

STERLING FINANCIAL CORP /PA/

Form 425

October 18, 2007

Filed by The PNC Financial Services Group, Inc.

Pursuant to Rule 425 under the Securities Act of 1933 and

deemed filed pursuant to Rule 14a-12 of the Securities Exchange Act of 1934

Subject Company: Sterling Financial Corporation

Commission File No. 000-16276

On October 18, 2007, The PNC Financial Services Group, Inc. (PNC) issued a press release and held a conference call for investors regarding PNC s earnings and business results for the three months ended September 30, 2007. PNC 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. Such supplementary financial information and electronic presentation slides consisted of the following:

THE PNC FINANCIAL SERVICES GROUP, INC.

FINANCIAL SUPPLEMENT

THIRD QUARTER 2007

(UNAUDITED)

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

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

Additional Information About The PNC/Sterling Financial Corporation Transaction

The PNC Financial Services Group, Inc. and Sterling Financial Corporation will be filing a proxy statement/prospectus and other relevant documents concerning the merger with the United States Securities and Exchange Commission (the SEC). WE URGE INVESTORS TO READ THE PROXY STATEMENT/PROSPECTUS AND ANY OTHER DOCUMENTS TO BE FILED WITH THE SEC IN CONNECTION WITH THE MERGER OR INCORPORATED BY REFERENCE IN THE PROXY STATEMENT/PROSPECTUS BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION.

Investors will be able to obtain these documents free of charge at the SEC s web site at <http://www.sec.gov>. In addition, documents filed with the SEC by The PNC Financial Services Group, Inc. will be available free of charge from Shareholder Relations at (800) 843-2206. Documents filed with the SEC by Sterling Financial Corporation will be available free of charge from Sterling Financial Corporation by contacting Shareholder Relations at (877) 248-6420.

The directors, executive officers, and certain other members of management and employees of Sterling Financial Corporation are participants in the solicitation of proxies in favor of the merger from the shareholders of Sterling Financial Corporation. Information about the directors and executive officers of Sterling Financial Corporation is included in the proxy statement for its May 8, 2007 annual meeting of shareholders, which was filed with the SEC on April 2, 2007. Additional information regarding the interests of such participants will be included in the proxy statement/prospectus and the other relevant documents filed with the SEC when they become available.

THE PNC FINANCIAL SERVICES GROUP, INC.

Additional Information About The PNC/Yardville National Bancorp Transaction

The PNC Financial Services Group, Inc. (PNC) and Yardville National Bancorp (Yardville) have filed with the United States Securities and Exchange Commission (the SEC) a proxy statement/prospectus and other relevant documents concerning the proposed transaction. YARDVILLE SHAREHOLDERS ARE URGED TO READ THE PROXY STATEMENT/PROSPECTUS REGARDING THE PROPOSED MERGER OF PNC AND YARDVILLE, WHICH WAS FIRST MAILED TO YARDVILLE SHAREHOLDERS ON OR ABOUT SEPTEMBER 5, 2007, BECAUSE IT CONTAINS IMPORTANT INFORMATION.

Yardville shareholders may obtain a free copy of the proxy statement/prospectus and other related documents filed by PNC and Yardville with the SEC at the SEC's web site at <http://www.sec.gov>. In addition, documents filed with the SEC by PNC will be available free of charge from Shareholder Relations at (800) 843-2206. Documents filed with the SEC by Yardville will be available free of charge from Yardville by contacting Howard N. Hall, Assistant Treasurer's Office, 2465 Kuser Road, Hamilton, NJ 08690 or by calling (609) 631-6223.

The directors, executive officers, and certain other members of management and employees of Yardville are participants in the solicitation of proxies in favor of the merger from the shareholders of Yardville. Information about the directors and executive officers of Yardville is set forth in its Annual Report on Form 10-K filed on March 30, 2007 for the year ended December 31, 2006, as amended by the Form 10-K/A filed on May 10, 2007. Additional information regarding the interests of such participants is included in the proxy statement/prospectus and the other relevant documents filed with the SEC.

Mercantile Acquisition

We completed our acquisition of Mercantile Bankshares Corporation (Mercantile) on March 2, 2007 and our financial results include Mercantile from that date. PNC issued approximately 53 million shares of common stock and paid approximately \$2.1 billion in cash as consideration for the acquisition, and accounted for the transaction under the purchase method. PNC converted the Mercantile banks' data onto PNC's financial and operational systems during September 2007.

BlackRock/MLIM Transaction

As further described in our Annual Report on Form 10-K for the year ended December 31, 2006, on September 29, 2006, Merrill Lynch contributed its investment management business (MLIM) to BlackRock, Inc. (BlackRock), formerly a majority-owned subsidiary of PNC, in exchange for 65 million shares of newly issued BlackRock common and preferred stock.

For the three months and nine months ended September 30, 2006 presented in this Financial Supplement, our Consolidated Income Statement reflects our former majority ownership interest in BlackRock. However, our Consolidated Income Statement for the quarters ended September 30, 2007, June 30, 2007, March 31, 2007, and December 31, 2006 and the nine months ended September 30, 2007 and our Consolidated Balance Sheet as of September 30, 2007, June 30, 2007, March 31, 2007, December 31, 2006 and September 30, 2006 reflect the September 29, 2006 deconsolidation of BlackRock's balance sheet amounts and recognize our approximate 34% ownership interest in BlackRock as of those dates as an investment accounted for under the equity method.

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

THE PNC FINANCIAL SERVICES GROUP, INC.**Consolidated Income Statement (Unaudited)**

| <i>In millions, except per share data</i> | <i>For the nine months ended</i> | | | <i>For the three months ended</i> | | | |
|--|----------------------------------|----------------------|----------------------|-----------------------------------|------------------|---------------------|----------------------|
| | September 30 2007 | September 30 2006 | September 30 2007 | June 30 2007 | March 31 2007 | December 31 2006 | September 30 2006 |
| Interest Income | | | | | | | |
| Loans | \$ 3,109 | \$ 2,382 | \$ 1,129 | \$ 1,084 | \$ 896 | \$ 821 | \$ 838 |
| Securities available for sale | 1,031 | 769 | 366 | 355 | 310 | 280 | 271 |
| Other | 356 | 244 | 132 | 115 | 109 | 116 | 94 |
| Total interest income | 4,496 | 3,395 | 1,627 | 1,554 | 1,315 | 1,217 | 1,203 |
| Interest Expense | | | | | | | |
| Deposits | 1,531 | 1,140 | 531 | 532 | 468 | 450 | 434 |
| Borrowed funds | 843 | 576 | 335 | 284 | 224 | 201 | 202 |
| Total interest expense | 2,374 | 1,716 | 866 | 816 | 692 | 651 | 636 |
| Net interest income | 2,122 | 1,679 | 761 | 738 | 623 | 566 | 567 |
| Provision for credit losses | 127 | 82 | 65 | 54 | 8 | 42 | 16 |
| Net interest income less provision for credit losses | 1,995 | 1,597 | 696 | 684 | 615 | 524 | 551 |
| Noninterest Income | | | | | | | |
| Asset management | 559 | 1,271 | 204 | 190 | 165 | 149 | 381 |
| Fund servicing | 620 | 644 | 208 | 209 | 203 | 249 | 213 |
| Service charges on deposits | 258 | 234 | 89 | 92 | 77 | 79 | 81 |
| Brokerage | 209 | 183 | 71 | 72 | 66 | 63 | 61 |
| Consumer services | 304 | 272 | 106 | 107 | 91 | 93 | 89 |
| Corporate services | 533 | 449 | 198 | 176 | 159 | 177 | 157 |
| Equity management gains | 81 | 82 | 47 | 2 | 32 | 25 | 21 |
| Net securities gains (losses) | (4) | (207) | (2) | 1 | (3) | | (195) |
| Trading | 114 | 150 | 33 | 29 | 52 | 33 | 38 |
| Net gains (losses) related to BlackRock | 1 | 2,078 | (50) | (1) | 52 | (12) | 2,078 |
| Other | 281 | 202 | 86 | 98 | 97 | 113 | 19 |
| Total noninterest income | 2,956 | 5,358 | 990 | 975 | 991 | 969 | 2,943 |
| Noninterest Expense | | | | | | | |
| Compensation | 1,368 | 1,686 | 480 | 470 | 418 | 442 | 573 |
| Employee benefits | 219 | 249 | 73 | 74 | 72 | 55 | 86 |
| Net occupancy | 255 | 241 | 87 | 81 | 87 | 69 | 79 |
| Equipment | 227 | 234 | 77 | 79 | 71 | 69 | 77 |
| Marketing | 86 | 81 | 36 | 29 | 21 | 23 | 39 |
| Other | 928 | 983 | 346 | 307 | 275 | 311 | 313 |
| Total noninterest expense | 3,083 | 3,474 | 1,099 | 1,040 | 944 | 969 | 1,167 |
| Income before minority interest and income taxes | 1,868 | 3,481 | 587 | 619 | 662 | 524 | 2,327 |
| Minority interest in income of BlackRock | | 47 | | | | | 6 |

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| | | | | | | | |
|--|-----------------|-----------------|---------------|---------------|---------------|---------------|-----------------|
| Income taxes | 579 | 1,215 | 180 | 196 | 203 | 148 | 837 |
| Net income | \$ 1,289 | \$ 2,219 | \$ 407 | \$ 423 | \$ 459 | \$ 376 | \$ 1,484 |
| Earnings Per Common Share | | | | | | | |
| Basic | \$ 3.92 | \$ 7.60 | \$ 1.21 | \$ 1.24 | \$ 1.49 | \$ 1.29 | \$ 5.09 |
| Diluted | \$ 3.85 | \$ 7.46 | \$ 1.19 | \$ 1.22 | \$ 1.46 | \$ 1.27 | \$ 5.01 |
| Average Common Shares Outstanding | | | | | | | |
| Basic | 329 | 292 | 337 | 342 | 308 | 291 | 291 |
| Diluted | 333 | 297 | 340 | 346 | 312 | 295 | 296 |
| Efficiency | 61% | 49% | 63% | 61% | 58% | 63% | 33% |
| Noninterest income to total revenue | 58% | 76% | 57% | 57% | 61% | 63% | 84% |
| Effective tax rate (a) | 31.0% | 34.9% | 30.7% | 31.7% | 30.7% | 28.2% | 36.0% |

-
- (a) The effective tax rates are presented on a GAAP basis. The higher effective tax rates for the first nine months of 2006 and the third quarter of 2006 are primarily due to the third quarter 2006 gain on the BlackRock/MLIM transaction and a related \$57 million cumulative adjustment to deferred taxes recorded in the same quarter. The lower effective tax rate in the fourth quarter of 2006 was primarily due to a reduction in tax reserves for interest.

THE PNC FINANCIAL SERVICES GROUP, INC.**Adjusted Condensed Consolidated Income Statement (Unaudited) (a)**

| <i>For the nine months ended - in millions</i> | September 30 2007 | September 30 2006 |
|--|------------------------------|------------------------------|
| Net Interest Income | | |
| Net interest income | \$ 2,122 | \$ 1,669 |
| Provision for credit losses | 127 | 82 |
| Net interest income less provision for credit losses | 1,995 | 1,587 |
| Noninterest Income | | |
| Asset management | 564 | 379 |
| Other | 2,396 | 2,202 |
| Total noninterest income | 2,960 | 2,581 |
| Noninterest Expense | | |
| Compensation and benefits | 1,560 | 1,368 |
| Other | 1,456 | 1,250 |
| Total noninterest expense | 3,016 | 2,618 |
| Income before income taxes | 1,939 | 1,550 |
| Income taxes | 602 | 427 |
| Net income | \$ 1,337 | \$ 1,123 |

| <i>For the three months ended in millions</i> | September 30 2007 | June 30 2007 | March 31 2007 | December 31 2006 | September 30 2006 |
|--|------------------------------|-------------------------|--------------------------|-----------------------------|------------------------------|
| Net Interest Income | | | | | |
| Net interest income | \$ 761 | \$ 738 | \$ 623 | \$ 566 | \$ 564 |
| Provision for credit losses | 65 | 54 | 8 | 42 | 16 |
| Net interest income less provision for credit losses | 696 | 684 | 615 | 524 | 548 |
| Noninterest Income | | | | | |
| Asset management | 206 | 191 | 167 | 159 | 122 |
| Other | 836 | 786 | 774 | 832 | 710 |
| Total noninterest income | 1,042 | 977 | 941 | 991 | 832 |
| Noninterest Expense | | | | | |
| Compensation and benefits | 537 | 535 | 488 | 497 | 461 |
| Other | 521 | 490 | 445 | 472 | 411 |
| Total noninterest expense | 1,058 | 1,025 | 933 | 969 | 872 |
| Income before income taxes | 680 | 636 | 623 | 546 | 508 |

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| | | | | | | |
|--------------|----|-----|--------|--------|--------|--------|
| Income taxes | | 211 | 202 | 189 | 155 | 128 |
| Net income | \$ | 469 | \$ 434 | \$ 434 | \$ 391 | \$ 380 |

(a) This schedule is provided for informational purposes only and reflects historical condensed consolidated financial information of PNC: (1) with amounts adjusted for the impact of certain specified items; (2) as if we had recorded our investment in BlackRock on the equity method for all periods presented; and (3) adjusted in each case, as appropriate, for the tax impact. See the Appendix to this Financial Supplement for reconciliations of these amounts to the corresponding GAAP amounts for each of the periods presented. We have provided these adjusted amounts and reconciliations so that investors, analysts, regulators and others will be better able to evaluate the impact of these items on our results for these periods, in addition to providing a basis of comparability for the impact of the BlackRock deconsolidation given the magnitude of the impact of deconsolidation on various components of our income statement. Adjusted information supplements our results as reported in accordance with GAAP and should not be viewed in isolation from, or as a substitute for, our GAAP results.

THE PNC FINANCIAL SERVICES GROUP, INC.**Consolidated Balance Sheet (Unaudited)**

| <i>In millions, except par value</i> | June 30 | | | | |
|--|----------------------|------------|------------------|---------------------|----------------------|
| | September 30 2007 | 2007 | March 31 2007 | December 31 2006 | September 30 2006 |
| Assets | | | | | |
| Cash and due from banks | \$ 3,318 | \$ 3,177 | \$ 3,234 | \$ 3,523 | \$ 3,018 |
| Federal funds sold and resale agreements | 2,360 | 1,824 | 1,604 | 1,763 | 2,818 |
| Other short-term investments, including trading securities | 3,944 | 3,667 | 3,041 | 3,130 | 2,718 |
| Loans held for sale | 3,004 | 2,562 | 2,382 | 2,366 | 4,317 |
| Securities available for sale | 28,430 | 25,903 | 26,475 | 23,191 | 19,512 |
| Loans, net of unearned income of \$986, \$1,004, \$1,005, \$795, and \$815 | 65,760 | 64,714 | 62,925 | 50,105 | 48,900 |
| Allowance for loan and lease losses | (717) | (703) | (690) | (560) | (566) |
| Net loans | 65,043 | 64,011 | 62,235 | 49,545 | 48,334 |
| Goodwill | 7,836 | 7,745 | 7,739 | 3,402 | 3,418 |
| Other intangible assets | 1,099 | 913 | 929 | 641 | 590 |
| Equity investments | 5,975 | 5,584 | 5,408 | 5,330 | 5,130 |
| Other | 10,357 | 10,265 | 9,516 | 8,929 | 8,581 |
| Total assets | \$ 131,366 | \$ 125,651 | \$ 122,563 | \$ 101,820 | \$ 98,436 |
| Liabilities | | | | | |
| Deposits | | | | | |
| Noninterest-bearing | \$ 18,570 | \$ 18,302 | \$ 18,191 | \$ 16,070 | \$ 14,840 |
| Interest-bearing | 59,839 | 58,919 | 59,176 | 50,231 | 49,732 |
| Total deposits | 78,409 | 77,221 | 77,367 | 66,301 | 64,572 |
| Borrowed funds | | | | | |
| Federal funds purchased | 6,658 | 7,212 | 5,638 | 2,711 | 3,475 |
| Repurchase agreements | 1,990 | 2,805 | 2,586 | 2,051 | 2,275 |
| Bank notes and senior debt | 7,794 | 7,537 | 4,551 | 3,633 | 2,177 |
| Subordinated debt | 3,976 | 4,226 | 4,628 | 3,962 | 4,436 |
| Federal Home Loan Bank borrowings | 4,772 | 104 | 111 | 42 | 50 |
| Other | 2,263 | 2,632 | 2,942 | 2,629 | 2,282 |
| Total borrowed funds | 27,453 | 24,516 | 20,456 | 15,028 | 14,695 |
| Allowance for unfunded loan commitments and letters of credit | 127 | 125 | 121 | 120 | 117 |
| Accrued expenses | 4,077 | 3,663 | 3,864 | 3,970 | 3,855 |
| Other | 5,095 | 4,252 | 4,649 | 4,728 | 4,031 |
| Total liabilities | 115,161 | 109,777 | 106,457 | 90,147 | 87,270 |
| Minority and noncontrolling interests in consolidated entities | 1,666 | 1,370 | 1,367 | 885 | 408 |
| Shareholders Equity | | | | | |
| Preferred stock (a) | | | | | |
| Common stock \$5 par value | | | | | |
| Authorized 800 shares, issued 353 shares | 1,764 | 1,764 | 1,764 | 1,764 | 1,764 |
| Capital surplus | 2,631 | 2,606 | 2,520 | 1,651 | 1,628 |
| Retained earnings | 11,531 | 11,339 | 11,134 | 10,985 | 10,771 |
| Accumulated other comprehensive loss | (255) | (439) | (162) | (235) | (109) |
| | (1,132) | (766) | (517) | (3,377) | (3,296) |

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Common stock held in treasury at cost: 16, 11, 7, 60, and 59 shares

| | | | | | |
|---------------------------|--------|--------|--------|--------|--------|
| Total shareholders equity | 14,539 | 14,504 | 14,739 | 10,788 | 10,758 |
|---------------------------|--------|--------|--------|--------|--------|

| | | | | | |
|---|------------|------------|------------|------------|-----------|
| Total liabilities, minority and noncontrolling interests, and shareholders equity | \$ 131,366 | \$ 125,651 | \$ 122,563 | \$ 101,820 | \$ 98,436 |
|---|------------|------------|------------|------------|-----------|

Capital Ratios

| | | | | | |
|--------------------------------------|------|------|------|-------|------|
| Tier 1 risk-based (b) | 7.5% | 8.3% | 8.6% | 10.4% | 10.4 |
| Total risk-based (b) | 10.8 | 11.8 | 12.2 | 13.5 | 13.6 |
| Leverage (b) | 6.8 | 7.3 | 8.7 | 9.3 | 9.4 |
| Tangible common equity | 5.2 | 5.5 | 5.8 | 7.4 | 7.5 |
| Common shareholders equity to assets | 11.1 | 11.5 | 12.0 | 10.6 | 10.9 |

(a) Less than \$.5 million at each date.

(b) The ratios as of September 30, 2007 are estimated.

THE PNC FINANCIAL SERVICES GROUP, INC.**Summary of Business Segment Results (Unaudited)**

| | September 30 | June 30 | March 31 | December 31 | September 30 |
|---|--------------|----------|----------|-------------|--------------|
| <i>Three months ended in millions (a) (c)</i> | 2007 | 2007 | 2007 | 2006 | 2006 |
| Earnings | | | | | |
| Retail Banking (b) | \$ 250 | \$ 227 | \$ 201 | \$ 184 | \$ 206 |
| Corporate & Institutional Banking (b) | 87 | 122 | 132 | 126 | 111 |
| PFPC | 33 | 32 | 31 | 31 | 40 |
| Other, including BlackRock (b) (c) | 37 | 42 | 95 | 35 | 1,127 |
| Total consolidated net income | \$ 407 | \$ 423 | \$ 459 | \$ 376 | \$ 1,484 |
| Revenue (d) | | | | | |
| Retail Banking (b) | \$ 985 | \$ 978 | \$ 839 | \$ 799 | \$ 791 |
| Corporate & Institutional Banking (b) | 388 | 381 | 370 | 390 | 352 |
| PFPC (e) | 209 | 208 | 200 | 194 | 186 |
| Other, including BlackRock (b) (c) | 175 | 154 | 211 | 157 | 2,188 |
| Total consolidated revenue | \$ 1,757 | \$ 1,721 | \$ 1,620 | \$ 1,540 | \$ 3,517 |

- (a) This summary also serves as a reconciliation of total earnings and revenue for all businesses to total consolidated net income and revenue. Our business information is presented based on our management accounting practices and our management structure. We refine our methodologies from time to time as our management accounting practices are enhanced and our businesses and management structure change.
- (b) Amounts for 2007 subsequent to March 2, 2007 include the impact of Mercantile.
- (c) We consider BlackRock to be a separate reportable business segment but have combined its results with Other for this presentation. Our Quarterly Report on Form 10-Q for the third quarter of 2007 will provide additional business segment disclosures for BlackRock. Generally, PNC's business segment earnings from BlackRock can be estimated by multiplying our current 33.7% ownership interest by BlackRock's reported GAAP earnings, less the additional income taxes recorded by PNC on those earnings. The effective tax rate on those earnings is typically less than PNC's consolidated effective tax rate due to the tax treatment of dividends received, if any, from BlackRock. PNC's effective tax rate on its earnings from BlackRock for the third quarter of 2007 was 23.9%.
- (d) Business revenue is presented on a taxable-equivalent basis. The interest income earned on certain earning assets is completely or partially exempt from federal income tax. As such, these tax-exempt instruments typically yield lower returns than a taxable investment. To provide more meaningful comparisons of yields and margins for all earning assets, we also provide revenue on a taxable-equivalent basis by increasing the interest income earned on tax-exempt assets to make it fully equivalent to interest income earned on other taxable investments. This adjustment is not permitted under GAAP on the Consolidated Income Statement. The following is a reconciliation of total consolidated revenue on a book (GAAP) basis to total consolidated revenue on a taxable-equivalent basis (in millions):

| | September 30 | June 30 | March 31 | December 31 | September 30 |
|--|--------------|----------|----------|-------------|--------------|
| | 2007 | 2007 | 2007 | 2006 | 2006 |
| Total consolidated revenue, book (GAAP) basis | \$ 1,751 | \$ 1,713 | \$ 1,614 | \$ 1,535 | \$ 3,510 |
| Taxable-equivalent adjustment | 6 | 8 | 6 | 5 | 7 |
| Total consolidated revenue, taxable-equivalent basis | \$ 1,757 | \$ 1,721 | \$ 1,620 | \$ 1,540 | \$ 3,517 |

- (e) PFPC revenue represents the sum of servicing revenue and nonoperating income (expense) less debt financing costs. Prior period servicing revenue amounts have been reclassified to conform with the current period presentation.

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| | September 30 | June 30 | March 31 | December 31 | September 30 |
|-----------------------------------|--------------|---------|----------|-------------|--------------|
| | 2007 | 2007 | 2007 | 2006 | 2006 |
| Period-end Employees | | | | | |
| Full-time employees: | | | | | |
| Retail Banking | 11,753 | 11,804 | 11,838 | 9,549 | 9,531 |
| Corporate & Institutional Banking | 2,267 | 2,084 | 2,038 | 1,936 | 1,925 |
| PFPC | 4,504 | 4,522 | 4,400 | 4,381 | 4,317 |
| Other | | | | | |
| Operations & Technology | 4,243 | 4,501 | 4,493 | 3,909 | 3,927 |
| Staff Services | 2,044 | 2,115 | 2,059 | 1,680 | 1,674 |
| Total Other | 6,287 | 6,616 | 6,552 | 5,589 | 5,601 |
| Total full-time employees | 24,811 | 25,026 | 24,828 | 21,455 | 21,374 |
| Total part-time employees | 2,823 | 3,028 | 2,867 | 2,328 | 2,165 |
| Total employees | 27,634 | 28,054 | 27,695 | 23,783 | 23,539 |

The period-end employee statistics disclosed for each business reflect staff directly employed by the respective business and exclude operations, technology and staff services employees. Mercantile employees are included in the Retail Banking, Corporate & Institutional Banking, and Other businesses at September 30, 2007, June 30, 2007 and March 31, 2007. PFPC employee statistics are provided on a legal entity basis.

THE PNC FINANCIAL SERVICES GROUP, INC.**Retail Banking (Unaudited)***Three months ended**Taxable-equivalent basis (a)*

| <i>Dollars in millions</i> | September 30 2007 | June 30 2007 | March 31 2007 | December 31 2006 | September 30 2006 |
|--------------------------------------|----------------------|-----------------|------------------|---------------------|----------------------|
| INCOME STATEMENT | | | | | |
| Net interest income | \$ 535 | \$ 535 | \$ 452 | \$ 419 | \$ 427 |
| Noninterest income | 450 | 443 | 387 | 380 | 364 |
| Total revenue | 985 | 978 | 839 | 799 | 791 |
| Provision for credit losses | 8 | 37 | 23 | 35 | 9 |
| Noninterest expense | 577 | 579 | 496 | 471 | 456 |
| Pretax earnings | 400 | 362 | 320 | 293 | 326 |
| Income taxes | 150 | 135 | 119 | 109 | 120 |
| Earnings | \$ 250 | \$ 227 | \$ 201 | \$ 184 | \$ 206 |
| AVERAGE BALANCE SHEET | | | | | |
| Loans | | | | | |
| Consumer | | | | | |
| Home equity | \$ 14,296 | \$ 14,237 | \$ 13,881 | \$ 13,807 | \$ 13,849 |
| Indirect | 2,033 | 2,036 | 1,480 | 1,133 | 1,069 |
| Other consumer | 1,610 | 1,596 | 1,490 | 1,322 | 1,221 |
| Total consumer | 17,939 | 17,869 | 16,851 | 16,262 | 16,139 |
| Commercial | 13,799 | 13,678 | 8,201 | 5,907 | 5,821 |
| Floor plan | 939 | 1,037 | 952 | 853 | 854 |
| Residential mortgage | 2,050 | 2,038 | 1,781 | 1,031 | 1,509 |
| Other | 230 | 235 | 233 | 234 | 250 |
| Total loans | 34,957 | 34,857 | 28,018 | 24,287 | 24,573 |
| Goodwill and other intangible assets | 5,703 | 5,737 | 2,942 | 1,574 | 1,580 |
| Loans held for sale | 1,567 | 1,554 | 1,562 | 1,505 | 1,513 |
| Other assets | 2,848 | 2,626 | 1,927 | 1,671 | 1,640 |
| Total assets | \$ 45,075 | \$ 44,774 | \$ 34,449 | \$ 29,037 | \$ 29,306 |
| Deposits | | | | | |
| Noninterest-bearing demand | \$ 11,191 | \$ 11,065 | \$ 8,871 | \$ 7,834 | \$ 7,848 |
| Interest-bearing demand | 8,869 | 9,097 | 8,354 | 7,865 | 7,787 |
| Money market | 17,020 | 17,100 | 15,669 | 14,822 | 14,832 |
| Total transaction deposits | 37,080 | 37,262 | 32,894 | 30,521 | 30,467 |
| Savings | 2,831 | 2,981 | 2,243 | 1,877 | 1,976 |
| Certificates of deposit | 16,502 | 17,531 | 15,738 | 14,694 | 14,053 |
| Total deposits | 56,413 | 57,774 | 50,875 | 47,092 | 46,496 |
| Other liabilities | 540 | 679 | 708 | 598 | 515 |
| Capital | 3,595 | 3,724 | 3,287 | 3,034 | 2,988 |

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| | | | | | |
|-------------|-----------|-----------|-----------|-----------|-----------|
| Total funds | \$ 60,548 | \$ 62,177 | \$ 54,870 | \$ 50,724 | \$ 49,999 |
|-------------|-----------|-----------|-----------|-----------|-----------|

PERFORMANCE RATIOS

| | | | | | |
|-------------------------------------|-----|-----|-----|-----|-----|
| Return on average capital | 28% | 24% | 25% | 24% | 27% |
| Noninterest income to total revenue | 46 | 45 | 46 | 48 | 46 |
| Efficiency | 59 | 59 | 59 | 59 | 58 |

(a) See notes (a), (b) and (d) on page 5.

THE PNC FINANCIAL SERVICES GROUP, INC.**Retail Banking (Unaudited) (Continued)**

| <i>Three months ended, dollars in millions except as noted</i> | September 30 2007 | June 30 2007 | March 31 2007 | December 31 2006 | September 30 2006 |
|--|------------------------------|-------------------------|--------------------------|-----------------------------|------------------------------|
| OTHER INFORMATION, INCLUDING MERCANTILE (a) (b) | | | | | |
| <u>Credit-related statistics:</u> | | | | | |
| Nonperforming assets | \$ 137 | \$ 140 | \$ 123 | \$ 106 | \$ 95 |
| Net charge-offs | \$ 34 | \$ 25 | \$ 27 | \$ 21 | \$ 31 |
| Annualized net charge-off ratio | .39% | .29% | .39% | .34% | .50% |
| <u>Other statistics:</u> | | | | | |
| Full-time employees | 11,753 | 11,804 | 11,838 | 9,549 | 9,531 |
| Part-time employees | 2,248 | 2,360 | 2,224 | 1,829 | 1,660 |
| ATMs | 3,870 | 3,917 | 3,862 | 3,581 | 3,594 |
| Branches (c) | 1,072 | 1,084 | 1,077 | 852 | 848 |
| ASSETS UNDER ADMINISTRATION (in billions) (d) | | | | | |
| <u>Assets under management</u> | | | | | |
| Personal | \$ 57 | \$ 55 | \$ 54 | \$ 44 | \$ 42 |
| Institutional | 20 | 22 | 22 | 10 | 10 |
| Total | \$ 77 | \$ 77 | \$ 76 | \$ 54 | \$ 52 |
| <u>Asset Type</u> | | | | | |
| Equity | \$ 44 | \$ 43 | \$ 41 | \$ 34 | \$ 32 |
| Fixed income | 20 | 20 | 20 | 12 | 12 |
| Liquidity/Other | 13 | 14 | 15 | 8 | 8 |
| Total | \$ 77 | \$ 77 | \$ 76 | \$ 54 | \$ 52 |
| <u>Nondiscretionary assets under administration</u> | | | | | |
| Personal | \$ 31 | \$ 30 | \$ 31 | \$ 25 | \$ 27 |
| Institutional | 81 | 81 | 80 | 61 | 62 |
| Total | \$ 112 | \$ 111 | \$ 111 | \$ 86 | \$ 89 |
| <u>Asset Type</u> | | | | | |
| Equity | \$ 50 | \$ 47 | \$ 42 | \$ 33 | \$ 32 |
| Fixed income | 27 | 28 | 28 | 24 | 27 |
| Liquidity/Other | 35 | 36 | 41 | 29 | 30 |
| Total | \$ 112 | \$ 111 | \$ 111 | \$ 86 | \$ 89 |

(a) Presented as of period-end, except for net charge-offs and annualized net charge-off ratio.

(b) Amounts subsequent to March 2, 2007 include the impact of Mercantile.

(c) Excludes certain satellite branches that provide limited products and service hours.

(d) Excludes brokerage account assets.

THE PNC FINANCIAL SERVICES GROUP, INC.

Retail Banking (Unaudited) (Continued)

| <i>Three months ended</i> | September 30 2007 | June 30 2007 (b) | March 31 2007 (b) | December 31 2006 | September 30 2006 |
|---|----------------------|---------------------|----------------------|---------------------|----------------------|
| <i>Dollars in millions except as noted</i> | | | | | |
| OTHER INFORMATION, INCLUDING MERCANTILE AT SEPTEMBER 30, 2007 ONLY | | | | | |
| (a) (b) | | | | | |
| <u>Home equity portfolio credit statistics:</u> | | | | | |
| % of first lien positions (c) | 39% | 42% | 43% | 43% | 44% |
| Weighted average loan-to-value ratios (c) | 72% | 70% | 70% | 70% | 69% |
| Weighted average FICO scores (d) | 726 | 727 | 726 | 728 | 728 |
| Loans 90 days past due | .30% | .26% | .25% | .24% | .22% |
| <u>Checking-related statistics:</u> | | | | | |
| Retail Banking checking relationships | 2,275,000 | 1,967,000 | 1,962,000 | 1,954,000 | 1,958,000 |
| Consumer DDA households using online banking | 1,050,000 | 975,000 | 960,000 | 938,000 | 920,000 |
| % of consumer DDA households using online banking | 52% | 55% | 54% | 53% | 52% |
| Consumer DDA households using online bill payment | 604,000 | 505,000 | 450,000 | 404,000 | 361,000 |
| % of consumer DDA households using online bill payment | 30% | 29% | 25% | 23% | 20% |
| <u>Small business loans and managed deposits:</u> | | | | | |
| Small business loans | \$ 13,157 | \$ 5,410 | \$ 5,284 | \$ 5,116 | \$ 5,080 |
| <u>Managed deposits:</u> | | | | | |
| <u>On-balance sheet</u> | | | | | |
| Noninterest-bearing demand | \$ 6,119 | \$ 4,250 | \$ 4,284 | \$ 4,383 | \$ 4,402 |
| Interest-bearing demand | 2,027 | 1,505 | 1,517 | 1,649 | 1,752 |
| Money market | 3,389 | 2,595 | 2,635 | 2,592 | 2,689 |
| Certificates of deposit | 1,070 | 584 | 681 | 802 | 763 |
| <u>Off-balance sheet (e)</u> | | | | | |
| Small business sweep checking | 3,203 | 1,933 | 1,827 | 1,733 | 1,651 |
| Total managed deposits | \$ 15,808 | \$ 10,867 | \$ 10,944 | \$ 11,159 | \$ 11,257 |
| <u>Brokerage statistics:</u> | | | | | |
| Margin loans | \$ 161 | \$ 162 | \$ 166 | \$ 163 | \$ 170 |
| Financial consultants (f) | 765 | 767 | 757 | 758 | 752 |
| Full service brokerage offices | 100 | 99 | 99 | 99 | 99 |
| Brokerage account assets (billions) | \$ 49 | \$ 47 | \$ 46 | \$ 46 | \$ 44 |
| <u>Other statistics:</u> | | | | | |
| Gains on sales of education loans (g) | \$ 12 | \$ 5 | \$ 3 | \$ 11 | \$ 11 |

- (a) Presented as of period-end for all periods presented, except for gains on sales of education loans which are for the three months ended and small business sweep checking amounts, which are average. Small business loans and on-balance sheet managed deposits data for periods prior to the three months ended September 30, 2007 was previously provided on an average basis.
- (b) This information excludes the impact of acquisitions between PNC's acquisition date and the date of conversion of the acquired companies data onto PNC's financial and operational systems because such information was not available prior to the conversion date. Therefore, information presented above as of and for the three months ended June 30, 2007 and March 31, 2007 excludes the impact of Mercantile, which PNC acquired effective March 2, 2007 and converted during September 2007.
- (c) Includes loans from acquired portfolios for which lien position and loan-to-value information was limited.
- (d) Represents the most recent FICO scores we have on file.

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- (e) Represents small business balances, a portion of which are calculated on a one-month lag. These balances are swept into liquidity products managed by other PNC business segments, the majority of which are off-balance sheet.
- (f) Financial consultants provide services in full service brokerage offices and PNC traditional branches.
- (g) Included in Noninterest income on page 6.

THE PNC FINANCIAL SERVICES GROUP, INC.**Corporate & Institutional Banking (Unaudited)***Three months ended**Taxable-equivalent basis (a)*

| <i>Dollars in millions except as noted</i> | September 30 2007 | June 30 2007 | March 31 2007 | December 31 2006 | September 30 2006 |
|---|----------------------|-----------------|------------------|---------------------|----------------------|
| INCOME STATEMENT | | | | | |
| Net interest income | \$ 204 | \$ 194 | \$ 183 | \$ 186 | \$ 178 |
| Noninterest income | | | | | |
| Corporate service fees | 161 | 139 | 127 | 149 | 131 |
| Other | 23 | 48 | 60 | 55 | 43 |
| Noninterest income | 184 | 187 | 187 | 204 | 174 |
| Total revenue | 388 | 381 | 370 | 390 | 352 |
| Provision for (recoveries of) credit losses | 55 | 17 | (16) | 6 | 7 |
| Noninterest expense | 211 | 192 | 193 | 199 | 181 |
| Pretax earnings | 122 | 172 | 193 | 185 | 164 |
| Income taxes | 35 | 50 | 61 | 59 | 53 |
| Earnings | \$ 87 | \$ 122 | \$ 132 | \$ 126 | \$ 111 |
| AVERAGE BALANCE SHEET | | | | | |
| Loans | | | | | |
| Corporate (b) | \$ 9,625 | \$ 9,274 | \$ 8,909 | \$ 8,885 | \$ 8,670 |
| Commercial real estate | 3,576 | 3,555 | 3,253 | 3,143 | 2,953 |
| Commercial real estate related | 3,746 | 3,736 | 2,733 | 2,189 | 2,476 |
| Asset-based lending | 4,647 | 4,562 | 4,513 | 4,594 | 4,563 |
| Total loans (b) | 21,594 | 21,127 | 19,408 | 18,811 | 18,662 |
| Goodwill and other intangible assets | 2,085 | 1,837 | 1,544 | 1,399 | 1,366 |
| Loans held for sale | 1,207 | 982 | 1,302 | 965 | 865 |
| Other assets | 4,544 | 4,531 | 4,244 | 4,550 | 4,288 |
| Total assets | \$ 29,430 | \$ 28,477 | \$ 26,498 | \$ 25,725 | \$ 25,181 |
| Deposits | | | | | |
| Noninterest-bearing demand | \$ 7,238 | \$ 6,953 | \$ 7,083 | \$ 7,210 | \$ 6,817 |
| Money market | 4,960 | 4,653 | 4,530 | 3,644 | 2,678 |
| Other | 1,436 | 1,113 | 926 | 921 | 995 |
| Total deposits | 13,634 | 12,719 | 12,539 | 11,775 | 10,490 |
| Other liabilities | 3,109 | 2,960 | 2,850 | 3,093 | 2,967 |
| Capital | 2,132 | 2,050 | 2,064 | 1,935 | 1,735 |
| Total funds | \$ 18,875 | \$ 17,729 | \$ 17,453 | \$ 16,803 | \$ 15,192 |
| PERFORMANCE RATIOS | | | | | |
| Return on average capital | 16% | 24% | 26% | 26% | 25% |
| Noninterest income to total revenue | 47 | 49 | 51 | 52 | 49 |
| Efficiency | 54 | 50 | 52 | 51 | 51 |

COMMERCIAL MORTGAGE

SERVICING PORTFOLIO (in billions)

| | | | | | |
|------------------------|--------|--------|--------|--------|--------|
| Beginning of period | \$ 222 | \$ 206 | \$ 200 | \$ 180 | \$ 151 |
| Acquisitions/additions | 36 | 28 | 16 | 33 | 37 |
| Repayments/transfers | (14) | (12) | (10) | (13) | (8) |
| End of period (c) | \$ 244 | \$ 222 | \$ 206 | \$ 200 | \$ 180 |

OTHER INFORMATION

Consolidated revenue from: (d)

| | | | | | |
|---|-----------|-----------|-----------|-----------|-----------|
| Treasury Management | \$ 121 | \$ 114 | \$ 110 | \$ 107 | \$ 106 |
| Capital Markets | \$ 73 | \$ 76 | \$ 67 | \$ 79 | \$ 64 |
| Midland Loan Services | \$ 59 | \$ 56 | \$ 54 | \$ 53 | \$ 47 |
| Total loans (e) | \$ 22,455 | \$ 21,662 | \$ 21,193 | \$ 18,957 | \$ 19,265 |
| Nonperforming assets (e) | \$ 141 | \$ 100 | \$ 77 | \$ 63 | \$ 94 |
| Net charge-offs | \$ 15 | \$ 7 | \$ 9 | \$ 24 | \$ 14 |
| Full-time employees (e) | 2,267 | 2,084 | 2,038 | 1,936 | 1,925 |
| Net gains on commercial mortgage loan sales (c) | \$ 5 | \$ 9 | \$ 15 | \$ 18 | \$ 12 |
| Net carrying amount of commercial mortgage servicing rights (c) (e) | \$ 708 | \$ 493 | \$ 487 | \$ 471 | \$ 414 |

(a) See notes (a), (b) and (d) on page 5.

(b) Includes lease financing.

(c) Amounts at September 30, 2007 include the impact of the July 2, 2007 acquisition of ARCS Commercial Mortgage.

(d) Represents consolidated PNC amounts.

(e) Presented as of period end.

THE PNC FINANCIAL SERVICES GROUP, INC.

PFPC (Unaudited) (a)

Three months ended

| <i>Dollars in millions except as noted</i> | September 30 2007 | June 30 2007 | March 31 2007 | December 31 2006 | September 30 2006 |
|--|----------------------|-----------------|------------------|---------------------|----------------------|
| INCOME STATEMENT | | | | | |
| Servicing revenue (b) | \$ 216 | \$ 216 | \$ 208 | \$ 203 | \$ 196 |
| Operating expense (b) | 159 | 158 | 153 | 146 | 144 |
| Operating income | 57 | 58 | 55 | 57 | 52 |
| Debt financing | 9 | 9 | 10 | 10 | 11 |
| Nonoperating income (c) | 2 | 1 | 2 | 1 | 1 |
| Pretax earnings | 50 | 50 | 47 | 48 | 42 |
| Income taxes (d) | 17 | 18 | 16 | 17 | 2 |
| Earnings | \$ 33 | \$ 32 | \$ 31 | \$ 31 | \$ 40 |
| PERIOD-END BALANCE SHEET | | | | | |
| Goodwill and other intangible assets | \$ 1,002 | \$ 1,005 | \$ 1,008 | \$ 1,012 | \$ 1,015 |
| Other assets | 1,169 | 1,395 | 1,370 | 1,192 | 1,038 |
| Total assets | \$ 2,171 | \$ 2,400 | \$ 2,378 | \$ 2,204 | \$ 2,053 |
| Debt financing | \$ 702 | \$ 734 | \$ 760 | \$ 792 | \$ 813 |
| Other liabilities | 878 | 1,109 | 1,091 | 917 | 772 |
| Shareholder's equity | 591 | 557 | 527 | 495 | 468 |
| Total funds | \$ 2,171 | \$ 2,400 | \$ 2,378 | \$ 2,204 | \$ 2,053 |
| PERFORMANCE RATIOS | | | | | |
| Return on average equity | 23% | 24% | 25% | 26% | 35% |
| Operating margin (e) | 26 | 27 | 26 | 28 | 27 |
| SERVICING STATISTICS (at period end) | | | | | |
| <i>Accounting/administration net fund assets (in billions)</i> | | | | | |
| Domestic | \$ 806 | \$ 765 | \$ 731 | \$ 746 | \$ 695 |
| Offshore | 116 | 103 | 91 | 91 | 79 |
| Total | \$ 922 | \$ 868 | \$ 822 | \$ 837 | \$ 774 |
| <i>Asset type (in billions)</i> | | | | | |
| Money market | \$ 328 | \$ 286 | \$ 280 | \$ 281 | \$ 260 |
| Equity | 377 | 373 | 352 | 354 | 331 |
| Fixed income | 117 | 118 | 111 | 117 | 111 |
| Other (f) | 100 | 91 | 79 | 85 | 72 |
| Total | \$ 922 | \$ 868 | \$ 822 | \$ 837 | \$ 774 |
| Custody fund assets (in billions) | \$ 497 | \$ 467 | \$ 435 | \$ 427 | \$ 399 |
| <i>Shareholder accounts (in millions)</i> | | | | | |

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| | | | | | |
|--------------------------------|-------|-------|-------|-------|-------|
| Transfer agency | 19 | 20 | 18 | 18 | 18 |
| Subaccounting | 51 | 50 | 50 | 50 | 48 |
| Total | 70 | 70 | 68 | 68 | 66 |
| OTHER INFORMATION | | | | | |
| Period-end full-time employees | 4,504 | 4,522 | 4,400 | 4,381 | 4,317 |

-
- (a) See note (a) on page 5.
- (b) Certain out-of-pocket expense items which are then client billable are included in both servicing revenue and operating expense above, but offset each other entirely and therefore have no net effect on operating income. Distribution revenue and expenses which relate to 12b-1 fees that PFPC receives from certain fund clients for the payment of marketing, sales and service expenses also entirely offset each other, but are netted for presentation purposes above. Prior period amounts have been reclassified to conform with the current period presentation.
- (c) Net of nonoperating expense.
- (d) Income taxes for the quarter ended September 30, 2006 included the benefit of a \$13.5 million reversal of deferred taxes related to foreign subsidiary earnings.
- (e) Total operating income divided by servicing revenue.
- (f) Includes alternative investment net assets serviced.

THE PNC FINANCIAL SERVICES GROUP, INC.**Efficiency Ratio (Unaudited)**

| | September 30 2007 | June 30 2007 | Three months ended March 31 2007 | December 31 2006 | September 30 2006 |
|-----------------------------|----------------------|-----------------|--|---------------------|----------------------|
| Efficiency, as reported (a) | 63% | 61% | 58% | 63% | 33% |
| Efficiency, as adjusted (b) | 59% | 60% | 60% | 62% | 62% |

- (a) Calculated as noninterest expense divided by the sum of net interest income and noninterest income on the Consolidated Income Statement.
- (b) Calculated as PNC's efficiency ratio adjusted: (1) for the impact of certain specified items; (2) as if we had recorded our investment in BlackRock on the equity method for all periods presented; and (3) in each case, as appropriate, adjusted for the tax impact. We have provided these adjusted amounts and reconciliations so that shareholders, investor analysts, regulators and others will be better able to evaluate the impact of these items on our as reported efficiency ratio for these periods, in addition to providing a basis of comparability for the impact of the BlackRock deconsolidation. Amounts used for these adjusted ratios are reconciled to amounts used in the PNC efficiency ratio as reported (GAAP basis).

| <i>Dollars in millions</i> | September 30 2007 | June 30 2007 | Three months ended March 31 2007 | December 31 2006 | September 30 2006 |
|--|----------------------|-----------------|--|---------------------|----------------------|
| <u>Reconciliation of GAAP amounts with amounts used in the calculation of the adjusted efficiency ratio:</u> | | | | | |
| GAAP basis net interest income | \$ 761 | \$ 738 | \$ 623 | \$ 566 | \$ 567 |
| Adjustment to net interest income: BlackRock equity method (c) | | | | | (3) |
| Adjusted net interest income | \$ 761 | \$ 738 | \$ 623 | \$ 566 | \$ 564 |
| GAAP basis noninterest income | \$ 990 | \$ 975 | \$ 991 | \$ 969 | \$ 2,943 |
| Adjustments: | | | | | |
| Gain on BlackRock/MLIM transaction | | | | | (2,078) |
| Securities portfolio rebalancing loss | | | | | 196 |
| Mortgage loan portfolio repositioning loss | | | | | 48 |
| Integration costs | 2 | 1 | 2 | 10 | |
| BlackRock LTIP | 50 | 1 | (52) | 12 | |
| BlackRock equity method (c) | | | | | (277) |
| Adjusted noninterest income | \$ 1,042 | \$ 977 | \$ 941 | \$ 991 | \$ 832 |
| Adjusted total revenue | \$ 1,803 | \$ 1,715 | \$ 1,564 | \$ 1,557 | \$ 1,396 |
| GAAP basis noninterest expense | \$ 1,099 | \$ 1,040 | \$ 944 | \$ 969 | \$ 1,167 |
| Adjustments: | | | | | |
| Integration costs | (41) | (15) | (11) | | (72) |
| BlackRock equity method (c) | | | | | (223) |
| Adjusted noninterest expense | \$ 1,058 | \$ 1,025 | \$ 933 | \$ 969 | \$ 872 |
| Adjusted efficiency ratio | 59% | 60% | 60% | 62% | 62% |

- (c) See the Appendix to this Financial Supplement.

THE PNC FINANCIAL SERVICES GROUP, INC.**Details of Net Interest Income, Net Interest Margin, and Trading Revenue (Unaudited)**

| <i>In millions</i> | September 30 | | Three months ended | | September 30 |
|---|--------------|--------------|--------------------|------------------|--------------|
| | 2007 | June 30 2007 | March 31 2007 | December 31 2006 | |
| Net Interest Income | | | | | |
| Interest income, taxable equivalent basis | | | | | |
| Loans | \$ 1,134 | \$ 1,088 | \$ 899 | \$ 824 | \$ 841 |
| Securities available for sale | 368 | 355 | 310 | 279 | 272 |
| Other | 131 | 119 | 112 | 119 | 97 |
| Total interest income | 1,633 | 1,562 | 1,321 | 1,222 | 1,210 |
| Interest expense | | | | | |
| Deposits | 531 | 532 | 468 | 450 | 434 |
| Borrowed funds | 335 | 284 | 224 | 201 | 202 |
| Total interest expense | 866 | 816 | 692 | 651 | 636 |
| Net interest income, taxable-equivalent basis | 767 | 746 | 629 | 571 | 574 |
| Less: Taxable-equivalent adjustment | 6 | 8 | 6 | 5 | 7 |
| Net interest income, GAAP basis | \$ 761 | \$ 738 | \$ 623 | \$ 566 | \$ 567 |

| <i>In millions</i> | September 30 | | Three months ended | | September 30 |
|--|--------------|--------------|--------------------|------------------|--------------|
| | 2007 | June 30 2007 | March 31 2007 | December 31 2006 | |
| Net Interest Margin | | | | | |
| Average yields/rates | | | | | |
| Yield on interest-earning assets | | | | | |
| Loans | 6.89% | 6.81% | 6.68% | 6.63% | 6.59% |
| Securities available for sale | 5.42 | 5.37 | 5.31 | 5.27 | 5.01 |
| Other | 5.56 | 5.94 | 5.83 | 5.56 | 5.78 |
| Total yield on interest-earning assets | 6.37 | 6.35 | 6.23 | 6.15 | 6.09 |
| Rate on interest-bearing liabilities | | | | | |
| Deposits | 3.49 | 3.52 | 3.52 | 3.54 | 3.43 |
| Borrowed funds | 5.22 | 5.28 | 5.33 | 5.39 | 5.40 |
| Total rate on interest-bearing liabilities | 3.99 | 3.98 | 3.95 | 3.97 | 3.88 |
| Interest rate spread | 2.38 | 2.37 | 2.28 | 2.18 | 2.21 |
| Impact of noninterest-bearing sources | .62 | .66 | .67 | .70 | .68 |
| Net interest margin | 3.00 % | 3.03 % | 2.95 % | 2.88 % | 2.89 % |

| <i>In millions</i> | September 30 | | Three months ended | | September 30 |
|-------------------------------|--------------|--------------|--------------------|------------------|--------------|
| | 2007 | June 30 2007 | March 31 2007 | December 31 2006 | |
| Trading Revenue (a) | | | | | |
| Net interest income (expense) | \$ (1) | \$ 1 | | \$ (2) | \$ (1) |

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| | | | | | |
|---|-------|-------|-------|-------|-------|
| Noninterest income | 33 | 29 | \$ 52 | 33 | 38 |
| Total trading revenue | \$ 32 | \$ 30 | \$ 52 | \$ 31 | \$ 37 |
| Securities underwriting and trading (b) | \$ 14 | \$ 8 | \$ 9 | \$ 11 | \$ 7 |
| Foreign exchange | 15 | 13 | 14 | 13 | 11 |
| Financial derivatives | 3 | 9 | 29 | 7 | 19 |
| Total trading revenue | \$ 32 | \$ 30 | \$ 52 | \$ 31 | \$ 37 |

(a) See pages 13-14 for disclosure of average trading assets and liabilities.

(b) Includes changes in fair value for certain loans accounted for at fair value. See page 13 for disclosure of average loans at fair value.

THE PNC FINANCIAL SERVICES GROUP, INC.**Average Consolidated Balance Sheet (Unaudited)**

| <i>Three months ended - in millions</i> | September 30 2007 | June 30 2007 | March 31 2007 | December 31 2006 | September 30 2006 |
|--|------------------------------|-------------------------|--------------------------|-----------------------------|------------------------------|
| Assets | | | | | |
| Interest-earning assets: | | | | | |
| Securities available for sale | | | | | |
| Residential mortgage-backed | \$ 19,541 | \$ 19,280 | \$ 17,198 | \$ 16,082 | \$ 15,282 |
| Commercial mortgage-backed | 4,177 | 3,646 | 3,338 | 2,640 | 2,182 |
| Asset-backed | 2,454 | 2,531 | 1,876 | 1,561 | 1,457 |
| U.S. Treasury and government agencies | 281 | 344 | 394 | 441 | 2,285 |
| State and municipal | 233 | 203 | 162 | 140 | 144 |
| Other debt | 25 | 33 | 79 | 89 | 90 |
| Corporate stocks and other | 381 | 383 | 347 | 277 | 259 |
| Total securities available for sale (a) | 27,092 | 26,420 | 23,394 | 21,230 | 21,699 |
| Loans, net of unearned income | | | | | |
| Commercial | 26,352 | 25,845 | 21,479 | 20,458 | 20,431 |
| Commercial real estate | 8,272 | 8,320 | 5,478 | 3,483 | 3,268 |
| Lease financing | 2,581 | 2,566 | 2,534 | 2,789 | 2,790 |
| Consumer | 17,954 | 17,886 | 16,865 | 16,272 | 16,150 |
| Residential mortgage | 9,325 | 8,527 | 7,173 | 5,606 | 7,332 |
| Other | 393 | 411 | 527 | 385 | 367 |
| Total loans, net of unearned income | 64,877 | 63,555 | 54,056 | 48,993 | 50,338 |
| Loans held for sale | 2,842 | 2,611 | 2,955 | 3,167 | 2,408 |
| Federal funds sold and resale agreements | 2,163 | 1,832 | 2,092 | 2,049 | 1,401 |
| Other | 4,342 | 3,606 | 2,735 | 3,198 | 2,805 |
| Total interest-earning assets | 101,316 | 98,024 | 85,232 | 78,637 | 78,651 |
| Noninterest-earning assets: | | | | | |
| Allowance for loan and lease losses | (708) | (692) | (612) | (557) | (609) |
| Cash and due from banks | 3,047 | 2,991 | 2,945 | 2,999 | 3,161 |
| Other | 23,977 | 22,997 | 19,857 | 17,969 | 14,142 |
| Total assets | \$ 127,632 | \$ 123,320 | \$ 107,422 | \$ 99,048 | \$ 95,345 |

Supplemental Average Balance Sheet Information

(Unaudited)

Trading Assets

| | | | | | |
|-----------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Securities (b) | \$ 3,293 | \$ 2,144 | \$ 1,569 | \$ 2,111 | \$ 1,460 |
| Resale agreements (c) | 1,267 | 1,247 | 820 | 1,247 | 537 |
| Financial derivatives (d) | 1,389 | 1,221 | 1,115 | 1,209 | 1,220 |
| Loans at fair value (d) | 164 | 161 | 193 | 172 | 168 |
| Total trading assets | \$ 6,113 | \$ 4,773 | \$ 3,697 | \$ 4,739 | \$ 3,385 |

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

(b) Included in Interest-earning assets-Other above.

(c) Included in Federal funds sold and resale agreements above.

(d) Included in Noninterest-earning assets-Other above.

THE PNC FINANCIAL SERVICES GROUP, INC.**Average Consolidated Balance Sheet (Unaudited) (Continued)**

| <i>Three months ended - in millions</i> | September 30 2007 | June 30 2007 | March 31 2007 | December 31 2006 | September 30 2006 |
|---|----------------------|-----------------|------------------|---------------------|----------------------|
| Liabilities, Minority and Noncontrolling Interests, and Shareholders' Equity | | | | | |
| Interest-bearing liabilities: | | | | | |
| Interest-bearing deposits | | | | | |
| Money market | \$ 24,151 | \$ 23,979 | \$ 22,503 | \$ 20,879 | \$ 20,565 |
| Demand | 9,275 | 9,494 | 8,671 | 8,143 | 8,075 |
| Savings | 2,841 | 2,988 | 2,250 | 1,882 | 2,021 |
| Retail certificates of deposit | 16,563 | 17,426 | 15,691 | 14,837 | 14,209 |
| Other time | 2,748 | 2,297 | 1,623 | 1,355 | 1,467 |
| Time deposits in foreign offices | 4,616 | 4,220 | 3,129 | 3,068 | 3,712 |
| Total interest-bearing deposits | 60,194 | 60,404 | 53,867 | 50,164 | 50,049 |
| Borrowed funds | | | | | |
| Federal funds purchased | 6,249 | 6,102 | 4,533 | 3,167 | 3,831 |
| Repurchase agreements | 2,546 | 2,507 | 1,858 | 2,264 | 2,027 |
| Bank notes and senior debt | 7,537 | 5,681 | 4,182 | 2,757 | 2,801 |
| Subordinated debt | 4,039 | 4,466 | 4,370 | 4,361 | 4,436 |
| Federal Home Loan Bank borrowings | 2,097 | 106 | 64 | 44 | 193 |
| Other | 2,741 | 2,459 | 1,813 | 2,117 | 1,434 |
| Total borrowed funds | 25,209 | 21,321 | 16,820 | 14,710 | 14,722 |
| Total interest-bearing liabilities | 85,403 | 81,725 | 70,687 | 64,874 | 64,771 |
| Noninterest-bearing liabilities, minority and noncontrolling interests, and shareholders' equity: | | | | | |
| Demand and other noninterest-bearing deposits | 18,211 | 17,824 | 15,807 | 14,827 | 14,549 |
| Allowance for unfunded loan commitments and letters of credit | 125 | 121 | 126 | 117 | 104 |
| Accrued expenses and other liabilities | 8,117 | 7,655 | 7,961 | 7,882 | 6,346 |
| Minority and noncontrolling interests in consolidated entities | 1,414 | 1,367 | 893 | 542 | 640 |
| Shareholders' equity | 14,362 | 14,628 | 11,948 | 10,806 | 8,935 |
| Total liabilities, minority and noncontrolling interests, and shareholders' equity | \$ 127,632 | \$ 123,320 | \$ 107,422 | \$ 99,048 | \$ 95,345 |

Supplemental Average Balance Sheet Information (Unaudited)
(Continued)**Deposits and Common Shareholders' Equity**

| | | | | | |
|--|-----------|-----------|-----------|-----------|-----------|
| Interest-bearing deposits | \$ 60,194 | \$ 60,404 | \$ 53,867 | \$ 50,164 | \$ 50,049 |
| Demand and other noninterest-bearing deposits | 18,211 | 17,824 | 15,807 | 14,827 | 14,549 |
| Total deposits | \$ 78,405 | \$ 78,228 | \$ 69,674 | \$ 64,991 | \$ 64,598 |
| Transaction deposits | \$ 51,637 | \$ 51,297 | \$ 46,981 | \$ 43,849 | \$ 43,189 |
| Common shareholders' equity | \$ 14,355 | \$ 14,621 | \$ 11,941 | \$ 10,799 | \$ 8,928 |
| Trading Liabilities | | | | | |
| Securities sold short (a) | \$ 1,960 | \$ 1,431 | \$ 1,264 | \$ 1,553 | \$ 867 |
| Repurchase agreements and other borrowings (b) | 637 | 669 | 363 | 1,096 | 708 |
| Financial derivatives (c) | 1,400 | 1,230 | 1,126 | 1,156 | 1,151 |
| Borrowings at fair value (c) | 41 | 40 | 39 | 34 | 40 |

| | | | | | | | | | | |
|---------------------------|----|-------|----|-------|----|-------|----|-------|----|-------|
| Total trading liabilities | \$ | 4,038 | \$ | 3,370 | \$ | 2,792 | \$ | 3,839 | \$ | 2,766 |
|---------------------------|----|-------|----|-------|----|-------|----|-------|----|-------|

-
- (a) Included in Borrowed funds-Other above.
 - (b) Included in Borrowed funds-Repurchase agreements and Borrowed funds-Other above.
 - (c) Included in Accrued expenses and other liabilities above.

THE PNC FINANCIAL SERVICES GROUP, INC.**Details of Loans (Unaudited)**

| | September 30 | June 30 | March 31 | December 31 | September 30 |
|--------------------------------------|------------------|------------------|------------------|------------------|------------------|
| <i>Period ended - in millions</i> | 2007 | 2007 | 2007 | 2006 | 2006 |
| Commercial | | | | | |
| Retail/wholesale | \$ 6,181 | \$ 6,031 | \$ 6,075 | \$ 5,301 | \$ 5,245 |
| Manufacturing | 4,472 | 4,439 | 4,490 | 4,189 | 4,318 |
| Other service providers | 3,292 | 3,212 | 3,113 | 2,186 | 2,155 |
| Real estate related (a) | 4,502 | 4,939 | 4,869 | 2,825 | 3,000 |
| Financial services | 1,861 | 1,545 | 1,560 | 1,324 | 1,423 |
| Health care | 1,075 | 1,097 | 1,028 | 707 | 685 |
| Other | 5,352 | 4,681 | 4,603 | 4,052 | 3,858 |
| Total commercial | 26,735 | 25,944 | 25,738 | 20,584 | 20,684 |
| Commercial real estate | | | | | |
| Real estate projects | 5,807 | 5,767 | 5,756 | 2,716 | 2,691 |
| Mortgage | 2,507 | 2,564 | 2,597 | 816 | 794 |
| Total commercial real estate | 8,314 | 8,331 | 8,353 | 3,532 | 3,485 |
| Equipment lease financing | 3,539 | 3,587 | 3,527 | 3,556 | 3,609 |
| Total commercial lending | 38,588 | 37,862 | 37,618 | 27,672 | 27,778 |
| Consumer | | | | | |
| Home equity | 14,366 | 14,268 | 14,263 | 13,749 | 13,876 |
| Automobile | 1,521 | 1,962 | 1,956 | 1,135 | 1,061 |
| Other | 2,270 | 1,804 | 1,769 | 1,631 | 1,419 |
| Total consumer | 18,157 | 18,034 | 17,988 | 16,515 | 16,356 |
| Residential mortgage | 9,605 | 9,440 | 7,960 | 6,337 | 5,234 |
| Other | 396 | 382 | 364 | 376 | 347 |
| Unearned income | (986) | (1,004) | (1,005) | (795) | (815) |
| Total, net of unearned income | \$ 65,760 | \$ 64,714 | \$ 62,925 | \$ 50,105 | \$ 48,900 |

(a) Includes loans related to customers in the real estate, rental, leasing and construction industries.

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**

| | September 30 | June 30 | March 31 | December 31 | September 30 |
|---|--------------|---------|----------|-------------|--------------|
| <i>Three months ended - in millions</i> | 2007 | 2007 | 2007 | 2006 | 2006 |
| Beginning balance | \$ 703 | \$ 690 | \$ 560 | \$ 566 | \$ 611 |
| Charge-offs | | | | | |
| Commercial | (38) | (27) | (31) | (23) | (39) |
| Commercial real estate | (3) | (1) | | (1) | (2) |
| Equipment lease financing | | | | (14) | |
| Consumer | (17) | (15) | (17) | (15) | (13) |
| Residential mortgage | | | | (1) | (2) |
| Total charge-offs | (58) | (43) | (48) | (54) | (56) |
| Recoveries | | | | | |
| Commercial | 5 | 8 | 7 | 3 | 6 |
| Commercial real estate | | 1 | | 1 | |
| Equipment lease financing | | | | 1 | |
| Consumer | 4 | 2 | 5 | 4 | 3 |
| Total recoveries | 9 | 11 | 12 | 9 | 9 |
| Net recoveries (charge-offs) | | | | | |
| Commercial | (33) | (19) | (24) | (20) | (33) |
| Commercial real estate | (3) | | | | (2) |
| Equipment lease financing | | | | (13) | |
| Consumer | (13) | (13) | (12) | (11) | (10) |
| Residential mortgage | | | | (1) | (2) |
| Total net charge-offs | (49) | (32) | (36) | (45) | (47) |
| Provision for credit losses | 65 | 54 | 8 | 42 | 16 |
| Acquired allowance - Mercantile | | (5) | 142 | | |
| Net change in allowance for unfunded loan commitments and letters of credit | (2) | (4) | 16 | (3) | (14) |
| Ending balance | \$ 717 | \$ 703 | \$ 690 | \$ 560 | \$ 566 |

Supplemental Information

| | | | | | |
|---|---------|---------|---------|---------|---------|
| Commercial lending net charge-offs (a) | \$ (36) | \$ (19) | \$ (24) | \$ (33) | \$ (35) |
| Consumer lending net charge-offs (b) | (13) | (13) | (12) | (12) | (12) |
| Total net charge-offs | \$ (49) | \$ (32) | \$ (36) | \$ (45) | \$ (47) |
| <u>Net charge-offs to average loans</u> | | | | | |
| Commercial lending | .38% | .21% | .33% | .49% | .52% |
| Consumer lending | .19 | .20 | .20 | .22 | .20 |

(a) Includes commercial, commercial real estate and equipment lease financing.

(b) Includes consumer and residential mortgage.

Change in Allowance for Unfunded Loan Commitments and Letters of Credit

| <i>Three months ended - in millions</i> | September 30 2007 | June 30 2007 | March 31 2007 | December 31 2006 | September 30 2006 |
|---|------------------------------|-------------------------|--------------------------|-----------------------------|------------------------------|
| Beginning balance | \$ 125 | \$ 121 | \$ 120 | \$ 117 | \$ 103 |
| Acquired allowance Mercantile | | | 17 | | |
| Net change in allowance for unfunded loan commitments and letters of credit | 2 | 4 | (16) | 3 | 14 |
| Ending balance | \$ 127 | \$ 125 | \$ 121 | \$ 120 | \$ 117 |

| <i>In millions</i> | September 30 2007 | June 30 2007 | March 31 2007 | December 31 2006 | September 30 2006 |
|---------------------------------|------------------------------|-------------------------|--------------------------|-----------------------------|------------------------------|
| Net Unfunded Commitments | | | | | |
| Net unfunded commitments | \$ 52,604 | \$ 50,678 | \$ 49,263 | \$ 44,835 | \$ 43,804 |

THE PNC FINANCIAL SERVICES GROUP, INC.**Details of Nonperforming Assets (Unaudited)****Nonperforming Assets by Type**

| <i>Period ended - in millions</i> | September 30 2007 | June 30 2007 | March 31 2007 | December 31 2006 | September 30 2006 |
|---|----------------------|-----------------|------------------|---------------------|----------------------|
| Nonaccrual loans | | | | | |
| Commercial | \$ 144 | \$ 126 | \$ 121 | \$ 109 | \$ 112 |
| Commercial real estate | 75 | 62 | 25 | 12 | 14 |
| Consumer | 15 | 14 | 14 | 13 | 14 |
| Residential mortgage | 10 | 14 | 16 | 12 | 13 |
| Equipment lease financing | 3 | 2 | 2 | 1 | 14 |
| Total nonaccrual loans | 247 | 218 | 178 | 147 | 167 |
| Foreclosed and other assets | | | | | |
| Residential mortgage | 16 | 12 | 11 | 10 | 9 |
| Equipment lease financing | 12 | 12 | 12 | 12 | 12 |
| Other | 11 | 4 | 3 | 2 | 3 |
| Total foreclosed and other assets | 39 | 28 | 26 | 24 | 24 |
| Total nonperforming assets (a) (b) | \$ 286 | \$ 246 | \$ 204 | \$ 171 | \$ 191 |
| Nonperforming loans to total loans | .38% | .34% | .28% | .29% | .34% |
| Nonperforming assets to total loans and foreclosed assets | .43 | .38 | .32 | .34 | .39 |
| Nonperforming assets to total assets | .22 | .20 | .17 | .17 | .19 |
| Net charge-offs to average loans (For the three months ended) | .30 | .20 | .27 | .36 | .37 |
| Allowance for loan and lease losses to loans | 1.09 | 1.09 | 1.10 | 1.12 | 1.16 |
| Allowance for loan and lease losses to nonperforming loans | 290 | 322 | 388 | 381 | 339 |
| (a) Excludes equity management assets carried at estimated fair value (amounts include troubled debt restructured assets of \$4 million for each period presented): | \$ 12 | \$ 13 | \$ 15 | \$ 11 | \$ 12 |
| (b) Excludes loans held for sale carried at lower of cost or market value, related to the Mercantile acquisition | \$ 7 | \$ 17 | \$ 18 | | |

Change in Nonperforming Assets

| <i>In millions</i> | Nine months ended |
|---------------------------------------|------------------------------|
| January 1, 2007 | \$ 171 |
| Transferred in | 304 |
| Acquisition Mercantile | 35 |
| Asset sales | (7) |
| Returned to performing | (8) |
| Charge-offs and valuation adjustments | (94) |
| Principal activity including payoffs | (115) |
| September 30, 2007 | \$ 286 |

THE PNC FINANCIAL SERVICES GROUP, INC.**Details of Nonperforming Assets (Unaudited) (Continued)****Nonperforming Assets by Business**

| <i>Period ended - in millions</i> | September 30 2007 | June 30 2007 | March 31 2007 | December 31 2006 | September 30 2006 |
|--|------------------------------|-------------------------|--------------------------|-----------------------------|------------------------------|
| Retail Banking | | | | | |
| Nonperforming loans | \$ 127 | \$ 130 | \$ 114 | \$ 96 | \$ 85 |
| Foreclosed and other assets | 10 | 10 | 9 | 10 | 10 |
| Total | \$ 137 | \$ 140 | \$ 123 | \$ 106 | \$ 95 |
| Corporate & Institutional Banking | | | | | |
| Nonperforming loans | \$ 119 | \$ 87 | \$ 64 | \$ 50 | \$ 81 |
| Foreclosed and other assets | 22 | 13 | 13 | 13 | 13 |
| Total | \$ 141 | \$ 100 | \$ 77 | \$ 63 | \$ 94 |
| Other (a) | | | | | |
| Nonperforming loans | \$ 1 | \$ 1 | | \$ 1 | \$ 1 |
| Foreclosed and other assets | 7 | 5 | \$ 4 | 1 | 1 |
| Total | \$ 8 | \$ 6 | \$ 4 | \$ 2 | \$ 2 |
| Consolidated Totals | | | | | |
| Nonperforming loans | \$ 247 | \$ 218 | \$ 178 | \$ 147 | \$ 167 |
| Foreclosed and other assets | 39 | 28 | 26 | 24 | 24 |
| Total (b) | \$ 286 | \$ 246 | \$ 204 | \$ 171 | \$ 191 |

(a) Amounts include residential mortgages related to PNC's Asset & Liability management function.

Largest Individual Nonperforming Assets at September 30, 2007 in millions (b)

| Ranking | Outstandings | Industry |
|----------------|---------------------|--|
| 1 | \$ 25 | Heavy and Civil Engineering Construction |
| 2 | 21 | Health and Personal Care Stores |
| 3 | 15 | Wood Product Manufacturing |
| 4 | 12 | Air Transportation |
| 5 | 11 | Heavy and Civil Engineering Construction |
| 6 | 7 | Printing and Related Support Activities |
| 7 | 5 | Wood Product Manufacturing |
| 8 | 5 | Food Services and Drinking Places |
| 9 | 4 | Construction of Buildings |
| 10 | 4 | Real Estate |
| Total | \$ 109 | |

As a percent of total nonperforming assets
38%

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

Glossary of Terms

Accounting/administration net fund assets Net domestic and foreign fund investment assets for which we provide accounting and administration services. We do not include these assets on our Consolidated Balance Sheet.

Adjusted average total assets Primarily comprised of total average quarterly (or annual) assets plus (less) unrealized losses (gains) on available-for-sale debt securities, less goodwill and certain other intangible assets (net of eligible deferred taxes).

Annualized Adjusted to reflect a full year of activity.

Assets under management Assets over which we have sole or shared investment authority for our customers/clients. We do not include these assets on our Consolidated Balance Sheet.

Basis point One hundredth of a percentage point.

Charge-off Process of removing a loan or portion of a loan from our balance sheet because it is considered uncollectible. We also record a charge-off when a loan is transferred to held for sale by reducing the carrying amount by the allowance for loan losses associated with such loan or if the market value is less than its carrying amount.

Common shareholders' equity to total assets Common shareholders' equity divided by total assets. Common shareholders' equity equals total shareholders' equity less the liquidation value of preferred stock.

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

Custody assets Investment assets held on behalf of clients under safekeeping arrangements. We do not include these assets on our Consolidated Balance Sheet. Investment assets held in custody at other institutions on our behalf are included in the appropriate asset categories on the Consolidated Balance Sheet as if physically held by us.

Derivatives Financial contracts whose value is derived from publicly traded securities, interest rates, currency exchange rates or market indices. Derivatives cover a wide assortment of financial contracts, including forward contracts, futures, options and swaps.

Duration of equity An estimate of the rate sensitivity of our economic value of equity. A negative duration of equity is associated with asset sensitivity (*i.e.*, positioned for rising interest rates), while a positive value implies liability sensitivity (*i.e.*, positioned for declining interest rates). For example, if the duration of equity is +1.5 years, the economic value of equity declines by 1.5% for each 100 basis point increase in interest rates.

Earning assets Assets that generate income, which include: federal funds sold; resale agreements; other short-term investments, including trading securities; loans held for sale; loans, net of unearned income; securities; and certain other assets.

Economic capital Represents the amount of resources that 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.

Economic value of equity (EVE) The present value of the expected cash flows of our existing assets less the present value of the expected cash flows of our existing liabilities, plus the present value of the net cash flows of our existing off-balance sheet positions.

Effective duration A measurement, expressed in years, that, when multiplied by a change in interest rates, would approximate the percentage change in value of on- and off- balance sheet positions.

Efficiency Noninterest expense divided by the sum of net interest income (GAAP basis) and noninterest income.

Funds transfer pricing A management accounting methodology designed to recognize the net interest income effects of sources and uses of funds provided by the assets and liabilities of 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.

Leverage ratio Tier 1 risk-based capital divided by adjusted average total assets.

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.

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 as well as troubled debt restructured loans. Nonperforming loans do not include loans held for sale or foreclosed and other assets. We do not accrue interest income on loans classified as nonperforming.

Notional amount A number of currency units, shares, or other units specified in a derivatives contract.

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

Recovery Cash proceeds received on a loan that we had previously charged off. We credit the amount received to the allowance for loan and lease losses.

Return on average capital Annualized net income divided by average capital.

Return on average assets Annualized net income divided by average assets.

Return on average common equity Annualized net income divided by average common shareholders' equity.

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

Securitization The process of legally transforming financial assets into securities.

Tangible common equity ratio Period-end common shareholders' equity less goodwill and other intangible assets (net of eligible deferred taxes), and excluding mortgage servicing rights, divided by period-end assets less goodwill and other intangible assets (net of eligible deferred taxes), and excluding mortgage servicing rights.

Taxable-equivalent interest The interest income earned on certain assets is completely or partially exempt from federal income tax. As such, these tax-exempt instruments typically yield lower returns than taxable investments. To provide more meaningful comparisons of yields and margins for all interest-earning assets, we also provide revenue on a taxable-equivalent basis by increasing the interest income earned on tax-exempt assets to make it fully equivalent to interest income earned on other taxable investments. This adjustment is not permitted under GAAP on the Consolidated Income Statement.

Tier 1 risk-based capital Tier 1 risk-based capital equals: total shareholders' equity, plus trust preferred capital securities, plus certain minority interests that are held by others; less goodwill and certain other intangible assets (net of eligible deferred taxes), less equity investments in nonfinancial companies and less net unrealized holding losses on available-for-sale equity securities. Net unrealized holding gains on available-for-sale equity securities, net unrealized holding gains (losses) on available-for-sale debt securities and net unrealized holding gains (losses) on cash flow hedge derivatives are excluded from total shareholders' equity for tier 1 risk-based capital purposes.

Tier 1 risk-based capital ratio Tier 1 risk-based capital divided by period-end risk-weighted assets.

Total fund assets serviced Total domestic and offshore fund investment assets for which we provide related processing services. We do not include these assets on our Consolidated Balance Sheet.

Total return swap A non-traditional swap where one party agrees to pay the other the total return of a defined underlying asset (*e.g.*, a loan), usually in return for receiving a stream of LIBOR-based cash flows. The total returns of the asset, including interest and any default shortfall, are passed through to the counterparty. The counterparty is therefore assuming the credit and economic risk of the underlying asset.

Total risk-based capital Tier 1 risk-based capital plus qualifying subordinated debt and trust preferred securities, other minority interest not qualified as tier 1, and the allowance for loan and lease losses, subject to certain limitations.

Total risk-based capital ratio Total risk-based capital divided by period-end risk-weighted assets.

Transaction deposits The sum of money market and interest-bearing demand deposits and demand and other noninterest-bearing deposits.

Yield curve A graph showing the relationship between the yields on financial instruments or market indices of the same credit quality with different maturities. For example, a normal or positive yield curve exists when long-term bonds have higher yields than short-term bonds. A flat yield curve exists when yields are the same for short-term and long-term bonds. A steep yield curve exists when yields on long-term bonds are significantly higher than on short-term bonds. An inverted or negative yield curve exists when short-term bonds have higher yields than long-term bonds.

Business Segment Descriptions

Retail Banking provides deposit, lending, brokerage, trust, investment management, and cash management services to approximately 2.9 million consumer and small business customers within our primary geographic markets. Our customers are serviced through 1,072 offices in our branch network, the call center located in Pittsburgh, and the Internet www.pncbank.com. The branch network is located primarily in Pennsylvania, New Jersey, Washington, D.C., Maryland, Virginia, Ohio, Kentucky and Delaware. Brokerage services are provided through PNC Investments, LLC, and J.J.B. Hilliard, W.L. Lyons, Inc. Retail Banking also serves as investment manager and trustee for employee benefit plans and charitable and endowment assets and provides nondiscretionary defined contribution plan services and investment options through its *Vested Interest*[®] product. These services are provided to individuals and corporations primarily within our primary geographic markets.

Corporate & Institutional Banking provides lending, treasury management, and capital markets-related products and services to mid-sized corporations, government entities, and selectively to large corporations. Lending products include secured and unsecured loans, letters of credit and equipment leases. Treasury management services include cash and investment management, receivables management, disbursement services, funds transfer services, information reporting, and global trade services. Capital markets-related products and services include foreign exchange, derivatives, loan syndications, mergers and acquisitions advisory and related services to middle-market companies, securities underwriting, and securities sales and trading. Corporate & Institutional Banking also provides commercial loan servicing, real estate advisory and technology solutions for the commercial real estate finance industry. Corporate & Institutional Banking provides products and services generally within our primary geographic markets, with certain products and services provided nationally.

BlackRock is one of the world's largest publicly traded investment management firms. The firm manages assets on behalf of institutions and individuals worldwide through a variety of equity, fixed income, cash management and alternative investment products. In addition, BlackRock provides BlackRock Solutions[®] investment system, risk management, and financial advisory services to a growing number of institutional investors. The firm has a major presence in key global markets, including the United States, Europe, Asia, Australia and the Middle East. At September 30, 2007, PNC's ownership interest in BlackRock was 33.7%.

PFPC is a leading full service provider of processing, technology and business solutions for the global investment industry. Securities services include custody, securities lending, and accounting and administration for funds registered under the 1940 Act and alternative investments. Investor services include transfer agency, managed accounts, subaccounting, and distribution. PFPC serviced \$2.5 trillion in total assets and 70 million shareholder accounts as of September 30, 2007 both domestically and internationally through its Ireland and Luxembourg operations.

Appendix to Financial Supplement

The PNC Financial Services Group, Inc.

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

| <i>For the nine months ended September 30, 2007</i> | PNC | | PNC |
|--|--------------------|-------------|-----------------|
| | <i>In millions</i> | As Reported | Adjustments (b) |
| Net Interest Income | | | |
| Net interest income | \$ 2,122 | | \$ 2,122 |
| Provision for credit losses | 127 | | 127 |
| Net interest income less provision for credit losses | 1,995 | | 1,995 |
| Noninterest Income | | | |
| Asset management | 559 | \$ 5 | 564 |
| Other | 2,397 | (1) | 2,396 |
| Total noninterest income | 2,956 | 4 | 2,960 |
| Noninterest Expense | | | |
| Compensation and benefits | 1,587 | (27) | 1,560 |
| Other | 1,496 | (40) | 1,456 |
| Total noninterest expense | 3,083 | (67) | 3,016 |
| Income before income taxes | 1,868 | 71 | 1,939 |
| Income taxes | 579 | 23 | 602 |
| Net income | \$ 1,289 | \$ 48 | \$ 1,337 |

| <i>For the nine months ended September 30, 2006</i> | PNC | | BlackRock Deconsolidation and | | PNC | |
|--|--------------------|-------------|----------------------------------|----------------------|--------------------------------|-------------|
| | <i>In millions</i> | As Reported | Adjustments (c) | Other Adjustments | BlackRock Equity Method (d) | As Adjusted |
| Net Interest Income | | | | | | |
| Net interest income | \$ 1,679 | | | \$ (10) | | \$ 1,669 |
| Provision for credit losses | 82 | | | | | 82 |
| Net interest income less provision for credit losses | 1,597 | | | (10) | | 1,587 |
| Noninterest Income | | | | | | |
| Asset management | 1,271 | | | (1,036) | \$ 144 | 379 |
| Other | 4,087 | \$ (1,834) | | (51) | | 2,202 |
| Total noninterest income | 5,358 | (1,834) | | (1,087) | 144 | 2,581 |
| Noninterest Expense | | | | | | |
| Compensation and benefits | 1,935 | (44) | | (523) | | 1,368 |

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| | | | | | |
|--|----------|------------|----------|--------|----------|
| Other | 1,539 | (47) | (242) | | 1,250 |
| Total noninterest expense | 3,474 | (91) | (765) | | 2,618 |
| Income before minority interest and income taxes | 3,481 | (1,743) | (332) | 144 | 1,550 |
| Minority interest in income of BlackRock | 47 | 18 | (65) | | |
| Income taxes | 1,215 | (665) | (130) | 7 | 427 |
| Net income | \$ 2,219 | \$ (1,096) | \$ (137) | \$ 137 | \$ 1,123 |

- (a) These adjusted condensed consolidated income statement reconciliations are provided for informational purposes only and reflect historical condensed consolidated financial information of PNC (1) with amounts adjusted for the impact of certain specified items and (2) as if we had recorded our investment in BlackRock on the equity method for all periods presented, in each case, as appropriate, adjusted for the tax impact. These reconciliations are from the reported GAAP amounts shown on page 2 of the Financial Supplement to the corresponding adjusted amounts shown on page 3 of the Financial Supplement. We have provided these adjusted amounts and reconciliations so that investors, analysts, regulators and others will be better able to evaluate the impact of these items on our results for these periods, in addition to providing a basis of comparability for the impact of the BlackRock deconsolidation given the magnitude of the impact of the deconsolidation on various components of our income statement. We believe that information as adjusted for the impact of the specified items may be useful due to the extent to which these items are not indicative of our ongoing operations as the result of our management activities on those operations, as a result of the following attributes. Integration costs can vary significantly from period to period depending on whether or not we have any such transaction pending or in process and depending on the nature of the transaction. Our BlackRock LTIP shares obligation results from an agreement entered into in 2002 and predominantly reflects the market price of BlackRock stock at specified times. We have provided information adjusted for the impact of the third quarter 2006 gain on the BlackRock/MLIM transaction due to the magnitude of that transaction, and have provided information adjusted for the impact of the third quarter 2006 securities portfolio rebalancing and mortgage loan portfolio repositioning losses due to the nature of those transactions. Adjusted information supplements our results as reported in accordance with GAAP and should not be viewed in isolation from, or as a substitute for, our GAAP results. Our 2006 Form 10-K includes additional information regarding our accounting for the BlackRock/MLIM transaction and the BlackRock LTIP shares obligation. Our first and second quarter 2007 Form 10-Qs provide additional information regarding integration costs. The absence of other adjustments is not intended to imply that there could not have been other similar types of adjustments, but any such adjustments would not have been similar in magnitude to the amount of the adjustments shown.
- (b) Includes the impact of the following items on a pretax basis: \$72 million of acquisition and BlackRock/MLIM transaction integration costs and \$1 million net gain related to our BlackRock LTIP shares obligation.
- (c) Includes the impact of the following items, all on a pretax basis: \$2,078 million gain on BlackRock/MLIM transaction, \$196 million securities portfolio rebalancing loss, \$91 million of BlackRock/MLIM transaction integration costs, and \$48 million mortgage loan portfolio repositioning loss.
- (d) BlackRock investment revenue represents PNC's approximately 69% ownership interest in earnings of BlackRock for the nine months ended September 30, 2006, excluding pretax BlackRock/MLIM transaction integration costs totaling \$91 million. The income taxes amount represents additional income taxes recorded by PNC related to BlackRock earnings.

Appendix to Financial Supplement (Continued)

The PNC Financial Services Group, Inc.

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

| <i>In millions</i> | PNC | | PNC |
|--|-------------|-----------------|-------------|
| | As Reported | Adjustments (b) | As Adjusted |
| For the three months ended September 30, 2007 | | | |
| Net Interest Income | | | |
| Net interest income | \$ 761 | | \$ 761 |
| Provision for credit losses | 65 | | 65 |
| Net interest income less provision for credit losses | 696 | | 696 |
| Noninterest Income | | | |
| Asset management | 204 | \$ 2 | 206 |
| Other | 786 | 50 | 836 |
| Total noninterest income | 990 | 52 | 1,042 |
| Noninterest Expense | | | |
| Compensation and benefits | 553 | (16) | 537 |
| Other | 546 | (25) | 521 |
| Total noninterest expense | 1,099 | (41) | 1,058 |
| Income before income taxes | 587 | 93 | 680 |
| Income taxes | 180 | 31 | 211 |
| Net income | \$ 407 | \$ 62 | \$ 469 |

| <i>In millions</i> | PNC | | PNC |
|--|-------------|-----------------|-------------|
| | As Reported | Adjustments (c) | As Adjusted |
| For the three months ended June 30, 2007 | | | |
| Net Interest Income | | | |
| Net interest income | \$ 738 | | \$ 738 |
| Provision for credit losses | 54 | | 54 |
| Net interest income less provision for credit losses | 684 | | 684 |
| Noninterest Income | | | |
| Asset management | 190 | \$ 1 | 191 |
| Other | 785 | 1 | 786 |
| Total noninterest income | 975 | 2 | 977 |
| Noninterest Expense | | | |
| Compensation and benefits | 544 | (9) | 535 |
| Other | 496 | (6) | 490 |
| Total noninterest expense | 1,040 | (15) | 1,025 |

| | | | |
|----------------------------|--------|-------|--------|
| Income before income taxes | 619 | 17 | 636 |
| Income taxes | 196 | 6 | 202 |
| Net income | \$ 423 | \$ 11 | \$ 434 |

-
- (a) See note (a) on page A1.
 - (b) Includes the impact of the following items on a pretax basis: \$50 million net loss related to our BlackRock LTIP shares obligation and \$43 million of acquisition and BlackRock/MLIM transaction integration costs.
 - (c) Includes the impact of the following items on a pretax basis: \$16 million of acquisition and BlackRock/MLIM transaction integration costs and \$1 million net loss related to our BlackRock LTIP shares obligation.

Appendix to Financial Supplement (Continued)

The PNC Financial Services Group, Inc.

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

| | PNC | | PNC |
|--|-------------|-----------------|-------------|
| <i>In millions</i> | As Reported | Adjustments (b) | As Adjusted |
| For the three months ended March 31, 2007 | | | |
| Net Interest Income | | | |
| Net interest income | \$ 623 | | \$ 623 |
| Provision for credit losses | 8 | | 8 |
| Net interest income less provision for credit losses | 615 | | 615 |
| Noninterest Income | | | |
| Asset management | 165 | \$ 2 | 167 |
| Other | 826 | (52) | 774 |
| Total noninterest income | 991 | (50) | 941 |
| Noninterest Expense | | | |
| Compensation and benefits | 490 | (2) | 488 |
| Other | 454 | (9) | 445 |
| Total noninterest expense | 944 | (11) | 933 |
| Income before income taxes | 662 | (39) | 623 |
| Income taxes | 203 | (14) | 189 |
| Net income | \$ 459 | \$ (25) | \$ 434 |

| | PNC | | PNC |
|--|-------------|-----------------|-------------|
| <i>In millions</i> | As Reported | Adjustments (c) | As Adjusted |
| For the three months ended December 31, 2006 | | | |
| Net Interest Income | | | |
| Net interest income | \$ 566 | | \$ 566 |
| Provision for credit losses | 42 | | 42 |
| Net interest income less provision for credit losses | 524 | | 524 |
| Noninterest Income | | | |
| Asset management | 149 | \$ 10 | 159 |
| Other | 820 | 12 | 832 |
| Total noninterest income | 969 | 22 | 991 |
| Noninterest Expense | | | |
| Compensation and benefits | 497 | | 497 |
| Other | 472 | | 472 |
| Total noninterest expense | 969 | | 969 |

| | | | |
|----------------------------|--------|-------|--------|
| Income before income taxes | 524 | 22 | 546 |
| Income taxes | 148 | 7 | 155 |
| Net income | \$ 376 | \$ 15 | \$ 391 |

-
- (a) See note (a) on page A1.
 - (b) Includes the impact of the following items on a pretax basis: \$52 million net gain related to our BlackRock LTIP shares obligation and \$13 million of acquisition and BlackRock/MLIM transaction integration costs.
 - (c) Includes the impact of the following items on a pretax basis: \$12 million net loss related to our BlackRock LTIP shares obligation and \$10 million of BlackRock/MLIM transaction integration costs.

Appendix to Financial Supplement (Continued)

The PNC Financial Services Group, Inc.

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

| <i>For the three months ended September 30, 2006 In millions</i> | PNC | | BlackRock Deconsolidation and | | PNC |
|--|-------------|-----------------|-------------------------------|-----------------------------|-------------|
| | As Reported | Adjustments (b) | Other Adjustments | BlackRock Equity Method (c) | As Adjusted |
| Net Interest Income | | | | | |
| Net interest income | \$ 567 | | \$ (3) | | \$ 564 |
| Provision for credit losses | 16 | | | | 16 |
| Net interest income less provision for credit losses | 551 | | (3) | | 548 |
| Noninterest Income | | | | | |
| Asset management | 381 | | (302) | \$ 43 | 122 |
| Other | 2,562 | \$ (1,834) | (18) | | 710 |
| Total noninterest income | 2,943 | (1,834) | (320) | 43 | 832 |
| Noninterest Expense | | | | | |
| Compensation and benefits | 659 | (44) | (154) | | 461 |
| Other | 508 | (28) | (69) | | 411 |
| Total noninterest expense | 1,167 | (72) | (223) | | 872 |
| Income before minority interest and income taxes | 2,327 | (1,762) | (100) | 43 | 508 |
| Minority interest in income of BlackRock | 6 | 14 | (20) | | |
| Income taxes | 837 | (672) | (38) | 1 | 128 |
| Net income | \$ 1,484 | \$ (1,104) | \$ (42) | \$ 42 | \$ 380 |

(a) See note (a) on page A1.

(b) Includes the impact of the following items, all on a pretax basis: \$2,078 million gain on BlackRock/MLIM transaction, \$196 million securities portfolio rebalancing loss, \$72 million of BlackRock/MLIM transaction integration costs, and \$48 million mortgage loan portfolio repositioning loss.

(c) BlackRock investment revenue represents PNC's approximately 69% ownership interest in earnings of BlackRock for the third quarter of 2006, excluding pretax BlackRock/MLIM transaction integration costs totaling \$72 million. The income taxes amount represents additional income taxes recorded by PNC related to BlackRock earnings.

The PNC Financial Services Group, Inc.
Third Quarter 2007
Earnings Conference Call
October 18, 2007

This
presentation
contains
forward-looking
statements
regarding
our

outlook
or
expectations
relating
to
PNC's
future
business,
operations,
financial
condition,
financial
performance
and
asset
quality.
Forward-looking
statements
are
necessarily
subject
to
numerous
assumptions,
risks
and
uncertainties,
which
change
over
time.
The
forward-looking
statements
in
this
presentation
are
qualified
by
the
factors
affecting
forward-looking
statements
identified
in
the
more
detailed

Cautionary
Statement
included
in
the
Appendix,
which
is
included
in
the
version
of
the
presentation
materials
posted
on
our
corporate
website
at
www.pnc.com/investorevents.

We
provide
greater
detail
regarding
these
factors
in
our
2006
Form
10-K,
including
in
the
Risk
Factors
and
Risk
Management
sections,
and
in
our
first
and
second

quarter
2007
Form
10-Qs
and
other
SEC
reports
(accessible
on
the
SEC's
website
at
www.sec.gov
and
on
or
through
our
corporate
website).

Future events or circumstances may change our outlook or expectations and may also affect the nature of the assumptions, risks and uncertainties to which our forward-looking statements are subject. The forward-looking statements in this presentation speak only as of the date of this presentation. We do not assume any duty and do not undertake to update those statements.

In
this
presentation,
we
will
sometimes
refer
to
adjusted
results
to
help
illustrate
the
impact
of
the
deconsolidation
of
BlackRock
near
the
end
of
third

quarter
2006
and
the
impact
of
certain
types
of
items.
Adjusted
results
reflect,
as
applicable,
the
following
types
of
adjustments:
(1)
2006
periods
reflect
the
impact
of
the
deconsolidation
of
BlackRock
by
adjusting
as
if
we
had
recorded
our
BlackRock
investment
on
the
equity
method
prior
to
its
deconsolidation;
(2)

adjusting
the
2006
periods
to
exclude
the
impact
of
the
third
quarter
2006
gain
on
the
BlackRock/MLIM
transaction
and
losses
on
the
repositioning
of
PNC's
securities
and
mortgage
loan
portfolios;
(3)
adjusting
fourth
quarter
2006
and
the
2007
periods
to
exclude
the
net
mark-to-market
adjustments
on
PNC's
remaining
BlackRock
LTIP

shares
obligation
and,
as
applicable,
the
gain
PNC
recognized
in
first
quarter
2007
in
connection
with
the
company's
transfer
of
BlackRock
shares
to
satisfy
a
portion
of
its
BlackRock
LTIP
shares
obligation;
(4)
adjusting
all
periods
to
exclude,
as
applicable,
integration
costs
related
to
acquisitions
and
to
the
BlackRock/MLIM
transaction;

and
(5)
adjusting,
as
appropriate,
for
the
tax
impact
of
these
adjustments.
We
have
provided
these
adjusted
amounts
and
reconciliations
so
that
investors,
analysts,
regulators
and
others
will
be
better
able
to
evaluate
the
impact
of
these
items
on
our
results
for
the
periods
presented,
in
addition
to
providing
a

basis
of
comparability
for
the
the
impact
of
the
BlackRock
deconsolidation
given
the
magnitude
of
the
the
impact
of
deconsolidation
on
various
components
of
our
income
statement
and
balance
sheet.
We
believe
that
information
as
adjusted
for
the
the
impact
of
the
specified
items
may
be
useful
due
to
the
extent
to
which

these
items
are
not
indicative
of
our
ongoing
operations
as
the
result
of
our
management
activities
on
those
operations.
While
we
have
not
provided
other
adjustments
for
the
periods
discussed,
this
is
not
intended
to
imply
that
there
could
not
have
been
other
similar
types
of
adjustments,
but
any
such

adjustments
would
not
have
been
similar
in
magnitude
to
the
amount
of
the
adjustments
shown.

In
certain
discussions,
we
also
provide
revenue
information
on
a
taxable-equivalent
basis
by
increasing
the
interest
income
earned
on
tax-exempt
assets
to
make
it
fully
equivalent
to
interest
income
earned
on
taxable
investments.
We
believe

this
adjustment
may
be
useful
when
comparing
yields
and
margins
for
all
earning
assets.
This
presentation
may
also
include
a
discussion
of
other
non-GAAP
financial
measures,
which,
to
the
extent
not
so
qualified
therein
or
in
the
Appendix,
is
qualified
by
GAAP
reconciliation
information
available
on
our
corporate
website
at

www.pnc.com

under

About

PNC

Investor

Relations.

Cautionary Statement Regarding Forward-Looking
Information and Adjusted Information

Organic client growth is strong
Expense base contained and well managed
Primary businesses met or exceeded expectations
Asset quality remains strong
Mercantile integration successful
Well-positioned balance sheet
Continuing to Execute on Our Strategies

2007 Third Quarter Highlights

Key Take-Aways

Execution Delivers Outstanding Results

Reported 3Q07 earnings of \$1.19 per diluted share

Adjusted earnings

1

of \$1.37 per diluted share

Diverse revenue streams delivering strong results despite

market volatility

Continued to create year-to-date positive operating leverage
on an adjusted basis

2

Maintaining a moderate risk profile and flexible balance
sheet

(1)

Adjusted third quarter 2007 earnings are reconciled to GAAP earnings in the Appendix.

(2)

GAAP basis operating leverage for the year-to-date period was negative due to the impact of the third quarter 2006 gain from the
BlackRock/MLIM transaction and is reconciled in the Appendix.

Nine months ended September 30, As Adjusted

1,2

+15%

+32%

+20%

+20%

Growing High Quality Revenue Streams

Total Revenue Growth

(1)

Adjusted amounts are reconciled to GAAP amounts in the Appendix.

(2)

Unadjusted 2006 mix: noninterest income 76%, deposit net interest income 14%, loan net interest income 10%.

Unadjusted 2007 mix: noninterest income 58%, deposit net interest income 26%, loan net interest income 16%.

(3)

Unadjusted % change: total revenue (28%), noninterest income (45%), deposit net interest income 32%, loan net interest income 16%
2007 vs 2006

1,3

2006 Mix

2006 Mix

Revenue Mix

2007 Mix

2007 Mix

Noninterest

Income

61%

Deposit NII

23%

Loan NII

16%

Noninterest

Income

58%

Deposit NII

26%

Loan NII

16%

\$5.5

5.0

4.5

4.0

3.5

3.0

2.5

2.0

1.5

1.0

0.5

\$0.0

\$0
\$1
\$2
\$3
\$4
\$5
\$6

\$7

2004

2005

2006

Revenue

9%

Creating Positive Operating Leverage

Growing Revenues Faster Than Expenses

billions

Compound Annual

Growth Rate

(2004

2006)

Adjusted Revenue

(as reported

\$5.5 billion, \$6.3 billion, \$8.6 billion for 2004, 2005, 2006, respectively)

Adjusted Noninterest

Expense

(as reported \$3.7 billion, \$4.3 billion, \$4.4 billion for 2004, 2005, 2006, respectively)

Adjusted Net Income

(as reported \$1.2 billion, \$1.3 billion, \$2.6 billion for 2004, 2005, 2006, respectively)

Net Income

12%

\$1.2

\$1.3

\$1.5

Expense

7%

Revenue +20%

Expense +15%

Net Income +19%

Trend Continues¹

(1) As reported: revenue (28%) expense (11%) net income (42%). Adjusted amounts are reconciled to GAAP in the Appendix

Nine months ended September 30, as adjusted

2007 vs 2006

Maintaining a Moderate Risk Profile

Strong credit quality

Credit decisions driven by risk-adjusted returns

Minimal exposure to subprime mortgages, high-yield bridge and leveraged finance loans

No hung
syndications
Relatively low commercial real
estate exposure as a percentage of
Tier 1 capital
Credit Risk Profile
Well-Positioned for the Yield Curve
Duration of equity
3 years
Low loan to deposit ratio
High fee income to revenue
percentage
High demand deposits as a
percentage of total deposits

Cautionary Statement Regarding
Forward-Looking Information
Appendix
We
make
statements
in

this
presentation,
and
we
may
from
time
to
time
make
other
statements,
regarding
our
outlook
or
expectations
for
earnings,
revenues,
expenses
and/or
other
matters
regarding
or
affecting
PNC
that
are
forward-looking
statements
within
the
meaning
of
the
Private
Securities
Litigation
Reform
Act.
Forward-looking
statements
are
typically
identified
by
words
such

as
believe,
expect,
anticipate,
intend,
outlook,
estimate,
forecast,
project
and
other
similar
words
and
expressions.
Forward-looking
statements
are
subject
to
numerous
assumptions,
risks
and
uncertainties,
which
change
over
time.
Forward-looking
statements
speak
only
as
of
the
date
they
are
made.
We
do
not
assume
any
duty
and
do
not
undertake

to
update
our
forward-looking
statements.
Because
forward-looking
statements
are
subject
to
assumptions
and
uncertainties,
actual
results
or
future
events
could
differ,
possibly
materially,
from
those
that
we
anticipated
in
our
forward-looking
statements,
and
future
results
could
differ
materially
from
our
historical
performance.
Our
forward-looking
statements
are
subject
to
the
following

principal
risks
and
uncertainties.
We
provide
greater
detail
regarding
some
of
these
factors
in
our
Form
10-K
for
the
year
ended
December
31,
2006,
including
in
the
Risk
Factors
and
Risk
Management
sections
of
that
report,
and
in
our
first
and
second
quarter
2007
Form
10-Qs
and
other
SEC
reports.

Our forward-looking statements may also be subject to other risks and uncertainties, including those that we may discuss elsewhere in this news release or in our filings with the SEC, accessible on the SEC's website at www.sec.gov and on or through our corporate website at www.pnc.com under About PNC

Investor
Relations

Financial
Information.

Our
businesses
and
financial
results
are
affected
by
business
and
economic
conditions,
both
generally
and
specifically
in
the
principal
markets
in
which
we
operate.

In
particular,
our
businesses
and
financial
results
may
be
impacted
by

Changes in interest rates and valuations in the debt, equity and
other financial markets.

Disruptions
in
the
liquidity
and
other
functioning
of

financial
markets,
including
such
disruptions
in
the
markets
for
real
estate
and
other
assets
commonly securing financial products.

Actions by the Federal Reserve and other government agencies, including those that impact money supply and market interest rates.

Changes
in
our
customers ,
suppliers
and
other
counterparties
performance
in
general
and
their
creditworthiness
in
particular.

Changes
in
customer
preferences
and
behavior,
whether
as
a
result
of
changing
business
and
economic
conditions
or
other

factors.

A continuation of recent turbulence in significant portions of the global financial markets could impact our performance, both directly by affecting our revenues and the value of our assets and liabilities and indirectly by affecting the economy generally.

Our operating results are affected by our liability to provide shares

of
BlackRock
common
stock
to
help
fund
BlackRock
long-term
incentive
plan
(LTIP)
programs,
as
our
LTIP
liability
is
adjusted
quarterly
(marked-to-market)
based
on
changes
in
BlackRock's
common
stock
price
and
the
number
of
remaining
committed
shares,
and
we
recognize
gain
or
loss
on
such
shares
at
such
times
as
shares

are
transferred
for
payouts
under
the
LTIP
programs.

Competition
can
have
an
impact
on
customer
acquisition,
growth
and
retention,
as
well
as
on
our
credit
spreads
and
product
pricing,
which
can
affect
market
share, deposits and revenues.

Our
ability
to
implement
our
business
initiatives

and
strategies
could
affect
our
financial
performance
over
the
next
several
years.

Legal
and
regulatory
developments
could
have
an
impact
on
our
ability
to
operate
our
businesses
or
our
financial
condition
or
results
of
operations
or
our
competitive
position
or
reputation.
Reputational
impacts,
in
turn,
could
affect
matters
such
as

business
generation
and
retention,
our
ability
to
attract
and
retain
management,
liquidity
and
funding.

These
legal
and
regulatory
developments
could
include:

(a)
the
unfavorable
resolution
of
legal
proceedings
or
regulatory
and
other
governmental
inquiries;

(b)
increased
litigation
risk
from
recent
regulatory
and
other
governmental
developments;

(c)
the
results
of
the

regulatory
examination
process,
our
failure
to
satisfy
the
requirements
of
agreements
with
governmental
agencies,
and
regulators
future
use
of
supervisory
and
enforcement
tools;
(d)
legislative
and
regulatory
reforms,
including
changes
to
laws
and
regulations
involving
tax,
pension,
education
lending,
and
the
protection
of
confidential
customer
information;
and
(e)
changes
in

accounting
policies
and
principles.

Our
business
and
operating
results
are
affected
by
our
ability
to
identify
and
effectively
manage
risks
inherent
in
our
businesses,
including,
where
appropriate,
through
the
effective
use
of
third-party
insurance
and
capital
management
techniques.

Our
ability
to
anticipate
and
respond
to
technological
changes
can
have
an

impact
on
our
ability
to
respond
to
customer
needs
and
to
meet
competitive
demands.

The
adequacy
of
our
intellectual
property
protection,
and
the
extent
of
any
costs
associated
with
obtaining
rights
in
intellectual
property
claimed
by
others,
can
impact
our
business
and
operating
results.

Our
business
and
operating
results
can

also
be
affected
by
widespread
natural
disasters,
terrorist
activities
or
international
hostilities,
either
as
a
result
of
the
impact
on
the
economy
and
financial
and
capital
markets
generally
or
on
us
or
on
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
2006
Form
10-K,
including
in
the
Risk
Factors
section,
and
in
BlackRock's
other
filings
with
the
SEC,
accessible
on
the
SEC's
website
and
on
or
through
BlackRock's
website

at
www.blackrock.com.

We
grow
our
business
from
time
to
time
by
acquiring
other
financial
services
companies,
including
our
pending
Sterling
Financial
Corporation
(Sterling)
and
Yardville
National
Bancorp
(Yardville)
acquisitions.
Acquisitions
in
general
present
us
with
risks
other
than
those
presented
by
the
nature
of
the
business
acquired.
In
particular,
acquisitions

may
be
substantially
more
expensive
to
complete
(including
as
a
result
of
costs
incurred
in
connection
with
the
integration
of
the
acquired
company)
and
the
anticipated
benefits
(including
anticipated
cost
savings
and
strategic
gains)
may
be
significantly
harder
or
take
longer
to
achieve
than
expected.
In
some
cases,
acquisitions
involve

our
entry
into
new
businesses
or
new
geographic
or
other
markets,
and
these
situations
also
present
risks
resulting
from
our
inexperience
in
these
new
areas.
As
a
regulated
financial
institution,
our
pursuit
of
attractive
acquisition
opportunities
could
be
negatively
impacted
due
to
regulatory
delays
or
other
regulatory
issues.
Regulatory
and/or

legal
issues
related
to
the
pre-acquisition
operations
of
an
acquired
business
may
cause
reputational
harm
to
PNC
following
the
acquisition
and
integration
of
the
acquired
business
into
ours
and
may
result
in
additional
future
costs
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, Yardville's, Sterling's or other company's actual or anticipated results.

Cautionary Statement Regarding

Forward-Looking Information (continued)

Appendix

The
PNC
Financial
Services
Group,
Inc.
and

Sterling
Financial
Corporation
will
be
filing
a
proxy
statement/prospectus
and
other
relevant
documents
concerning
the
merger
with
the
United
States
Securities
and
Exchange
Commission
(the
SEC).

WE
URGE
INVESTORS
TO
READ
THE
PROXY
STATEMENT/PROSPECTUS
AND
ANY
OTHER
DOCUMENTS
TO
BE
FILED
WITH
THE
SEC
IN
CONNECTION
WITH
THE
MERGER
OR

INCORPORATED
BY
REFERENCE
IN
THE
PROXY
STATEMENT/PROSPECTUS
BECAUSE
THEY
WILL
CONTAIN
IMPORTANT
INFORMATION.

Investors
will
be
able
to
obtain
these
documents
free
of
charge
at
the
SEC's
web
site
at
<http://www.sec.gov>.

In
addition,
documents
filed
with
the
SEC
by
The
PNC
Financial
Services
Group,
Inc.
will
be
available
free
of

charge
from
Shareholder
Relations
at
(800)
843-2206.
Documents
filed
with
the
SEC
by
Sterling
Financial
Corporation
will
be
available
free
of
charge
from
Sterling
Financial
Corporation
by
contacting
Shareholder
Relations
at
(877)
248-6420.
The
directors,
executive
officers,
and
certain
other
members
of
management
and
employees
of
Sterling
Financial
Corporation
are

participants
in
the
solicitation
of
proxies
in
favor
of
the
merger
from
the
shareholders
of
Sterling
Financial
Corporation.
Information
about
the
directors
and
executive
officers
of
Sterling
Financial
Corporation
is
included
in
the
proxy
statement
for
its
May
8,
2007
annual
meeting
of
shareholders,
which
was
filed
with
the
SEC

on
April
2,
2007.
Additional
information
regarding
the
interests
of
such
participants
will
be
included
in
the
proxy
statement/prospectus
and
the
other
relevant
documents
filed
with
the
SEC
when
they
become
available.

Additional Information About The PNC/Sterling
Financial Corporation Transaction
Appendix

The
PNC
Financial
Services
Group,
Inc.
(PNC)

and
Yardville
National
Bancorp
(Yardville)
have
filed
with
the
United
States
Securities
and
Exchange
Commission
(the
SEC)
a
proxy
statement/prospectus
and
other
relevant
documents
concerning
the
proposed
transaction.

YARDVILLE
SHAREHOLDERS
ARE
URGED
TO
READ
THE
PROXY
STATEMENT/PROSPECTUS
REGARDING
THE
PROPOSED
MERGER
OF
PNC
AND
YARDVILLE,
WHICH
WAS
FIRST
MAILED
TO

YARDVILLE
SHAREHOLDERS
ON
OR
ABOUT
SEPTEMBER
5,
2007,
BECAUSE
IT
CONTAINS
IMPORTANT
INFORMATION.

Yardville
shareholders
may
obtain
a
free
copy
of
the
proxy
statement/prospectus
and
other
related
documents
filed
by
PNC
and
Yardville
with
the
SEC
at
the
SEC's
web
site
at
<http://www.sec.gov>.
In
addition,
documents
filed
with
the
SEC

by
PNC
will
be
available
free
of
charge
from
Shareholder
Relations
at
(800)
843-2206.
Documents
filed
with
the
SEC
by
Yardville
will
be
available
free
of
charge
from
Yardville
by
contacting
Howard
N.
Hall,
Assistant
Treasurer s
Office,
2465
Kuser
Road,
Hamilton,
NJ
08690
or
by
calling
(609)
631-6223.
The
directors,

executive
officers,
and
certain
other
members
of
management
and
employees
of
Yardville
are
participants
in
the
solicitation
of
proxies
in
favor
of
the
merger
from
the
shareholders
of
Yardville.
Information
about
the
directors
and
executive
officers
of
Yardville
is
set
forth
in
its
Annual
Report
on
Form
10-K
filed
on

March
30,
2007
for
the
year
ended
December
31,
2006,
as
amended
by
the
Form
10-K/A
filed
on
May
10,
2007.
Additional
information
regarding
the
interests
of
such
participants
is
included
in
the
proxy
statement/prospectus
and
the
other
relevant
documents
filed
with
the
SEC.
Additional Information About The PNC/
Yardville National Bancorp Transaction
Appendix

Non-GAAP to GAAP
Reconcilement
Earnings Summary
Appendix
THREE MONTHS ENDED
In millions, except per share data
Adjustments,

Net
 Diluted
 Adjustments,
 Net
 Diluted
 Pretax
 Income
 EPS
 Pretax
 Income
 EPS
 Net income, as reported
 \$407
 \$1.19
 \$423
 \$1.22
 Adjustments:
 BlackRock LTIP (a)
 \$50
 32
 .09

 \$1
 Integration costs (b)
 43

 30

 .09

 16

 11

 .03

 Net income, as adjusted
 \$469
 \$1.37
 \$434
 \$1.25
 Adjustments,
 Net
 Diluted
 Pretax
 Income
 EPS
 Net income, as reported
 \$1,484
 \$5.01

Adjustments:

Gain on BlackRock/MLIM transaction (c)
\$(2,078)
(1,293)

(4.36)

Securities portfolio rebalancing loss (c)
196
127

.43

Integration costs (b)
72
31

.10

Mortgage loan portfolio repositioning loss (c)
48
31

.10

Net income, as adjusted

\$380

\$1.28

(a)

Includes

the

impact

of

the

gain

recognized

in

connection

with

PNC's

transfer

of

BlackRock

shares

to

satisfy

a

portion

of

our

BlackRock
LTIP
shares
obligation
and
the

net mark-to-market adjustment on our remaining BlackRock LTIP shares obligation, as applicable.

(b)

In
addition
to
acquisition
integration
costs
related
to
recent
or
pending
PNC
acquisitions
reflected
in
the
2007
periods,
all
2007
and
2006
periods
presented
include
BlackRock/MLIM
transaction
integration
costs.

BlackRock/MLIM
transaction
integration
costs
recognized
by
PNC
in
2007
were
included
in
noninterest

income
as
a
negative
component
of
the
"Asset
management"
line
item,
which
includes
the
impact
of
our
equity
earnings
from
our
investment
in
BlackRock.

The
third
quarter
of
2006

BlackRock/MLIM transaction integration costs were included in noninterest expense.

(c) Included in noninterest income on a pretax basis.

September 30, 2007

June 30, 2007

September 30, 2006

Non-GAAP to GAAP
Reconcilement
Income Statement Summary
For the Nine Months Ended September 30
Appendix
NINE MONTHS ENDED
In millions

As Reported
 Adjustments
 As Adjusted (a)
 As Reported
 Adjustments
 As Adjusted (b)
 Net interest income
 \$2,122
 \$2,122
 \$1,679
 (\$10)
 \$1,669
 Net interest income:
 % Change As
 Reported
 % Change As
 Adjusted
 Loans
 806

 806

 682

 (10)

 672

 18%
 20%
 Deposits
 1,316

 1,316

 997

 997

 32%
 32%
 Noninterest Income
 2,956

 \$4
 2,960

 5,358

 (2,777)

2,581

(45%)

15%

Total revenue

5,078

4

5,082

7,037

(2,787)

4,250

(28%)

20%

Loan net interest income as a % of total revenue

15.9%

15.9%

9.7%

15.8%

Deposit net interest income as a % of total revenue

25.9%

25.9%

14.2%

23.5%

Noninterest income as a % of total revenue

58.2%

58.2%

76.1%

60.7%

Provision for credit losses

127

127

82

82

Noninterest income

2,956

4

2,960

5,358

(2,777)

2,581

Noninterest expense

3,083

(67)

3,016

3,474

(856)

2,618

(11%)

15%

Income before minority interest
and income taxes

1,868

71

1,939

3,481

(1,931)

1,550

Minority interest in income
of BlackRock

47

(47)

Income taxes

579

23

602

1,215

(788)

427

Net income

\$1,289

\$48

\$1,337

\$2,219

(\$1,096)

\$1,123

(42%)

19%

OPERATING LEVERAGE - NINE MONTHS ENDED

As Reported

As Adjusted

Total revenue

(28%)

20%

Noninterest expense

(11%)

15%

Operating leverage

(17%)

5%

(a)

Amounts
adjusted
to
exclude
the
impact
of
the
following
pretax
items:
(1)
the
gain
of
\$83
million
recognized
in
connection
with
PNC's
transfer
of
BlackRock
shares
to
satisfy
a
portion
of
our
BlackRock
LTIP
shares
obligation,
(2)
the
net
mark-to-market
adjustment
totaling
\$82
million
on
our
remaining
BlackRock
LTIP
shares

obligation,
and

(3)
acquisition
and

BlackRock/MLIM

transaction integration costs totaling \$72 million. The net tax impact of these items is reflected in the adjustment to income tax

(b)
Amounts
adjusted
to
exclude

the
the
impact
of
the
following

pretax
items:

(1)
the
gain
of
\$2.078
billion

on
the
BlackRock/MLIM
transaction,

(2)
the
loss
of
\$196
million
on
the
securities
portfolio
rebalancing,

(3)
BlackRock/MLIM
transaction
integration
costs
of
\$91
million
for
the

first
nine
months
of
2006,
and
(4)
the
mortgage
loan
portfolio
repositioning
loss
of
\$48
million.

The
net
tax
impact
of
these
items
is
reflected
in
the
adjustment
to
income
taxes.

We
believe
that
information
as
adjusted
for
the
impact
of
these
items
may
be
useful
due
to
the
extent

to
which
these
items
are
not
indicative
of
our
ongoing
operations
as
the
result
of
our
management
activities.
Additionally,
the
amounts
are
also
adjusted
as
if
we
had
recorded
our
investment
in
BlackRock
on
the
equity
method.
We
believe
that
providing
amounts
adjusted
as
if
we
had
recorded
our
investment

in
BlackRock
on
the
equity
method
for
all
periods
presented
provides
a

basis of comparability for the impact of the BlackRock deconsolidation given the magnitude of the impact on various components
2006 to 2007 Change
September 30, 2007
September 30, 2006

Non-GAAP to GAAP
Reconciliation
Income Statement Summary
For the Three Months Ended
Appendix
For the three months ended September 30, 2007
PNC

PNC

In millions

As Reported

Adjustments (a)

As Adjusted

Reported

Adjusted

Net interest income

\$761

\$761

Loan net interest income

294

294

5%

5%

Deposit net interest income

467

467

2%

2%

Provision for credit losses

65

65

Net interest income less provision for credit losses

696

696

Asset management

204

\$2

206

Other

786

50

836

Total noninterest income

990

52

1,042

2%

7%

Compensation and benefits

553

(16)

537

Other

546

(25)

521

Total noninterest expense

1,099

(41)
 1,058
 6%
 3%
 Income before income taxes
 587
 93
 680
 Income taxes
 180
 31
 211
 Net income
 \$407
 \$62
 \$469
 (4%)
 8%
 For the three months ended June 30, 2007
 PNC
 PNC
 In millions
 As Reported
 Adjustments (b)
 As Adjusted
 Net interest income
 \$738
 \$738
 Loan net interest income
 280
 280
 Deposit net interest income
 458
 458
 Provision for credit losses
 54
 54
 Net interest income less provision for credit losses
 684
 684
 Asset management
 190
 \$1
 191
 Other
 785
 1
 786
 Total noninterest income
 975

2
977
Compensation and benefits
544
(9)
535
Other
496
(6)
490
Total noninterest expense
1,040
(15)
1,025
Income before income taxes
619
17
636
Income taxes
196
6
202
Net income
\$423
\$11
\$434
% Change vs. June 30, 2007
(a)
Includes
the
impact
of
the
following
items
on
a
pretax
basis:
\$50
million
net
loss
related
to
our
BlackRock
LTIP
shares
obligation

and
\$43
million
of
acquisition
and
BlackRock/MLIM transaction integration costs. The net tax impact of these items is reflected in the adjustment to income tax expense.

(b)
Includes
the
impact
of
the
following
items
on
a
pretax
basis:
\$16
million
of
acquisition
and
BlackRock/MLIM
transaction
integration
costs
and
\$1
million
net
loss
related to our BlackRock LTIP shares obligation. The net tax impact of these items is reflected in the adjustment to income tax expense.

Non-GAAP to GAAP
Reconciliation
Income Statement Summary
2004 to 2006
Appendix
BlackRock
For the year ended December 31, 2006

PNC
 Deconsolidation and
 BlackRock
 PNC
 In millions
 As Reported
 Adjustments (a)
 Other Adjustments
 Equity Method
 As Adjusted
 Net interest income
 \$2,245
 \$(10)
 \$2,235
 Provision for credit losses
 124
 124
 Noninterest income
 6,327
 \$(1,812)
 (1,087)
 \$144
 3,572
 Noninterest expense
 4,443
 (91)
 (765)
 3,587
 Income before minority interest and income taxes
 4,005
 (1,721)
 (332)
 144
 2,096
 Minority interest in income of BlackRock
 47
 18
 (65)
 Income taxes
 1,363
 (658)
 (130)
 7
 582
 Net income
 \$2,595
 \$(1,081)
 \$(137)
 \$137
 \$1,514

For the year ended December 31, 2005

BlackRock

PNC

Deconsolidation and

BlackRock

PNC

In millions

As Reported

Other Adjustments

Equity Method

As Adjusted

Net interest income

\$2,154

\$(12)

\$2,142

Provision for credit losses

21

21

Noninterest income

4,173

(1,214)

\$163

3,122

Noninterest expense

4,306

(853)

3,453

Income before minority interest and income taxes

2,000

(373)

163

1,790

Minority interest in income of BlackRock

71

(71)

Income taxes

604

(150)

11

465

Net income

\$1,325

\$(152)

\$152

\$1,325

(a)

Includes

the

impact

of

the
following
items,
all
on
a
pretax
basis,
and
adjustment
for
the
tax
impact
thereof:
\$2,078
million
gain
on
BlackRock/MLIM
transaction,
\$196
million
securities
portfolio
rebalancing
loss,
\$101
million
of
BlackRock/MLIM
transaction
integration
costs,
\$48
million
mortgage
loan
portfolio
repositioning
loss,
and
\$12 million net loss related to our BlackRock LTIP shares obligation.

Non-GAAP to GAAP
Reconciliation
Income Statement Summary
2004 to 2006 (continued)
Appendix
For the year ended December 31, 2004
BlackRock

PNC
 Deconsolidation and
 BlackRock
 PNC
 In millions
 As Reported
 Other Adjustments
 Equity Method
 As Adjusted
 Net interest income
 \$1,969
 \$(14)
 \$1,955
 Provision for credit losses
 52
 52
 Noninterest income
 3,572
 (745)
 \$101
 2,928
 Noninterest expense
 3,712
 (564)
 3,148
 Income before minority interest and income taxes
 1,777
 (195)
 101
 1,683
 Minority interest in income of BlackRock
 42
 (42)
 Income taxes
 538
 (59)
 7
 486
 Net income
 \$1,197
 \$(94)
 \$94
 \$1,197
 In millions
 2004
 2005
 2006
 CAGR
 Adjusted net interest income
 \$1,955

\$2,142
 \$2,235
 Adjusted noninterest income
 2,928
 3,122
 3,572
 Adjusted total revenue
 4,883
 5,264
 5,807
 9%
 Adjusted noninterest expense
 3,148
 3,453
 3,587
 7%
 Adjusted net income
 \$1,197
 \$1,325
 \$1,514
 12%
 In millions
 2004
 2005
 2006
 CAGR
 Net interest income, as reported
 \$1,969
 \$2,154
 \$2,245
 Noninterest income, as reported
 3,572
 4,173
 6,327
 Total revenue, as reported
 5,541
 6,327
 8,572
 24%
 Noninterest expense, as reported
 3,712
 4,306
 4,443
 9%
 Net income, as reported
 \$1,197
 \$1,325
 \$2,595
 47%