# THE PNC FINANCIAL SERVICES GROUP, INC. 

## FINANCIAL SUPPLEMENT SECOND QUARTER 2012 <br> (Unaudited)

# THE PNC FINANCIAL SERVICES GROUP, INC. <br> FINANCIAL SUPPLEMENT <br> SECOND QUARTER 2012 <br> (UNAUDITED) 

Page
Consolidated Results:
Income Statement ..... 1
Balance Sheet ..... 2
Capital Ratios ..... 2
Average Balance Sheet ..... 3-4
Details of Net Interest Margin ..... 5
Per Share Related Information ..... 6
Selected Income Statement Information ..... 6
Summary of Changes in Residential Mortgage Repurchase Reserve ..... 6
Loans, Loans Held for Sale, and Net Unfunded Commitments ..... 7
Allowances for Credit Losses ..... 8
Purchase Accounting Accretion and Valuation of Purchased Impaired Loans ..... 9
Nonperforming Assets and Troubled Debt Restructurings ..... 10-11
Accruing Loans Past Due ..... 12
Business Segment Results:
Descriptions ..... 13
Income and Revenue ..... 14
Period End Employees ..... 14
Retail Banking ..... 15-16
Corporate \& Institutional Banking ..... 17
Asset Management Group ..... 18
Residential Mortgage Banking ..... 19
Non-Strategic Assets Portfolio ..... 20
Glossary of Terms ..... 21-24

The information contained in this Financial Supplement is preliminary, unaudited and based on data available on July 18, 2012. We have reclassified certain prior period amounts to be consistent with the current period presentation, which we believe is more meaningful to readers of our consolidated financial statements. This information speaks only as of the particular date or dates included in the schedules. We do not undertake any obligation to, and disclaim any duty to, correct or update any of the information provided in this Financial Supplement. Our future financial performance is subject to risks and uncertainties as described in our United States Securities and Exchange Commission (SEC) filings.

## BUSINESS

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

Consolidated Income Statement (Unaudited)

|  | Three months ended |  |  |  |  |  |  |  |  |  | Six months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { June } 30 \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { March } 31 \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{array}{r} \hline \text { December } 31 \\ 2011 \\ \hline \end{array}$ |  | September 302011 |  | $\begin{gathered} \hline \text { June } 30 \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2011 \end{gathered}$ |  |
| In millions, except per share data |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 2,163 | \$ | 1,951 | \$ | 1,902 | \$ | 1,904 | \$ | 1,905 | \$ | 4,114 | \$ | 3,789 |
| Investment securities |  | 527 |  | 526 |  | 523 |  | 511 |  | 549 |  | 1,053 |  | 1,127 |
| Other |  | 106 |  | 120 |  | 109 |  | 115 |  | 93 |  | 226 |  | 214 |
| Total interest income |  | 2,796 |  | 2,597 |  | 2,534 |  | 2,530 |  | 2,547 |  | 5,393 |  | 5,130 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 83 |  | 103 |  | 139 |  | 167 |  | 180 |  | 186 |  | 362 |
| Borrowed funds |  | 187 |  | 203 |  | 196 |  | 188 |  | 217 |  | 390 |  | 442 |
| Total interest expense |  | 270 |  | 306 |  | 335 |  | 355 |  | 397 |  | 576 |  | 804 |
| Net interest income |  | 2,526 |  | 2,291 |  | 2,199 |  | 2,175 |  | 2,150 |  | 4,817 |  | 4,326 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset management |  | 278 |  | 284 |  | 250 |  | 287 |  | 288 |  | 562 |  | 551 |
| Consumer services |  | 290 |  | 264 |  | 269 |  | 330 |  | 333 |  | 554 |  | 644 |
| Corporate services |  | 290 |  | 232 |  | 266 |  | 187 |  | 228 |  | 522 |  | 445 |
| Residential mortgage (a) |  | (173) |  | 230 |  | 157 |  | 198 |  | 163 |  | 57 |  | 358 |
| Service charges on deposits |  | 144 |  | 127 |  | 140 |  | 140 |  | 131 |  | 271 |  | 254 |
| Net gains on sales of securities |  | 62 |  | 57 |  | 62 |  | 68 |  | 82 |  | 119 |  | 119 |
| Net other-than-temporary impairments |  | (34) |  | (38) |  | (44) |  | (35) |  | (39) |  | (72) |  | (73) |
| Other |  | 240 |  | 285 |  | 250 |  | 194 |  | 266 |  | 525 |  | 609 |
| Total noninterest income |  | 1,097 |  | 1,441 |  | 1,350 |  | 1,369 |  | 1,452 |  | 2,538 |  | 2,907 |
| Total revenue |  | 3,623 |  | 3,732 |  | 3,549 |  | 3,544 |  | 3,602 |  | 7,355 |  | 7,233 |
| Provision For Credit Losses |  | 256 |  | 185 |  | 190 |  | 261 |  | 280 |  | 441 |  | 701 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personnel |  | 1,119 |  | 1,111 |  | 1,052 |  | 949 |  | 976 |  | 2,230 |  | 1,965 |
| Occupancy |  | 199 |  | 190 |  | 198 |  | 171 |  | 176 |  | 389 |  | 369 |
| Equipment |  | 181 |  | 175 |  | 177 |  | 159 |  | 158 |  | 356 |  | 325 |
| Marketing |  | 67 |  | 68 |  | 74 |  | 72 |  | 63 |  | 135 |  | 103 |
| Other (b) |  | 1,082 |  | 911 |  | 1,218 |  | 789 |  | 803 |  | 1,993 |  | 1,484 |
| Total noninterest expense (c) |  | 2,648 |  | 2,455 |  | 2,719 |  | 2,140 |  | 2,176 |  | 5,103 |  | 4,246 |
| Income before income taxes and noncontrolling interests |  | 719 |  | 1,092 |  | 640 |  | 1,143 |  | 1,146 |  | 1,811 |  | 2,286 |
| Income taxes |  | 173 |  | 281 |  | 147 |  | 309 |  | 234 |  | 454 |  | 542 |
| Net income |  | 546 |  | 811 |  | 493 |  | 834 |  | 912 |  | 1,357 |  | 1,744 |
| Less: Net income (loss) attributable to noncontrolling interests |  | (5) |  | 6 |  | 17 |  | 4 |  | (1) |  | 1 |  | (6) |
| Preferred stock dividends and discount accretion |  | 25 |  | 39 |  | 25 |  | 4 |  | 25 |  | 64 |  | 29 |
| Net income attributable to common shareholders | \$ | 526 | \$ | 766 | \$ | 451 | \$ | 826 | \$ | 888 | \$ | 1,292 | \$ | 1,721 |
| Earnings Per Common Share |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 1.00 | \$ | 1.45 | \$ | . 86 | \$ | 1.57 | \$ | 1.69 | \$ | 2.44 | \$ | 3.27 |
| Diluted | \$ | . 98 | \$ | 1.44 | \$ | . 85 | \$ | 1.55 | \$ | 1.67 | \$ | 2.42 | \$ | 3.24 |
| Average Common Shares Outstanding |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 527 |  | 526 |  | 524 |  | 524 |  | 524 |  | 526 |  | 524 |
| Diluted |  | 530 |  | 529 |  | 526 |  | 526 |  | 527 |  | 529 |  | 527 |
| Efficiency |  | 73 \% |  | 66 \% |  | 77 \% |  | 60 \% |  | 60 \% |  | 69 \% |  | 59 \% |
| Noninterest income to total revenue |  | 30 \% |  | $39 \%$ |  | 38 \% |  | 39 \% |  | 40 \% |  | 35 \% |  | 40 \% |
| Effective tax rate (d) |  | 24.1 \% |  | 25.7 \% |  | 23.0 \% |  | 27.0 \% |  | 20.4 \% |  | 25.1 \% |  | 23.7 \% |

For additional information regarding footnotes (a) through (c) below, refer to Selected Consolidated Income Statement Information on page 6.
(a) Includes provision for residential mortgage repurchase obligations.
(b) Includes expenses for residential mortgage foreclosure-related matters, and noncash charges for unamortized discounts related to redemption of trust preferred securities.
(c) Includes integration costs.
(d) The effective income tax rates are generally lower than the statutory rate due to the relationship of pretax income to tax credits and earnings that are not subject to tax. The lower effective tax rate for the second quarter of 2011 was primarily attributable to a $\$ 54$ million benefit related to the reversal of deferred tax liabilities.

Consolidated Balance Sheet (Unaudited)

|  | June 30 |  | March 31 |  | December 31 |  | September 30 |  | June 30 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions, except par value |  | 2012 |  | 2012 |  | 2011 |  | 2011 |  | 2011 |
| Assets |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks (a) | \$ | 4,136 | \$ | 4,162 | \$ | 4,105 | \$ | 3,982 | \$ | 3,865 |
| Federal funds sold and resale agreements (b) |  | 1,646 |  | 1,371 |  | 2,205 |  | 1,806 |  | 2,357 |
| Trading securities |  | 2,121 |  | 2,639 |  | 2,513 |  | 2,960 |  | 2,075 |
| Interest-earning deposits with banks (a) |  | 3,995 |  | 2,084 |  | 1,169 |  | 2,773 |  | 4,508 |
| Loans held for sale (b) |  | 3,333 |  | 2,456 |  | 2,936 |  | 2,491 |  | 2,679 |
| Investment securities (a) |  | 61,937 |  | 64,554 |  | 60,634 |  | 62,105 |  | 59,414 |
| Loans (a) (b) |  | 180,425 |  | 176,214 |  | 159,014 |  | 154,543 |  | 150,319 |
| Allowance for loan and lease losses (a) |  | $(4,156)$ |  | $(4,196)$ |  | $(4,347)$ |  | $(4,507)$ |  | $(4,627)$ |
| Net loans |  | 176,269 |  | 172,018 |  | 154,667 |  | 150,036 |  | 145,692 |
| Goodwill |  | 9,158 |  | 9,169 |  | 8,285 |  | 8,207 |  | 8,182 |
| Other intangible assets |  | 1,804 |  | 2,019 |  | 1,859 |  | 1,949 |  | 2,412 |
| Equity investments (a) (c) |  | 10,617 |  | 10,352 |  | 10,134 |  | 9,915 |  | 9,776 |
| Other (a) (b) |  | 24,559 |  | 25,059 |  | 22,698 |  | 23,246 |  | 22,157 |
| Total assets | \$ | 299,575 | \$ | 295,883 | \$ | 271,205 | \$ | 269,470 | \$ | 263,117 |

Liabilities

| Deposits |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Noninterest-bearing | \$ | 64,476 | \$ | 62,463 | \$ | 59,048 | \$ | 55,180 | \$ | 52,683 |
| Interest-bearing |  | 142,447 |  | 143,664 |  | 128,918 |  | 132,552 |  | 129,208 |
| Total deposits |  | 206,923 |  | 206,127 |  | 187,966 |  | 187,732 |  | 181,891 |
| Borrowed funds |  |  |  |  |  |  |  |  |  |  |
| Federal funds purchased and repurchase agreements |  | 4,166 |  | 4,832 |  | 2,984 |  | 3,105 |  | 3,812 |
| Federal Home Loan Bank borrowings |  | 10,440 |  | 8,957 |  | 6,967 |  | 5,015 |  | 5,022 |
| Bank notes and senior debt |  | 10,185 |  | 12,065 |  | 11,793 |  | 11,990 |  | 10,526 |
| Subordinated debt |  | 7,593 |  | 8,221 |  | 8,321 |  | 9,564 |  | 9,358 |
| Other (a) |  | 11,305 |  | 8,464 |  | 6,639 |  | 5,428 |  | 6,458 |
| Total borrowed funds |  | 43,689 |  | 42,539 |  | 36,704 |  | 35,102 |  | 35,176 |
| Allowance for unfunded loan commitments and letters of credit |  | 224 |  | 243 |  | 240 |  | 217 |  | 202 |
| Accrued expenses (a) |  | 3,428 |  | 3,607 |  | 4,175 |  | 3,587 |  | 3,502 |
| Other (a) |  | 5,097 |  | 5,131 |  | 4,874 |  | 5,590 |  | 7,473 |
| Total liabilities |  | 259,361 |  | 257,647 |  | 233,959 |  | 232,228 |  | 228,244 |

## Equity

| Preferred stock (d) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Common stock - \$5 par value |  |  |  |  |  |  |  |  |  |  |
| Authorized 800 shares, issued 537, 537, 537, 536, and 536 shares |  | 2,687 |  | 2,685 |  | 2,683 |  | 2,682 |  | 2,682 |
| Capital surplus - preferred stock |  | 3,120 |  | 1,638 |  | 1,637 |  | 1,636 |  | 648 |
| Capital surplus - common stock and other |  | 12,098 |  | 12,074 |  | 12,072 |  | 12,054 |  | 12,025 |
| Retained earnings |  | 19,149 |  | 18,834 |  | 18,253 |  | 17,985 |  | 17,344 |
| Accumulated other comprehensive income (loss) |  | 402 |  | 281 |  | (105) |  | 397 |  | 69 |
| Common stock held in treasury at cost: $8,9,10,10$, and 10 shares |  | (451) |  | (467) |  | (487) |  | (535) |  | (533) |
| Total shareholders' equity |  | 37,005 |  | 35,045 |  | 34,053 |  | 34,219 |  | 32,235 |
| Noncontrolling interests |  | 3,209 |  | 3,191 |  | 3,193 |  | 3,023 |  | 2,638 |
| Total equity |  | 40,214 |  | 38,236 |  | 37,246 |  | 37,242 |  | 34,873 |
| Total liabilities and equity | \$ | 299,575 | \$ | 295,883 | \$ | 271,205 | \$ | 269,470 | \$ | 263,117 |
| Capital Ratios |  |  |  |  |  |  |  |  |  |  |
| Tier 1 common (e) |  | 9.3 \% |  | 9.3 \% |  | 10.3 \% |  | 10.5 \% |  | 10.5 \% |
| Tier 1 risk-based (e) |  | 11.4 |  | 11.4 |  | 12.6 |  | 13.1 |  | 12.8 |
| Total risk-based (e) |  | 14.3 |  | 14.4 |  | 15.8 |  | 16.5 |  | 16.2 |
| Leverage (e) |  | 10.1 |  | 10.5 |  | 11.1 |  | 11.4 |  | 11.0 |
| Common shareholders' equity to assets |  | 11.3 |  | 11.3 |  | 12.0 |  | 12.1 |  | 12.0 |

(a) Amounts include consolidated variable interest entities. Our first quarter 2012 Form 10-Q included, and second quarter 2012 Form 10-Q will include, additional information regarding these items.
(b) Amounts include assets for which PNC has elected the fair value option. Our first quarter 2012 Form 10-Q included, and second quarter 2012 Form 10-Q will include, additional information regarding these items.
(c) Amounts include our equity interest in BlackRock.
(d) Par value less than $\$ .5$ million at each date.
(e) The ratio as of June 30, 2012 is estimated.

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

|  | Three months ended |  |  |  |  |  |  |  |  |  | Six months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30 |  |  | March 31 | December 31 |  | September 30 |  | June 30 |  | June 30 |  |  | June 30 |
| In millions |  | 2012 |  | 2012 |  | 2011 |  | 2011 |  | 2011 |  | 2012 |  | 2011 |
| Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Securities available for sale |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage-backed |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agency | \$ | 26,968 | \$ | 27,031 | \$ | 25,691 | \$ | 22,822 | \$ | 25,993 | \$ | 27,000 | \$ | 27,555 |
| Non-agency |  | 6,716 |  | 6,577 |  | 6,859 |  | 7,135 |  | 7,618 |  | 6,646 |  | 7,836 |
| Commercial mortgage-backed |  | 3,561 |  | 3,774 |  | 3,640 |  | 3,623 |  | 3,278 |  | 3,667 |  | 3,288 |
| Asset-backed |  | 5,401 |  | 4,329 |  | 3,832 |  | 3,817 |  | 3,185 |  | 4,865 |  | 2,972 |
| US Treasury and government agencies |  | 2,549 |  | 3,123 |  | 3,376 |  | 3,699 |  | 4,505 |  | 2,836 |  | 5,090 |
| State and municipal |  | 1,902 |  | 1,770 |  | 1,767 |  | 1,929 |  | 2,234 |  | 1,836 |  | 2,158 |
| Other debt |  | 3,178 |  | 2,996 |  | 2,731 |  | 3,113 |  | 3,578 |  | 3,087 |  | 3,785 |
| Corporate stocks and other |  | 317 |  | 347 |  | 446 |  | 449 |  | 376 |  | 332 |  | 409 |
| Total securities available for sale |  | 50,592 |  | 49,947 |  | 48,342 |  | 46,587 |  | 50,767 |  | 50,269 |  | 53,093 |
| Securities held to maturity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage-backed |  | 4,259 |  | 4,576 |  | 4,658 |  | 3,840 |  | 1,130 |  | 4,418 |  | 568 |
| Commercial mortgage-backed |  | 4,376 |  | 4,635 |  | 4,794 |  | 4,520 |  | 4,215 |  | 4,506 |  | 4,227 |
| Asset-backed |  | 874 |  | 1,170 |  | 1,353 |  | 1,863 |  | 2,276 |  | 1,022 |  | 2,369 |
| US Treasury and government agencies |  | 225 |  | 223 |  | 221 |  | 124 |  |  |  | 223 |  |  |
| State and municipal |  | 671 |  | 671 |  | 670 |  | 389 |  | 8 |  | 671 |  | 8 |
| Other |  | 359 |  | 361 |  | 363 |  | 365 |  | 150 |  | 360 |  | 76 |
| Total securities held to maturity |  | 10,764 |  | 11,636 |  | 12,059 |  | 11,101 |  | 7,779 |  | 11,200 |  | 7,248 |
| Total investment securities |  | 61,356 |  | 61,583 |  | 60,401 |  | 57,688 |  | 58,546 |  | 61,469 |  | 60,341 |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | 77,131 |  | 69,286 |  | 63,483 |  | 59,951 |  | 57,932 |  | 73,208 |  | 57,120 |
| Commercial real estate |  | 18,440 |  | 16,818 |  | 16,413 |  | 16,347 |  | 16,779 |  | 17,630 |  | 17,160 |
| Equipment lease financing |  | 6,586 |  | 6,377 |  | 6,233 |  | 6,150 |  | 6,189 |  | 6,481 |  | 6,248 |
| Consumer |  | 59,832 |  | 57,148 |  | 55,556 |  | 54,632 |  | 54,014 |  | 58,490 |  | 54,236 |
| Residential real estate |  | 15,932 |  | 14,927 |  | 14,474 |  | 14,717 |  | 15,001 |  | 15,430 |  | 15,258 |
| Total loans |  | 177,921 |  | 164,556 |  | 156,159 |  | 151,797 |  | 149,915 |  | 171,239 |  | 150,022 |
| Loans held for sale |  | 3,016 |  | 2,910 |  | 2,673 |  | 2,497 |  | 2,719 |  | 2,963 |  | 2,955 |
| Federal funds sold and resale agreements |  | 1,666 |  | 1,821 |  | 2,035 |  | 2,030 |  | 2,321 |  | 1,744 |  | 2,566 |
| Other |  | 6,173 |  | 6,864 |  | 7,138 |  | 10,060 |  | 7,241 |  | 6,518 |  | 6,525 |
| Total interest-earning assets |  | 250,132 |  | 237,734 |  | 228,406 |  | 224,072 |  | 220,742 |  | 243,933 |  | 222,409 |
| Noninterest-earning assets: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan and lease losses |  | $(4,176)$ |  | $(4,314)$ |  | $(4,472)$ |  | $(4,592)$ |  | $(4,728)$ |  | $(4,245)$ |  | $(4,781)$ |
| Cash and due from banks |  | 3,694 |  | 3,777 |  | 3,883 |  | 3,544 |  | 3,433 |  | 3,735 |  | 3,413 |
| Other |  | 46,501 |  | 44,345 |  | 42,905 |  | 43,827 |  | 41,659 |  | 45,424 |  | 40,785 |
| Total assets | \$ | 296,151 | \$ | 281,542 | \$ | 270,722 | \$ | 266,851 | \$ | 261,106 | \$ | 288,847 | \$ | 261,826 |

(a) Calculated using average daily balances.

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

(a) Calculated using average daily balances.

## Supplemental Average Balance Sheet Information (Unaudited)

| Deposits and Common Shareholders' Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-bearing deposits | \$ | 142,248 | \$ | 134,193 | \$ | 130,537 | \$ | 130,766 | \$ | 131,076 | \$ | 138,220 | \$ | 132,033 |
| Noninterest-bearing deposits |  | 60,478 |  | 57,900 |  | 55,946 |  | 53,300 |  | 49,720 |  | 59,189 |  | 48,743 |
| Total deposits | \$ | 202,726 | \$ | 192,093 | \$ | 186,483 | \$ | 184,066 | \$ | 180,796 | \$ | 197,409 | \$ | 180,776 |
| Transaction deposits | \$ | 161,768 | \$ | 150,661 | \$ | 144,181 | \$ | 139,963 | \$ | 135,226 | \$ | 156,214 | \$ | 133,932 |
| Common shareholders' equity | \$ | 33,648 | \$ | 32,981 | \$ | 32,552 | \$ | 32,124 | \$ | 31,101 | \$ | 33,315 | \$ | 30,650 |

Details of Net Interest Margin (Unaudited) (a)

|  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  | Three months ended |  |

(a) Calculated as annualized taxable-equivalent net interest income divided by average earning assets. The interest income earned on certain earning assets is completely or partially exempt from federal income tax. As such, these tax-exempt instruments typically yield lower returns than taxable investments. To provide more meaningful comparisons of yields and margins for all earning assets in calculating net interest margins, in this table we use net interest income on a taxable-equivalent basis by increasing the interest income earned on tax-exempt assets to make it fully equivalent to interest income earned on taxable investments. This adjustment is not permitted under generally accepted accounting principles (GAAP) in the Consolidated Income Statement. The taxable-equivalent adjustments to net interest income for the three months ended June 30, 2012, March 31, 2012, December 31, 2011, September 30, 2011, and June 30, 2011, were $\$ 35$ million, $\$ 31$ million, $\$ 28$ million, $\$ 27$ million, and $\$ 25$ million, respectively. The taxable-equivalent adjustments to net interest income for the six months ended June 30, 2012 and June 30, 2011 were $\$ 66$ million and $\$ 49$ million, respectively.

Per Share Related Information (Unaudited)

| In millions, except per share data | Three months ended |  |  |  |  |  |  |  |  |  | Six months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30$2012$ |  | March 31$2012$ |  | December 31 |  | September 30 |  | June 30 |  | June 30 |  | June 30 |  |
|  |  |  |  | 2011 |  | 2011 |  | 2011 |  | 2012 |  | 2011 |
| Basic |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 546 |  |  | \$ | 811 | \$ | 493 | \$ | 834 | \$ | 912 | \$ | 1,357 | \$ | 1,744 |
| Less: Net income (loss) attributable to noncontrolling interests |  | (5) |  | 6 |  | 17 |  | 4 |  | (1) |  | 1 |  | (6) |
| Preferred stock dividends and discount accretion |  | 25 |  | 39 |  | 25 |  | 4 |  | 25 |  | 64 |  | 29 |
| Dividends and undistributed earnings allocated to nonvested restricted shares |  | 1 |  | 4 |  | 2 |  | 4 |  | 4 |  | 5 |  | 6 |
| Net income attributable to basic common shares | \$ | 525 | \$ | 762 | \$ | 449 | \$ | 822 | \$ | 884 | \$ | 1,287 | \$ | 1,715 |
| Basic weighted-average common shares outstanding |  | 527 |  | 526 |  | 524 |  | 524 |  | 524 |  | 526 |  | 524 |
| Basic earnings per common share | \$ | 1.00 | \$ | 1.45 | \$ | . 86 | \$ | 1.57 | \$ | 1.69 | \$ | 2.44 | \$ | 3.27 |
| Diluted |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income attributable to basic common shares | \$ | 525 | \$ | 762 | \$ | 449 | \$ | 822 | \$ | 884 | \$ | 1,287 | \$ | 1,715 |
| Less: BlackRock common stock equivalents |  | 4 |  | 3 |  | 3 |  | 6 |  | 4 |  | 7 |  | 10 |
| Net income attributable to diluted common shares | \$ | 521 | \$ | 759 | \$ | 446 | \$ | 816 | \$ | 880 | \$ | 1,280 | \$ | 1,705 |
| Basic weighted-average common shares outstanding |  | 527 |  | 526 |  | 524 |  | 524 |  | 524 |  | 526 |  | 524 |
| Dilutive potential common shares |  | 3 |  | 3 |  | 2 |  | 2 |  | 3 |  | 3 |  | 3 |
| Diluted weighted-average common shares outstanding |  | 530 |  | 529 |  | 526 |  | 526 |  | 527 |  | 529 |  | 527 |
| Diluted earnings per common share | \$ | 0.98 | \$ | 1.44 | \$ | . 85 | \$ | 1.55 | \$ | 1.67 | \$ | 2.42 | \$ | 3.24 |

## Selected Consolidated Income Statement Information (Unaudited)

|  | Three months ended |  |  |  |  |  |  |  |  |  | Six months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30 2012 |  | $\begin{gathered} \text { March } 31 \\ 2012 \end{gathered}$ |  | December 31 <br> 2011 |  | September 30 |  | $\begin{array}{r} \hline \text { June } 30 \\ 2011 \\ \hline \end{array}$ |  | June 30$2012$ |  | $\begin{gathered} \text { June } 30 \\ 2011 \\ \hline \end{gathered}$ |  |
| In millions, except per share data |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for residential mortgage repurchase obligations (Pre-tax) | \$ | 438 |  |  | \$ | 32 | \$ | 36 | \$ | 31 | \$ | 21 | \$ | 470 | \$ | 35 |
| Impact on diluted earnings per share (a) |  | . 54 |  | . 04 |  | . 04 |  | . 04 |  | . 03 |  | . 58 |  | . 04 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noncash charges for unamortized discounts related to redemption of trust preferred securities (Pre-tax) | \$ | 130 |  |  | \$ | 198 |  |  |  |  | \$ | 130 |  |  |
| Impact on diluted earnings per share (a) |  | . 16 |  |  |  | . 24 |  |  |  |  |  | . 16 |  |  |
| Expenses for residential mortgage foreclosure-related matters (Pre-tax) | \$ | 43 | \$ | 38 | \$ | 240 | \$ | 63 | \$ | 16 | \$ | 81 | \$ | 21 |
| Impact on diluted earnings per share (a) |  | . 05 |  | . 05 |  | . 30 |  | . 08 |  | . 02 |  | . 10 |  | . 03 |
| Integration costs (Pre-tax) | \$ | 52 | \$ | 145 | \$ | 28 | \$ | 8 | \$ | 5 | \$ | 197 | \$ | 6 |
| Impact on diluted earnings per share (a) |  | . 06 |  | . 18 |  | . 04 |  | . 01 |  | . 01 |  | . 24 |  | . 01 |
| Income Taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefit related to reversal of deferred tax |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| liabilities (b) |  |  |  |  |  |  |  |  | \$ | 54 |  |  | \$ | 54 |
| Impact on diluted earnings per share (a) |  |  |  |  |  |  |  |  |  | . 07 |  |  |  | . 07 |

(a) In calculating impact on diluted earnings per share in the table above, after-tax amounts for the income statement items were calculated using a marginal federal income tax rate of $35 \%$ and include applicable income tax adjustments.
(b) Represents tax benefit recognized within Income taxes on our Consolidated Income Statement.

Summary of Changes in Residential Mortgage Repurchase Reserve (Unaudited)


## Details of Loans (Unaudited)

|  | June 30 |  |  | March 31 | December 31 |  | September 30 |  | June 30 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions |  | 2012 |  | 2012 |  | 2011 |  | 2011 |  | 2011 |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Retail/wholesale trade | \$ | 13,434 | \$ | 12,983 | \$ | 11,539 | \$ | 11,287 | \$ | 10,952 |
| Manufacturing |  | 13,442 |  | 12,684 |  | 11,453 |  | 10,980 |  | 10,426 |
| Service providers |  | 11,875 |  | 11,215 |  | 9,717 |  | 9,326 |  | 8,984 |
| Real estate related (a) |  | 10,051 |  | 10,091 |  | 8,488 |  | 8,073 |  | 7,515 |
| Financial services |  | 9,397 |  | 8,273 |  | 6,646 |  | 5,676 |  | 5,206 |
| Health care |  | 6,240 |  | 5,695 |  | 5,068 |  | 4,668 |  | 4,115 |
| Other industries |  | 14,462 |  | 14,574 |  | 12,783 |  | 12,240 |  | 11,422 |
| Total commercial |  | 78,901 |  | 75,515 |  | 65,694 |  | 62,250 |  | 58,620 |
| Commercial real estate |  |  |  |  |  |  |  |  |  |  |
| Real estate projects |  | 12,837 |  | 12,589 |  | 10,640 |  | 10,936 |  | 11,086 |
| Commercial mortgage |  | 5,643 |  | 5,945 |  | 5,564 |  | 5,477 |  | 5,233 |
| Total commercial real estate |  | 18,480 |  | 18,534 |  | 16,204 |  | 16,413 |  | 16,319 |
| Equipment lease financing |  | 6,764 |  | 6,594 |  | 6,416 |  | 6,186 |  | 6,210 |
| Total commercial lending |  | 104,145 |  | 100,643 |  | 88,314 |  | 84,849 |  | 81,149 |

Consumer

| Home equity |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Lines of credit | 24,360 |  | 24,668 |  | 22,491 |  | 22,677 |  | 22,838 |
| Installment | 11,478 |  | 11,076 |  | 10,598 |  | 10,486 |  | 10,541 |
| Credit card | 4,123 |  | 4,089 |  | 3,976 |  | 3,785 |  | 3,754 |
| Other consumer |  |  |  |  |  |  |  |  |  |
| Education | 8,807 |  | 9,246 |  | 9,582 |  | 9,154 |  | 8,816 |
| Automobile | 7,166 |  | 5,794 |  | 5,181 |  | 4,447 |  | 3,705 |
| Other | 4,523 |  | 4,486 |  | 4,403 |  | 4,490 |  | 4,534 |
| Total consumer | 60,457 |  | 59,359 |  | 56,231 |  | 55,039 |  | 54,188 |
| Residential real estate |  |  |  |  |  |  |  |  |  |
| Residential mortgage | 14,927 |  | 15,287 |  | 13,885 |  | 14,022 |  | 14,302 |
| Residential construction | 896 |  | 925 |  | 584 |  | 633 |  | 680 |
| Total residential real estate | 15,823 |  | 16,212 |  | 14,469 |  | 14,655 |  | 14,982 |
| Total consumer lending | 76,280 |  | 75,571 |  | 70,700 |  | 69,694 |  | 69,170 |
| Total loans (b) \$ | 180,425 | \$ | 176,214 | \$ | 159,014 | \$ | 154,543 | \$ | 150,319 |
| (a) Includes loans to customers in the real estate and construction industries. |  |  |  |  |  |  |  |  |  |
| (b) Includes purchased impaired loans: \$ | 8,083 | \$ | 8,421 | \$ | 6,667 | \$ | 6,927 | \$ | 7,256 |

Details of Loans Held for Sale (Unaudited)

|  |  | June 30 |  | March 31 | December 31 | September 30 | June 30 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| In millions | 2012 |  | 2012 | 2011 | 2011 | 2011 |  |  |
| Commercial mortgage | $\$$ | 1,021 | $\$$ | 1,014 | $\$$ | 1,294 | $\$$ | 1,081 |
| Residential mortgage |  | 1,939 |  | 1,387 |  | 1,522 |  | 1,353 |
| Other | 373 |  | 55 | 120 | 1,351 |  |  |  |
| Total | $\$$ | 3,333 | $\$$ | 2,456 | $\$$ | 2,936 | $\$$ | 2,491 |

Net Unfunded Commitments (Unaudited)

|  |  | June 30 | March 31 | December 31 | September 30 |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| In millions |  | 2012 | 2012 | June 30 |  |  |  |  |  |  |
| Net unfunded commitments | $\$$ | 113,636 | $\$$ | 112,454 | $\$$ | 103,271 | $\$$ | 103,236 | $\$$ | 99,791 |

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

|  | June 30 |  | March 31 |  | December 31 |  | September 30 |  | June 30 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Three months ended - in millions |  | 2012 |  | 2012 |  | 2011 |  | 2011 |  | 2011 |
| Beginning balance | \$ | 4,196 | \$ | 4,347 | \$ | 4,507 | \$ | 4,627 | \$ | 4,759 |
| Charge-offs: |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | (123) |  | (111) |  | (143) |  | (193) |  | (185) |
| Commercial real estate |  | (75) |  | (84) |  | (90) |  | (92) |  | (124) |
| Equipment lease financing |  | (5) |  | (5) |  | (7) |  | (3) |  | (11) |
| Home equity |  | (121) |  | (131) |  | (109) |  | (123) |  | (112) |
| Residential real estate |  | (37) |  | (30) |  | (32) |  | (20) |  | (43) |
| Credit card |  | (55) |  | (55) |  | (50) |  | (51) |  | (60) |
| Other consumer |  | (46) |  | (51) |  | (51) |  | (42) |  | (49) |
| Total charge-offs |  | (462) |  | (467) |  | (482) |  | (524) |  | (584) |
| Recoveries: |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | 75 |  | 72 |  | 76 |  | 78 |  | 98 |
| Commercial real estate |  | 29 |  | 23 |  | 40 |  | 25 |  | 26 |
| Equipment lease financing |  | 6 |  | 9 |  | 13 |  | 13 |  | 15 |
| Home equity |  | 17 |  | 13 |  | 11 |  | 16 |  | 11 |
| Residential real estate |  | 1 |  | (1) |  | 1 |  | 8 |  | 1 |
| Credit card |  | 6 |  | 5 |  | 5 |  | 6 |  | 6 |
| Other consumer |  | 13 |  | 13 |  | 9 |  | 13 |  | 13 |
| Total recoveries |  | 147 |  | 134 |  | 155 |  | 159 |  | 170 |
| Net (charge-offs) recoveries: |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | (48) |  | (39) |  | (67) |  | (115) |  | (87) |
| Commercial real estate |  | (46) |  | (61) |  | (50) |  | (67) |  | (98) |
| Equipment lease financing |  | 1 |  | 4 |  | 6 |  | 10 |  | 4 |
| Home equity |  | (104) |  | (118) |  | (98) |  | (107) |  | (101) |
| Residential real estate |  | (36) |  | (31) |  | (31) |  | (12) |  | (42) |
| Credit card |  | (49) |  | (50) |  | (45) |  | (45) |  | (54) |
| Other consumer |  | (33) |  | (38) |  | (42) |  | (29) |  | (36) |
| Total net charge-offs |  | (315) |  | (333) |  | (327) |  | (365) |  | (414) |
| Provision for credit losses |  | 256 |  | 185 |  | 190 |  | 261 |  | 280 |
| Other |  |  |  |  |  |  |  | (1) |  |  |
| Net change in allowance for unfunded loan commitments and letters of credit |  | 19 |  | (3) |  | (23) |  | (15) |  | 2 |
| Ending balance | \$ | 4,156 | \$ | 4,196 | \$ | 4,347 | \$ | 4,507 | \$ | 4,627 |

## Supplemental Information



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

|  | June 30 |  | March 31 |  | December 31 |  | September 30 |  | June 30 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\underline{\text { Three months ended - in millions }}$ |  | 2012 |  | 2012 |  | 2011 |  | 2011 |  | 2011 |
| Beginning balance | \$ | 243 | \$ | 240 | \$ | 217 | \$ | 202 | \$ | 204 |
| Net change in allowance for unfunded loan commitments and letters of credit |  | (19) |  | 3 |  | 23 |  | 15 |  | (2) |
| Ending balance | \$ | 224 | \$ | 243 | \$ | 240 | \$ | 217 | \$ | 202 |

Purchase Accounting Accretion and Valuation of Purchased Impaired Loans (Unaudited)
Total and Core Net Interest Income

|  | Three months ended |  |  |  |  |  |  |  |  |  | Six months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30 |  | $\begin{array}{r} \text { March } 31 \\ 2012 \\ \hline \end{array}$ |  | December 31 |  | September 30 |  | $\text { June } 30$ |  | $\begin{array}{r} \text { June } 30 \\ 2012 \\ \hline \end{array}$ |  | June 30$2011$ |
| In millions |  | 2012 |  |  |  | 2011 |  | 2011 |  | $2011$ |  |  |  |
| Total net interest income | \$ | 2,526 | \$ | 2,291 | \$ | 2,199 | \$ | 2,175 | \$ | 2,150 | \$ | 4,817 \$ | 4,326 |
| Purchase accounting accretion (a) |  | 343 |  | 263 |  | 256 |  | 292 |  | 290 |  | 606 | 571 |
| Core net interest income (a) | \$ | 2,183 | \$ | 2,028 | \$ | 1,943 | \$ | 1,883 | \$ | 1,860 | \$ | 4,211 \$ | 3,755 |

(a) We believe that core net interest income and purchase accounting accretion are useful in evaluating the components of net interest income.

## Accretion - Purchased Impaired Loans

|  | Three months ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30 |  | March 31 |  | June 30 |  |
| In millions | 2012 (a) |  | 2012 (a) |  | 2011 (b) |  |
| Impaired loans |  |  |  |  |  |  |
| Scheduled accretion | \$ | 178 | \$ | 158 | \$ | 186 |
| Reversal of contractual interest on impaired loans |  | (111) |  | (97) |  | (88) |
| Scheduled accretion net of contractual interest |  | 67 |  | 61 |  | 98 |
| Excess cash recoveries |  | 51 |  | 40 |  | 40 |
| Total impaired loans | \$ | 118 | \$ | 101 | \$ | 138 |

(a) Represents National City and RBC Bank (USA) acquisitions.
(b) Represents National City acquisition.

## Accretable Net Interest - Purchased Impaired Loans


(a) As of June 30, 2012, we estimate that the reversal of contractual interest on purchased impaired loans will total approximately $\$ 1.5$ billion in future periods. This will offset the total net accretable interest in future interest income of $\$ 2.4$ billion on purchased impaired loans.

Valuation of Purchased Impaired Loans

| Dollars in billions | June 30, 2012 (a) |  |  |  | March 31, 2012 (a) |  |  |  | December 31, 2011 (b) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance |  | Net Investment |  | Balance |  | Net Investment |  | Balance |  | Net Investment |  |
| Commercial and commercial real estate loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Unpaid principal balance | \$ | 2.2 |  |  | \$ | 2.4 |  |  | \$ | 1.0 |  |  |
| Purchased impaired mark |  | (.7) |  |  |  | (.7) |  |  |  | (.1) |  |  |
| Recorded investment |  | 1.5 |  |  |  | 1.7 |  |  |  | . 9 |  |  |
| Allowance for loan losses |  | (.2) |  |  |  | (.2) |  |  |  | (.2) |  |  |
| Net investment |  | 1.3 | 59 | \% |  | 1.5 | 63 | \% |  | . 7 | 70 | \% |
| Consumer and residential mortgage loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Unpaid principal balance |  | 7.3 |  |  |  | 7.7 |  |  |  | 6.5 |  |  |
| Purchased impaired mark |  | (.7) |  |  |  | (1.0) |  |  |  | (.7) |  |  |
| Recorded investment |  | 6.6 |  |  |  | 6.7 |  |  |  | 5.8 |  |  |
| Allowance for loan losses |  | (.8) |  |  |  | (.8) |  |  |  | (.8) |  |  |
| Net investment |  | 5.8 | 79 | \% |  | 5.9 | 77 | \% |  | 5.0 | 77 | \% |
| Total purchased impaired loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Unpaid principal balance |  | 9.5 |  |  |  | 10.1 |  |  |  | 7.5 |  |  |
| Purchased impaired mark |  | (1.4) |  |  |  | (1.7) |  |  |  | (0.8) |  |  |
| Recorded investment |  | 8.1 |  |  |  | 8.4 |  |  |  | 6.7 |  |  |
| Allowance for loan losses |  | (1.0) |  |  |  | (1.0) |  |  |  | (1.0) |  |  |
| Net investment | \$ | 7.1 | 75 | \% | \$ | 7.4 | 73 | \% | \$ | 5.7 | 76 | \% |

(a) Represents National City and RBC Bank (USA) acquisitions.
(b) Represents National City acquisition.

## Details of Nonperforming Assets (Unaudited)

Nonperforming Assets by Type

(a) See analysis of troubled debt restructurings (TDRs) on page 11.
(b) Includes loans related to customers in the real estate and construction industries.
(c) Excludes most consumer loans and lines of credit, not secured by residential real estate, which are charged off after 120 to 180 days past due and are not placed on nonperforming status.
(d) In the first quarter of 2012, we adopted a policy stating that Home equity loans past due 90 days or more would be placed on nonaccrual status. Prior policy required that these loans be past due 180 days before being placed on nonaccrual status.
(e) Nonperforming residential mortgage excludes loans of $\$ 55$ million, $\$ 55$ million, $\$ 61$ million, $\$ 68$ million, and $\$ 85$ million, accounted for under the fair value option as of June 30, 2012, March 31, 2012, December 31, 2011, September 30, 2011 and June 30, 2011, respectively.
(f) Effective in the second quarter of 2011, the commercial nonaccrual policy was applied to certain small business credit card balances. This change resulted in loans being placed on nonaccrual status when they become 90 days or more past due. We continue to charge off these loans at 180 days past due.
(g) Nonperforming loans exclude certain government insured or guaranteed loans, loans held for sale, loans accounted for under the fair value option and purchased impaired loans.
(h) OREO excludes $\$ 262$ million, $\$ 252$ million, $\$ 280$ million, $\$ 256$ million, and $\$ 273$ million at June 30, 2012, March 31, 2012, December 31, 2011, September 30, 2011 and June 30, 2011, respectively, related to residential real estate that was acquired by us upon foreclosure of serviced loans because they are insured by the Federal Housing Administration (FHA) or guaranteed by the Department of Veterans Affairs (VA).
(i) The allowance for loan and lease losses includes impairment reserves attributable to purchased impaired loans.

THE PNC FINANCIAL SERVICES GROUP, INC.

## Details of Nonperforming Assets and Troubled Debt Restructurings (Unaudited)

Change in Nonperforming Assets

| In millions | April 1, 2012June 30, 2012 |  |  | January 1, 2012- <br> March 31, 2012 | October 1, 2011- <br> December 31, 2011 |  | $\begin{array}{r} \text { July 1, 2011- } \\ \text { September 30, } 2011 \\ \hline \end{array}$ |  | April 1, 2011- <br> June 30, 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 4,361 | \$ | 4,156 | \$ | 4,298 | \$ | 4,481 | \$ | 4,940 |
| New nonperforming assets |  | 797 |  | 1,186 |  | 854 |  | 925 |  | 843 |
| Charge-offs and valuation adjustments |  | (293) |  | (236) |  | (221) |  | (286) |  | (323) |
| Principal activity, including paydowns and payoffs |  | (428) |  | (414) |  | (506) |  | (471) |  | (603) |
| Asset sales and transfers to loans held for sale |  | (168) |  | (146) |  | (152) |  | (155) |  | (128) |
| Returned to performing status |  | (93) |  | (185) |  | (117) |  | (196) |  | (248) |
| Ending balance | \$ | 4,176 | \$ | 4,361 | \$ | 4,156 | \$ | 4,298 | \$ | 4,481 |

Largest Individual Nonperforming Assets at June 30, 2012 (a)

| In millions |  |  |
| :--- | :---: | :--- |
| Ranking | Outstandings | Industry |
| 1 | $\$ 45$ | Real Estate, Rental and Leasing |
| 2 | 43 | Real Estate, Rental and Leasing |
| 3 | 35 | Real Estate, Rental and Leasing |
| 4 | 23 | Wholesale Trade |
| 5 | 23 | Real Estate, Rental and Leasing |
| 6 | 20 | Construction |
| 7 | 20 | Construction |
| 8 | 18 | Real Estate, Rental and Leasing |
| 9 | 17 | Real Estate, Rental and Leasing |
| 10 | 16 | Construction |
| Total | $\$$ | 260 |$\quad$.

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

## Summary of Troubled Debt Restructurings

| In millions | June 30 <br> 2012 |  |  | $\begin{array}{r} \text { March } 31 \\ 2012 \\ \hline \end{array}$ |  | December 312011 |  | $\begin{array}{r} \text { September } 30 \\ 2011 \\ \hline \end{array}$ |  | $\begin{gathered} \text { June } 30 \\ 2011 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total commercial lending | \$ | 483 | \$ | 412 | \$ | 405 | \$ | 396 | \$ | 305 |
| Total consumer lending |  | 1,836 |  | 1,821 |  | 1,798 |  | 1,751 |  | 1,614 |
| Total TDRs | \$ | 2,319 | \$ | 2,233 | \$ | 2,203 | \$ | 2,147 | \$ | 1,919 |
| Nonperforming | \$ | 1,189 | \$ | 1,095 | \$ | 1,141 | \$ | 1,062 | \$ | 845 |
| Accruing (a) |  | 878 |  | 865 |  | 771 |  | 780 |  | 752 |
| Credit card (b) |  | 252 |  | 273 |  | 291 |  | 305 |  | 322 |
| Total TDRs | \$ | 2,319 | \$ | 2,233 | \$ | 2,203 | \$ | 2,147 | \$ | 1,919 |

Loans whose terms have been restructured in a manner that grants a concession to a borrower experiencing financial difficulties are considered troubled debt restructurings (TDRs). TDRs typically result from our loss mitigation activities and include rate reductions, principal forgiveness, postponement/reduction of scheduled amortization, and extensions, which are intended to minimize economic loss and to avoid foreclosure or repossession of collateral. Certain consumer government insured or guaranteed loans which were evaluated for TDR consideration, loans held for sale, loans accounted for under the fair value option, and pooled purchased impaired loans are not classified as TDRs.
(a) Accruing loans have demonstrated a period of at least six months of performance under the restructured terms and are excluded from nonperforming loans.
(b) Includes credit cards and certain small business and consumer credit agreements whose terms have been restructured and are TDRs. However, since our policy is to exempt these loans from being placed on nonaccrual status as permitted by regulatory guidance as generally these loans are directly charged off in the period that they become 180 days past due, these loans are excluded from nonperforming loans.

Accruing Loans Past Due (Unaudited)
Accruing Loans Past Due 30 to 59 Days (a)

|  | Amount |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Jun. 30 | Mar. 31 | Dec. 31 | Sept. 30 | Jun. 30 |  |  |
| Dollars in millions | 2012 | 2012 | 2011 | 2011 | 2011 |  |  |
| Commercial | $\$$ | 130 | $\$$ | 195 | $\$$ | 122 | $\$$ |
| Commercial real estate | 123 | 144 | 96 | $\$$ | 149 |  |  |
| Equipment lease financing | 5 | 25 | 22 | 84 | 98 |  |  |
| Home equity (b) | 124 | 174 | 173 | 177 | 141 |  |  |
| Residential real estate |  |  |  |  | 9 |  |  |
| $\quad$ Non government insured (c) | 148 | 222 | 180 | 198 | 201 |  |  |
| $\quad$ Government insured | 123 | 122 | 122 | 121 | 123 |  |  |
| Credit card | 33 | 34 | 38 | 39 | 39 |  |  |
| Other consumer |  |  |  |  |  |  |  |
| $\quad$ Non government insured |  | 43 | 50 | 58 | 55 | 51 |  |
| $\quad$ Government insured |  | 164 | 171 | 207 | 161 | 134 |  |
| $\quad$ Total | $\$ 93$ | $\$$ | 1,137 | $\$$ | 1,018 | $\$$ | 1,007 |


| Percent of Total Outstandings |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Jun. 30 <br> 2012 | Mar. 31 <br> 2012 | Dec. 31 <br> 2011 | Sept. 30 <br> 2011 | Jun. 30 |
| $.16 \%$ | $.26 \%$ | $.19 \%$ | $.26 \%$ | $.25 \%$ |
| .67 | .78 | .59 | .51 | .60 |
| .07 | .38 | .34 | .15 | .14 |
| .35 | .49 | .52 | .53 | .42 |
|  |  |  |  |  |
| .94 | 1.37 | 1.24 | 1.35 | 1.34 |
| .78 | .75 | .84 | .83 | .82 |
| .80 | .83 | .96 | 1.03 | 1.04 |
|  |  |  |  |  |
| .21 | .26 | .30 | .30 | .30 |
| .80 | .88 | 1.08 | .89 | .79 |
| .49 | .64 | .64 | .65 | .63 |

## Accruing Loans Past Due 60 to 89 Days (a)

|  | Amount |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Jun. } 30 \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar. } 31 \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec. } 31 \\ 2011 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sept. } 30 \\ 2011 \end{gathered}$ |  | $\begin{gathered} \text { Jun. } 30 \\ 2011 \end{gathered}$ |  |
| Dollars in millions |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 65 | \$ | 53 | \$ | 47 | \$ | 54 | \$ | 75 |
| Commercial real estate |  | 105 |  | 44 |  | 35 |  | 25 |  | 71 |
| Equipment lease financing |  | 2 |  | 2 |  | 5 |  | 4 |  | 2 |
| Home equity (b) |  | 68 |  | 103 |  | 114 |  | 101 |  | 91 |
| Residential real estate |  |  |  |  |  |  |  |  |  |  |
| Non government insured (c) |  | 52 |  | 73 |  | 72 |  | 81 |  | 68 |
| Government insured |  | 91 |  | 100 |  | 104 |  | 110 |  | 119 |
| Credit card |  | 22 |  | 24 |  | 25 |  | 26 |  | 23 |
| Other consumer |  |  |  |  |  |  |  |  |  |  |
| Non government insured |  | 16 |  | 20 |  | 21 |  | 22 |  | 20 |
| Government insured |  | 113 |  | 98 |  | 124 |  | 121 |  | 84 |
| Total | \$ | 534 | \$ | 517 | \$ | 547 | \$ | 544 | \$ | 553 |


| Percent of Total Outstandings |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Jun. 30 <br> 2012 | Mar. 31 <br> 2012 | Dec. 31 <br> 2011 | Sept. 30 <br> 2011 | Jun. 30 <br> 2011 |
| $.08 \%$ | $.07 \%$ | $.07 \%$ | $.09 \%$ | $.13 \%$ |
| .57 | .24 | .22 | .15 | .44 |
| .03 | .03 | .08 | .06 | .03 |
| .19 | .29 | .34 | .30 | .27 |
|  |  |  |  |  |
| .33 | .45 | .50 | .55 | .45 |
| .58 | .62 | .72 | .75 | .80 |
| .53 | .59 | .63 | .69 | .61 |
|  |  |  |  |  |
| .08 | .10 | .11 | .12 | .12 |
| .55 | .50 | .65 | .67 | .49 |
| .30 | .29 | .34 | .35 | .37 |

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

|  | Amount |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Jun. } 30 \\ 2012 \end{gathered}$ |  | $\begin{array}{r} \text { Mar. } 31 \\ 2012 \\ \hline \end{array}$ |  | $\begin{array}{r} \text { Dec. } 31 \\ 2011 \end{array}$ |  | $\begin{array}{r} \hline \text { Sept. } 30 \\ 2011 \end{array}$ |  | $\begin{gathered} \hline \text { Jun. } 30 \\ 2011 \end{gathered}$ |  |
| Dollars in millions |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 34 | \$ | 28 | \$ | 49 | \$ | 34 | \$ | 42 |
| Commercial real estate |  | 16 |  | 5 |  | 6 |  | 13 |  | 12 |
| Equipment lease financing |  | 1 |  | 5 |  |  |  | 2 |  | 1 |
| Home equity (b)(d) |  |  |  |  |  | 221 |  | 206 |  | 182 |
| Residential real estate |  |  |  |  |  |  |  |  |  |  |
| Non government insured (c) |  | 104 |  | 140 |  | 152 |  | 137 |  | 145 |
| Government insured |  | 1,925 |  | 2,012 |  | 2,129 |  | 1,998 |  | 1,926 |
| Credit card |  | 38 |  | 47 |  | 48 |  | 45 |  | 45 |
| Other consumer |  |  |  |  |  |  |  |  |  |  |
| Non government insured |  | 17 |  | 21 |  | 23 |  | 23 |  | 21 |
| Government insured |  | 348 |  | 351 |  | 345 |  | 310 |  | 272 |
| Total | \$ | 2,483 | \$ | 2,609 | \$ | 2,973 | \$ | 2,768 | \$ | 2,646 |


| Percent of Total Outstandings |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Jun. 30 | Mar. 31 | Dec. 31 | Sept. 30 | Jun. 30 |
| 2012 | 2012 | 2011 | 2011 | 2011 |
| $.04 \%$ | $.04 \%$ | $.07 \%$ | $.05 \%$ | $.08 \%$ |
| .09 | .03 | .04 | .08 | .07 |
| .01 | .08 |  | .03 | .02 |
|  |  | .67 | .62 | .55 |
|  |  |  |  |  |
| .66 | .86 | 1.05 | .93 | .97 |
| 12.17 | 12.41 | 14.71 | 13.63 | 12.85 |
| .92 | 1.15 | 1.21 | 1.19 | 1.20 |
|  |  |  |  |  |
| .08 | .11 | .12 | .13 | .12 |
| 1.70 | 1.80 | 1.80 | 1.71 | 1.60 |
| 1.38 | 1.48 | 1.87 | 1.79 | 1.76 |

[^0]
## Business Segment Descriptions (Unaudited)

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

Corporate \& Institutional Banking provides lending, treasury management, and capital markets-related products and services to mid-sized corporations, government and not-for-profit entities, and selectively to large corporations. Lending products include secured and unsecured loans, letters of credit and equipment leases. Treasury management services include cash and investment management, receivables management, disbursement services, funds transfer services, information reporting, and global trade services. Capital markets-related products and services include foreign exchange, derivatives, loan syndications, mergers and acquisitions advisory and related services to middle-market companies, our multi-seller conduit, securities underwriting, and securities sales and trading. Corporate \& Institutional Banking also provides commercial loan servicing, and real estate advisory and technology solutions for the commercial real estate finance industry. Corporate \& Institutional Banking provides products and services generally within our primary geographic markets, with certain products and services offered nationally and internationally.

Asset Management Group includes personal wealth management for high net worth and ultra high net worth clients and institutional asset management. Wealth management products and services include financial and retirement planning, customized investment management, private banking, tailored credit solutions and trust management and administration for individuals and their families. Institutional asset management provides investment management, custody, and retirement planning services. The institutional clients include corporations, unions, municipalities, non-profits, foundations and endowments located primarily in our geographic footprint.

Residential Mortgage Banking directly originates primarily first lien residential mortgage loans on a nationwide basis with a significant presence within the retail banking footprint, and also originates loans through majority owned affiliates. Mortgage loans represent loans collateralized by one-to-four-family residential real estate. These loans are typically underwritten to government agency and/or third-party standards, and sold, servicing retained, to secondary mortgage conduits Federal National Mortgage Association (FNMA), Federal Home Loan Mortgage Corporation (FHLMC), Federal Home Loan Banks and third-party investors, or are securitized and issued under the Government National Mortgage Association (GNMA) program. The mortgage servicing operation performs all functions related to servicing mortgage loans - primarily those in first lien position - for various investors and for loans owned by PNC. Certain loans originated through majority owned affiliates are sold to others.

Non-Strategic Assets Portfolio (formerly, Distressed Assets Portfolio) includes commercial residential development loans, cross-border leases, consumer brokered home equity loans, retail mortgages, non-prime mortgages, and residential construction loans. We obtained a significant portion of these non-strategic assets through acquisitions of other companies.

BlackRock is a leader in investment management, risk management and advisory services for institutional and retail clients worldwide. BlackRock provides diversified investment management services to institutional clients, intermediary and individual investors through various investment vehicles. Investment management services primarily consist of the management of equity, fixed income, multi-asset class, alternative investment and cash management products. BlackRock offers its investment products in a variety of vehicles, including open-end and closed-end mutual funds, iShares ${ }^{\circledR}$ exchange-traded funds ("ETFs"), collective investment trusts and separate accounts. In addition, BlackRock provides market risk management, financial markets advisory and enterprise investment system services to a broad base of clients. Financial markets advisory services include valuation services relating to illiquid securities, dispositions and workout assignments (including long-term portfolio liquidation assignments), risk management and strategic planning and execution. At June 30, 2012, our economic interest in BlackRock was $22 \%$.

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

| In millions | Three months ended |  |  |  |  |  |  |  |  |  | Six months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30 |  | March 31 |  | December 31 |  | September 30 |  | June 30 |  | June 30 |  | June 30 |  |
| Income (Loss) |  | 2012 |  | 2012 |  | 2011 |  | 2011 |  | 2011 |  | 2012 |  | 2011 |
| Retail Banking | \$ | 136 | \$ | 147 | \$ | 62 | \$ | 121 | \$ | 129 | \$ | 283 | \$ | 188 |
| Corporate \& Institutional Banking |  | 577 |  | 495 |  | 597 |  | 437 |  | 462 |  | 1,072 |  | 906 |
| Asset Management Group |  | 38 |  | 36 |  | 25 |  | 40 |  | 54 |  | 74 |  | 103 |
| Residential Mortgage Banking (c) |  | (213) |  | 61 |  | (61) |  | 23 |  | 55 |  | (152) |  | 127 |
| Non-Strategic Assets Portfolio |  | 67 |  | 71 |  | (2) |  | 93 |  | 84 |  | 138 |  | 109 |
| Other, including BlackRock (b) (d) (e) |  | (59) |  | 1 |  | (128) |  | 120 |  | 128 |  | (58) |  | 311 |
| Net income (f) | \$ | 546 | \$ | 811 | \$ | 493 | \$ | 834 | \$ | 912 | \$ | 1,357 | \$ | 1,744 |
| Revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking | \$ | 1,551 | \$ | 1,436 | \$ | 1,383 | \$ | 1,423 | \$ | 1,404 | \$ | 2,987 | \$ | 2,773 |
| Corporate \& Institutional Banking |  | 1,439 |  | 1,266 |  | 1,306 |  | 1,149 |  | 1,202 |  | 2,705 |  | 2,320 |
| Asset Management Group |  | 240 |  | 243 |  | 234 |  | 228 |  | 236 |  | 483 |  | 467 |
| Residential Mortgage Banking |  | (109) |  | 293 |  | 220 |  | 254 |  | 219 |  | 184 |  | 478 |
| Non-Strategic Assets Portfolio |  | 223 |  | 198 |  | 207 |  | 238 |  | 270 |  | 421 |  | 515 |
| Other, including BlackRock (b) (d) |  | 279 |  | 296 |  | 199 |  | 252 |  | 271 |  | 575 |  | 680 |
| Total revenue | \$ | 3,623 | \$ | 3,732 | \$ | 3,549 | \$ | 3,544 | \$ | 3,602 | \$ | 7,355 | \$ | 7,233 |

(a) Our business information is presented based on our internal management reporting practices. We refine our internal methodologies from time to time as our internal management reporting practices are enhanced. During the second quarter of 2012, enhancements were made to the transfer pricing methodology. Prior period amounts have been reclassified to conform with the current period presentation, which we believe is more meaningful to readers of our financial statements.
(b) We consider BlackRock to be a separate reportable business segment but have combined its results with Other for this presentation. Our second quarter 2012 Form 10-Q will include additional information regarding BlackRock.
(c) Includes provisions for residential mortgage repurchase obligations. For more information, refer to Selected Consolidated Income Statement Information on page 6.
(d) Includes earnings and gains or losses related to PNC's equity interest in BlackRock and residual activities that do not meet the criteria for disclosure as a separate reportable business, such as gains or losses related to BlackRock transactions, integration costs, asset and liability management activities including net securities gains or losses, other-than-temporary impairment of investment securities and certain trading activities, exited businesses, alternative investments, including private equity, intercompany eliminations, most corporate overhead, tax adjustments that are not allocated to business segments, and differences between business segment performance reporting and financial statement reporting (GAAP), including the presentation of net income attributable to noncontrolling interests as the segments' results exclude their portion of net income attributable to noncontrolling interests.
(e) Includes amounts for integration costs and noncash charges for unamortized discounts related to redemption of trust preferred securities. For more information, refer to Selected Consolidated Income Statement Information on page 6.
(f) Includes expenses for residential mortgage foreclosure-related matters. These expenses have been allocated among the following: Residential Mortgage Banking, NonStrategic Assets Portfolio, and Other. For more information, refer to Selected Consolidated Income Statement Information on page 6.

## Period End Employees (a)

Full-time employees

| Retail Banking | 23,388 | 23,583 | 21,056 | 21,058 | 21,044 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Corporate \& Institutional Banking | 4,721 | 4,639 | 4,364 | 4,340 | 3,864 |
| Asset Management Group | 3,219 | 3,158 | 3,109 | 3,072 | 3,053 |
| Residential Mortgage Banking | 4,210 | 4,055 | 3,718 | 3,646 | 3,688 |
| Non-Strategic Assets Portfolio | 179 | 229 | 116 | 114 | 121 |
| Other |  |  |  |  |  |
| Operations \& Technology | 9,525 | 9,548 | 8,933 | 8,807 | 8,724 |
| Staff Services and Other | 5,206 | 5,234 | 4,644 | 4,639 | 5,021 |
| Total Other | 14,731 | 14,782 | 13,577 | 13,446 | 13,745 |
| Total full-time employees | 50,448 | 50,446 | 45,940 | 45,676 | 45,515 |
| ail Banking part-time employees | 4,970 | 5,265 | 5,083 | 5,103 | 5,112 |
| er part-time employees | 1,215 | 894 | 868 | 913 | 1,216 |
| Total part-time employees | 6,185 | 6,159 | 5,951 | 6,016 | 6,328 |
| Total (b) | 56,633 | 56,605 | 51,891 | 51,692 | 51,843 |

(a) The period end employee statistics for the businesses reflect staff directly employed by the respective business, and exclude operations, technology and staff services employees that may perform services for the business.
(b) The increase in the total number of employees at March 31, 2012 is primarily driven by the acquisition of RBC Bank (USA) during the first quarter of 2012.

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

(a) See note (a) on page 14.

Retail Banking (Unaudited) (Continued)

|  | Three months ended |  |  |  |  |  |  |  |  |  | Six months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30 |  |  | March 31 | December 31 |  | September 30 |  | June 30 |  | June 30 |  |  | June 30 |
| Dollars in millions, except as noted |  | 2012 |  | 2012 |  | 2011 |  | 2011 |  | 2011 |  | 2012 |  | 2011 |
| OTHER INFORMATION (a) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit-related statistics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial nonperforming assets | \$ | 275 | \$ | 315 | \$ | 336 | \$ | 330 | \$ | 301 |  |  |  |  |
| Consumer nonperforming assets |  | 685 |  | 650 |  | 513 |  | 454 |  | 403 |  |  |  |  |
| Total nonperforming assets | \$ | 960 | \$ | 965 | \$ | 849 | \$ | 784 | \$ | 704 |  |  |  |  |
| Purchased impaired loans (b) | \$ | 886 | \$ | 903 | \$ | 757 | \$ | 786 | \$ | 826 |  |  |  |  |
| Commercial lending net charge-offs | \$ | 38 | \$ | 28 | \$ | 48 | \$ | 39 | \$ | 65 | \$ | 66 | \$ | 132 |
| Credit card lending net charge-offs |  | 49 |  | 50 |  | 44 |  | 45 |  | 54 |  | 99 |  | 122 |
| Consumer lending (excluding credit card) net charge-offs |  | 100 |  | 113 |  | 103 |  | 98 |  | 104 |  | 213 |  | 226 |
| Total net charge-offs | \$ | 187 | \$ | 191 | \$ | 195 | \$ | 182 | \$ | 223 | \$ | 378 | \$ | 480 |
| Commercial lending annualized net charge-off ratio |  | 1.15 \% |  | . 91 \% |  | 1.61 \% |  | 1.31 \% |  | 2.15 \% |  | 1.04 \% |  | 2.18 \% |
| Credit card lending annualized net charge-off ratio |  | 4.84 \% |  | 5.12 \% |  | 4.59 \% |  | 4.78 \% |  | 5.89 \% |  | 4.98 \% |  | 6.64 \% |
| Consumer lending (excluding credit card) annualized net charge-off ratio |  | . 85 \% |  | 1.01 \% |  | . 94 \% |  | . 91 \% |  | . 99 \% |  | . 93 \% |  | 1.08 \% |
| Total annualized net charge-off ratio |  | 1.17 \% |  | 1.26 \% |  | 1.31 \% |  | 1.24 \% |  | 1.55 \% |  | 1.21 \% |  | 1.67 \% |
| Home equity portfolio credit statistics: (c) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \% of first lien positions at origination (d) |  | $39 \%$ |  | 37 \% |  | 39 \% |  | 38 \% |  | 37 \% |  |  |  |  |
| Weighted-average loan-to-value ratios (LTVs) (d) |  | 78 \% |  | 81 \% |  | 72 \% |  | 72 \% |  | 73 \% |  |  |  |  |
| Weighted-average updated FICO scores (e) |  | 742 |  | 739 |  | 743 |  | 743 |  | 743 |  |  |  |  |
| Annualized net charge-off ratio |  | . 92 \% |  | 1.11 \% |  | 1.01 \% |  | 1.02 \% |  | 1.00 \% |  | 1.01 \% |  | 1.16 \% |
| Loans 30-59 days past due |  | . 54 \% |  | . 56 \% |  | . 58 \% |  | . 58 \% |  | . 48 \% |  |  |  |  |
| Loans 60-89 days past due |  | . 33 \% |  | . 35 \% |  | . 38 \% |  | . 32 \% |  | . 30 \% |  |  |  |  |
| Loans 90 days past due (f) |  | 1.24 \% |  | 1.24 \% |  | 1.22 \% |  | 1.12 \% |  | 1.02 \% |  |  |  |  |
| Other statistics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ATMs |  | 7,206 |  | 7,220 |  | 6,806 |  | 6,754 |  | 6,734 |  |  |  |  |
| Branches (g) |  | 2,888 |  | 2,900 |  | 2,511 |  | 2,469 |  | 2,459 |  |  |  |  |
| Customer-related statistics: (in thousands) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail Banking checking relationships |  | 6,349 |  | 6,278 |  | 5,761 |  | 5,722 |  | 5,627 |  |  |  |  |
| Retail online banking active customers |  | 3,953 |  | 3,823 |  | 3,519 |  | 3,479 |  | 3,354 |  |  |  |  |
| Retail online bill payment active customers |  | 1,189 |  | 1,161 |  | 1,105 |  | 1,079 |  | 1,045 |  |  |  |  |
| Brokerage statistics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Financial consultants (h) |  | 684 |  | 693 |  | 686 |  | 703 |  | 712 |  |  |  |  |
| Full service brokerage offices |  | 40 |  | 38 |  | 38 |  | 37 |  | 37 |  |  |  |  |
| Brokerage account assets (billions) | \$ | 36 | \$ | 37 | \$ | 34 | \$ | 33 | \$ | 35 |  |  |  |  |

(a) Presented as of period end, except for net charge-offs and annualized net charge-off ratios, which are for the three months ended and six months ended, respectively.
(b) Recorded investment of purchased impaired loans related to acquisitions.
(c) Lien position, LTV, FICO and delinquency statistics are based upon balances and other data that exclude the impact of accounting for acquired loans.
(d) Updated LTV is reported for June 30, 2012 and March 31, 2012. For previous quarters, lien positions and LTV are based upon data from loan origination. Original LTV excludes certain acquired portfolio loans where this data is not available.
(e) Represents FICO scores that are updated monthly for home equity lines and quarterly for the home equity installment loans.
(f) Includes non-accrual loans.
(g) Excludes satellite offices (e.g., drive-ups, electronic branches, retirement centers) that provide limited products and/or services.
(h) Financial consultants provide services in full service brokerage offices and traditional bank branches.

Corporate \& Institutional Banking (Unaudited) (a)

(a) See note (a) on page 14.
(b) Represents consolidated PNC amounts. Our second quarter 2012 10-Q will include additional information regarding these items.
(c) Includes amounts reported in net interest income and corporate service fees.
(d) Includes amounts reported in net interest income, corporate service fees and other noninterest income.
(e) Includes valuations on commercial mortgage loans held for sale and related commitments, derivative valuations, origination fees, gains on sale of loans held for sale and net interest income on loans held for sale.
(f) Includes net interest income and noninterest income from loan servicing and ancillary services, net of commercial mortgage servicing rights amortization. Commercial mortgage servicing rights (impairment)/recovery, net of hedge is shown separately.
(g) Presented as of period end.
(h) Recorded investment of purchased impaired loans related to acquisitions.

Asset Management Group (Unaudited) (a)


[^1]
## Residential Mortgage Banking (Unaudited) (a)


(a) See note (a) on page 14.
(b) As of period end.
(c) Recorded investment of purchased impaired loans related to acquisitions.

Non-Strategic Assets Portfolio (Unaudited) (a)

|  | Three months ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30 |  | $\begin{gathered} \text { March } 31 \\ 2012 \end{gathered}$ |  | $\begin{array}{r} \text { December } 31 \\ 2011 \end{array}$ |  | September 30 |  | June 30 |  |
| Dollars in millions |  | 2012 |  |  |  | 2011 |  | 2011 |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 221 | \$ | 217 |  |  | \$ | 192 | \$ | 228 | \$ | 257 |
| Noninterest income |  | 2 |  | (19) |  | 15 |  | 10 |  | 13 |
| Total revenue |  | 223 |  | 198 |  | 207 |  | 238 |  | 270 |
| Provision for credit losses |  | 50 |  | 18 |  | 88 |  | 45 |  | 81 |
| Noninterest expense |  | 67 |  | 68 |  | 119 |  | 47 |  | 56 |
| Pretax earnings |  | 106 |  | 112 |  | - |  | 146 |  | 133 |
| Income taxes |  | 39 |  | 41 |  | 2 |  | 53 |  | 49 |
| Earnings (loss) | \$ | 67 | \$ | 71 | \$ | (2) | \$ | 93 | \$ | 84 |


| Six months ended |  |  |
| :---: | ---: | ---: |
|  | June 30 | June 30 |
| 2012 | 2011 |  |
|  |  |  |
| $\$$ | 438 | $\$$ |
| $(17)$ | 493 |  |
|  | 421 | 22 |
|  | 68 | 515 |
|  | 135 | 233 |
|  | 218 | 109 |
|  | 80 | 173 |
|  | 138 | $\$$ |

AVERAGE BALANCE SHEET
Commercial Lending:

| Commercial/Commercial real estate | \$ | 1,008 | \$ | 1,004 | \$ | 1,030 | \$ | 1,143 | \$ | 1,363 | \$ | 1,006 | \$ | 1,477 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Lease financing |  | 675 |  | 670 |  | 703 |  | 691 |  | 697 |  | 672 |  | 727 |
| Total commercial lending |  | 1,683 |  | 1,674 |  | 1,733 |  | 1,834 |  | 2,060 |  | 1,678 |  | 2,204 |
| Consumer Lending: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer |  | 4,668 |  | 4,849 |  | 5,006 |  | 5,167 |  | 5,301 |  | 4,758 |  | 5,429 |
| Residential real estate |  | 6,534 |  | 6,046 |  | 5,937 |  | 6,116 |  | 6,265 |  | 6,291 |  | 6,293 |
| Total consumer lending |  | 11,202 |  | 10,895 |  | 10,943 |  | 11,283 |  | 11,566 |  | 11,049 |  | 11,722 |
| Total portfolio loans |  | 12,885 |  | 12,569 |  | 12,676 |  | 13,117 |  | 13,626 |  | 12,727 |  | 13,926 |
| Other assets (b) |  | (195) |  | (445) |  | (368) |  | (402) |  | (256) |  | (320) |  | (183) |
| Total assets | \$ | 12,690 | \$ | 12,124 | \$ | 12,308 | \$ | 12,715 | \$ | 13,370 | \$ | 12,407 | \$ | 13,743 |
| Deposits and other liabilities | \$ | 180 | \$ | 177 | \$ | 85 | \$ | 76 | \$ | 137 | \$ | 179 | \$ | 148 |
| Capital |  | 1,311 |  | 1,176 |  | 1,213 |  | 1,273 |  | 1,422 |  | 1,244 |  | 1,397 |
| Total liabilities and equity | \$ | 1,491 | \$ | 1,353 | \$ | 1,298 | \$ | 1,349 | \$ | 1,559 | \$ | 1,423 | \$ | 1,545 |
| PERFORMANCE RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average capital |  | 21 \% |  | 24 \% |  | (1)\% |  | 29 \% |  | 24 \% |  | 22 \% |  | 16 \% |
| Return on average assets |  | 2.12 |  | 2.36 |  | (.06) |  | 2.90 |  | 2.52 |  | 2.24 |  | 1.60 |
| OTHER INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonperforming assets (c) | \$ | 1,120 | \$ | 1,192 | \$ | 1,024 | \$ | 1,064 | \$ | 1,087 |  |  |  |  |
| Purchased impaired loans (c) (d) | \$ | 5,889 | \$ | 6,097 | \$ | 5,251 | \$ | 5,390 | \$ | 5,543 |  |  |  |  |
| Net charge-offs | \$ | 83 | \$ | 91 | \$ | 77 | \$ | 74 | \$ | 96 | \$ | 174 | \$ | 219 |
| Annualized net charge-off ratio |  | 2.59 |  | 2.91 |  | 2.41 \% |  | 2.24 \% |  | 2.83 \% |  | 2.75 |  | 3.17 \% |

LOANS (c)

| Commercial Lending: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial/Commercial real estate | \$ | 945 | \$ | 1,104 | \$ | 976 | \$ | 1,077 | \$ | 1,222 |
| Lease financing |  | 677 |  | 671 |  | 670 |  | 701 |  | 701 |
| Total commercial lending |  | 1,622 |  | 1,775 |  | 1,646 |  | 1,778 |  | 1,923 |
| Consumer Lending: |  |  |  |  |  |  |  |  |  |  |
| Consumer |  | 4,575 |  | 4,751 |  | 4,930 |  | 5,066 |  | 5,240 |
| Residential real estate |  | 6,475 |  | 6,693 |  | 5,840 |  | 6,065 |  | 6,250 |
| Total consumer lending |  | 11,050 |  | 11,444 |  | 10,770 |  | 11,131 |  | 11,490 |
| Total loans | \$ | 12,672 | \$ | 13,219 | \$ | 12,416 | \$ | 12,909 | \$ | 13,413 |

(a) See note (a) on page 14.
(b) Other assets were negative in the second quarter 2012, first quarter 2012, and each 2011 quarter due to the allowance for loan and lease losses.
(c) As of period end.
(d) Recorded investment of purchased impaired loans related to acquisitions.

## Glossary Of Terms

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

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

Annualized - Adjusted to reflect a full year of activity.
Assets under management - Assets over which we have sole or shared investment authority for our customers/clients. We do not include these assets on our Consolidated Balance Sheet.

Basis point - One hundredth of a percentage point.
Carrying value of purchased impaired loans - The net value on the balance sheet which represents the recorded investment less any valuation allowance.

Cash recoveries - Cash recoveries used in the context of purchased impaired loans represent cash payments from customers that exceeded the recorded investment of the designated impaired loan.

Charge-off - Process of removing a loan or portion of a loan from our balance sheet because it is considered uncollectible. We also record a charge-off when a loan is transferred from portfolio holdings to held for sale by reducing the loan carrying amount to the fair value of the loan, if fair value is less than carrying amount.

Commercial mortgage banking activities - Includes commercial mortgage servicing, originating commercial mortgages for sale and related hedging activities. Commercial mortgage banking activities revenue includes commercial mortgage servicing (including net interest income and noninterest income from loan servicing and ancillary services, net of commercial mortgage servicing rights amortization, and commercial mortgage servicing rights valuations), and revenue derived from commercial mortgage loans intended for sale and related hedges (including loan origination fees, net interest income, valuation adjustments and gains or losses on sales).

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.

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

Derivatives - Financial contracts whose value is derived from changes in publicly traded securities, interest rates, currency exchange rates or market indices. Derivatives cover a wide assortment of financial contracts, including but not limited to forward contracts, futures, options and swaps.

Duration of equity - An estimate of the rate sensitivity of our economic value of equity. A negative duration of equity is associated with asset 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; trading securities; interest-earning deposits with banks; loans held for sale; loans; investment securities; and certain other assets.

Economic capital - Represents the amount of resources that a business or business segment should hold to guard against potentially large losses that could cause insolvency and is based on a measurement of economic risk. The economic capital measurement process involves converting a risk distribution to the capital that is required to support the risk, consistent with our target credit rating. As such, economic risk serves as a "common currency" of risk that allows us to compare different risks on a similar basis.

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

Efficiency - Noninterest expense divided by total revenue.

Fair value - The price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

FICO score - A credit bureau-based industry standard score created by Fair Isaac Co. which predicts the likelihood of borrower default. We use FICO scores both in underwriting and assessing credit risk in our consumer lending portfolio. Lower FICO scores indicate likely higher risk of default, while higher FICO scores indicate likely lower risk of default. FICO scores are updated on a periodic basis.

Funds transfer pricing - A management accounting methodology designed to recognize the net interest income effects of sources and uses of funds provided by the assets and liabilities of a business segment. We assign these balances LIBOR-based funding rates at origination that represent the interest cost for us to raise/invest funds with similar maturity and repricing structures.

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

GAAP - Accounting principles generally accepted in the United States of America.
Investment securities - Collectively, securities available for sale and securities held to maturity.
Leverage ratio - Tier 1 risk-based capital divided by adjusted average total assets.
LIBOR - Acronym for London InterBank Offered Rate. LIBOR is the average interest rate charged when banks in the London wholesale money market (or interbank market) borrow unsecured funds from each other. LIBOR rates are used as a benchmark for interest rates on a global basis. PNC's product set includes loans priced using LIBOR as a benchmark.

Loan-to-value ratio (LTV) - A calculation of a loan's collateral coverage that is used both in underwriting and assessing credit risk in our lending portfolio. LTV is the sum total of loan obligations secured by collateral divided by the market value of that same collateral. Market values of the collateral are based on an independent valuation of the collateral. For example, an LTV of less than $90 \%$ is better secured and has less credit risk than an LTV of greater than or equal to $90 \%$.

Loss given default (LGD) - An estimate of recovery based on collateral type, collateral value, loan exposure, or the guarantor(s) quality and guaranty type (full or partial). Each loan has its own LGD. The LGD risk rating measures the percentage of exposure of a specific credit obligation that we expect to lose if default occurs. LGD is net of recovery, through either liquidation of collateral or deficiency judgments rendered from foreclosure or bankruptcy proceedings.

Net interest margin - Annualized taxable-equivalent net interest income divided by average earning assets.
Nonaccretable difference - Contractually required payments receivable on a purchased impaired loan in excess of the cash flows expected to be collected.

Nondiscretionary assets under administration - Assets we hold for our customers/clients in a non-discretionary, custodial capacity. We do not include these assets on our Consolidated Balance Sheet.

Nonperforming assets - Nonperforming assets include nonperforming loans, TDRs, and OREO and foreclosed assets, but exclude certain government insured or guaranteed loans, loans held for sale, loans accounted for under fair value option and purchased impaired loans. We do not accrue interest income on assets classified as nonperforming.

Nonperforming loans - Loans for which we do not accrue interest income. Nonperforming loans include loans to commercial, commercial real estate, equipment lease financing, home equity, residential real estate, credit card and other consumer customers as well as TDRs which have not returned to performing status. Nonperforming loans exclude certain government insured or guaranteed loans, loans held for sale, loans accounted for under the fair value option and purchased impaired loans. Nonperforming loans exclude purchased impaired loans as we are currently accreting interest income over the expected life of the loans.

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

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

Options - Contracts that grant the purchaser, for a premium payment, the right, but not the obligation, to either purchase or sell the associated financial instrument at a set price during a specified period or at a specified date in the future.

Other real estate owned (OREO) and foreclosed assets - Assets taken in settlement of troubled loans primarily through surrender or foreclosure. Foreclosed assets include real and personal property, equity interests in corporations, partnerships, and limited liability companies.

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

Parent company liquidity coverage - Liquid assets divided by funding obligations within a two year period.
Pretax earnings - Income from continuing operations before income taxes and noncontrolling interests.
Pretax, pre-provision earnings - Total revenue less noninterest expense.
Probability of default (PD) - An internal risk rating that indicates the likelihood that a credit obligor will enter into default status.
Purchase accounting accretion - Accretion of the discounts and premiums on acquired assets and liabilities. The purchase accounting accretion is recognized in net interest income over the weighted average life of the financial instruments using the constant effective yield method. Accretion for purchased impaired loans includes any cash recoveries received in excess of the recorded investment.

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

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

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

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

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

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

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

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

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

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

Tier 1 common capital - Tier 1 risk-based capital, less preferred equity, less trust preferred capital securities, and less noncontrolling interests.

Tier 1 common capital ratio - Tier 1 common capital divided by period-end risk-weighted assets.
Tier 1 risk-based capital - Total shareholders’ equity, plus trust preferred capital securities, plus certain noncontrolling interests that are held by others; less goodwill and certain other intangible assets (net of eligible deferred taxes relating to taxable and nontaxable combinations), less equity investments in nonfinancial companies less ineligible servicing assets and less net unrealized holding losses on available for sale equity securities. Net unrealized holding gains on available for sale equity securities, net unrealized holding gains (losses) on available for sale debt securities and net unrealized holding gains (losses) on cash flow hedge derivatives are excluded from total shareholders' equity for Tier 1 risk-based capital purposes.

Tier 1 risk-based capital ratio - Tier 1 risk-based capital divided by period-end risk-weighted assets.
Total equity - Total shareholders’ equity plus noncontrolling interests.
Total risk-based capital - Tier 1 risk-based capital plus qualifying subordinated debt and trust preferred securities, other noncontrolling interest not qualified as Tier 1, eligible gains on available for sale equity securities and the allowance for loan and lease losses, subject to certain limitations.

Total risk-based capital ratio - Total risk-based capital divided by period-end risk-weighted assets.
Transaction deposits - The sum of interest-bearing money market deposits, interest-bearing demand deposits, and noninterest-bearing deposits.

Troubled debt restructuring (TDR) - A loan whose terms have been restructured in a manner that grants a concession to a borrower experiencing financial difficulties.

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

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


[^0]:    (a) Excludes loans held for sale and purchased impaired loans.
    (b) In the second quarter of 2012, the Home equity amounts as of June 30, 2012 were reduced by $\$ 42$ million and $\$ 27$ million for the Accruing Loans Past Due 30 to 59 Days and 60 to 89 Days respectively, to correct for immaterial amounts. Prior periods have not been adjusted.
    (c) In the second quarter of 2012, the Residential real estate amounts as of June 30, 2012 were reduced by $\$ 28$ million, $\$ 14$ million and $\$ 28$ million for the Accruing Loans Past Due 30 to 59 Days, 60 to 89 Days and 90 Days or More respectively, to correct for immaterial amounts. Prior periods have not been adjusted.
    (d) In the first quarter of 2012, we adopted a policy stating that Home equity loans past due 90 days or more would be placed on nonaccrual status. Prior policy required that these loans be past due 180 days before being placed on nonaccrual status.

[^1]:    (a) See note (a) on page 14.
    (b) As of period end.
    (c) Recorded investment of purchased impaired loans related to acquisitions.
    (d) Excludes brokerage account assets.

