sept. 30, 2010 | Sept. 30, 2009 |
| Net interest margin | $4.18 \%$ | $3.72 \%$ |
| Provision for credit losses | $\$ 2,060$ | $\$ 2,881$ |
| Avg. interest earning assets | $\$ 225,071$ | $\$ 241,010$ |
| Annualized provision/Avg. interest earning assets | $1.22 \%$ | $1.60 \%$ |
| Credit risk-adjusted net interest margin (1) | $2.96 \%$ | $2.12 \%$ |

PNC believes that credit risk-adjusted net interest margin, a non-GAAP measure, is useful as a tool to help evaluate the amount of credit related risk associated with interest-earning assets.
(1) The adjustment represents annualized provision for credit losses divided by average interest-earning assets.
Ticker
The PNC Financial Services Group, Inc. PNCBB\&T Corporation
Bank of America Corporation ..... BACBBTComerica Inc.
Capital One Financial, Inc. ..... COF
Fifth Third Bancorp ..... FITBCMA
JPMorgan Chase ..... JPM
KeyCorp ..... KEY
M\&T Bank ..... MTB
Regions Financial Corporation ..... RF
SunTrust Banks, Inc. ..... STI
U.S. Bancorp ..... USB
Wells Fargo \& Co. ..... WFC


[^0]:    (a) See note (a) on page 13 .
    (b) Information for 2010 reflects the impact of the consolidation in our financial statements for the securitized portfolio of approximately $\$ 1.6$ billion of credit card loans effective January 1, 2010.
    (c) PNC completed the required divestiture of 61 branches in early September 2009. Amounts for periods prior to the divestiture included the impact of those branches.

[^1]:    (a) See note (a) on page 13 .
    (b) Represents consolidated PNC amounts.
    (c) 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.
    (d) Includes net interest income and noninterest income from loan servicing and ancillary services, and commercial MSR valuations.
    (e) Presented as of period end.
    (f) Recorded investment of purchased impaired loans related to National City, adjusted to reflect additional loan impairments effective December 31, 2008.
    (g) Reflects the impact of consolidating Market Street Funding LLC in our financial statements effective January 1, 2010 which for the nine months ended September 30, 2010 included $\$ 1.5$ billion of loans, net of eliminations, and $\$ 2.6$ billion of commercial paper borrowings included in Other Liabilities.

[^2]:    (1) Represents consolidated PNC amounts.

[^3]:    (1) Loans acquired from National City that were impaired are not included 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. (2) Does not include loans held for sale or foreclosed and other assets. (3) Excludes loans that are government insured/guaranteed, primarily residential mortgages. (4) Includes impairment reserves attributable to purchased impaired loans.

[^4]:    (1) Net interest margin less (annualized provision/average interest-earning assets). Further information is provided in the Appendix.
    (2) Purchase accounting adjustments of $\$ 29$ million and $\$ 64$ million identified on page 14 of our 2 Q 10 Form $10-\mathrm{Q}$. (3) The 3 Q 10 impact of loan sales. (4) Additional provision in 2Q10 associated with seriously delinquent loans in the Distressed Assets Portfolio. (5) Additional 2Q10 provision identified on page 10 of our second quarter 2010 Form 10-Q. (6) Refer to the economic assumptions in the Cautionary Statement in the Appendix.

[^5]:    (1) Total revenue less noninterest expense. (2) Pretax pre-provision earnings less provision. Represents income from continuing operations

[^6]:    $\checkmark=$ original goal achieved. $\rightarrow$ new goal established in 2Q10; original goals for annualized acquisition-related cost savings and return on average assets were $\$ 1.2$ billion and $1.30 \%+$, respectively. (1) Adjusted for after-tax integration costs, the after-tax gain on the sale of GIS, and the impact of the accelerated accretion of the remaining issuance discount in connection with the redemption of our TARP preferred stock in 1Q10. Further information is provided in the Appendix.

