

# THE PNC FINANCIAL SERVICES GROUP, INC.

# FINANCIAL SUPPLEMENT SECOND QUARTER 2012 (Unaudited)

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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)

				Th	ree months en	ded					Six mon	ths e	nded
	 June 30	-	March 31	1	December 31	Sep	tember 30	•	June 30		June 30		June 30
In millions, except per share data	 2012		2012		2011		2011		2011	_	2012		2011
Interest Income										١.			
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 9	%	66 9	%	77 9	%	60 9	%	60 %		69 9	6	59 %
Noninterest income to total revenue	30 9	%	39 9	%	38 9	%	39 9	%	40 %		35 9	%	40 %
Effective tax rate (d)	24.1	%	25.7	%	23.0 9	%	27.0 9	%	20.4 %		25.1 9	%	23.7 %
										_			

For additional information regarding footnotes (a) through (c) below, refer to Selected Consolidated Income Statement Information on page 6.

<sup>(</sup>a) Includes provision for residential mortgage repurchase obligations.

<sup>(</sup>b) Includes expenses for residential mortgage foreclosure-related matters, and noncash charges for unamortized discounts related to redemption of trust preferred securities.

<sup>(</sup>c) Includes integration costs.

<sup>(</sup>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	De	cember 31		September 30		June 30
In millions, except par value		2012		2012		2011		2011		2011
Assets	Ф	4.126 #	ħ	4.160	ф	4.105	ф	2.002	Ф	2.065
Cash and due from banks (a)	\$	4,136 \$	Þ	4,162	\$	4,105	\$		\$	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, 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	ф	40,214	b	38,236	ф	37,246	ф	37,242	ф	34,873
Total liabilities and equity	\$	299,575 \$	Þ	295,883	\$	271,205	\$	269,470	\$	263,117
Capital Ratios										
Tier 1 common (e)		9.3 %		9.3 %	Ó	10.3 9	6	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

<sup>(</sup>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.

<sup>(</sup>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.

<sup>(</sup>c) Amounts include our equity interest in BlackRock.

<sup>(</sup>d) Par value less than \$.5 million at each date.

<sup>(</sup>e) The ratio as of June 30, 2012 is estimated.

# Average Consolidated Balance Sheet (Unaudited) (a)

			Thre	e months end	led				_	Six mont	hs ei	ıded
	June 30	March 31	D	December 31	S	eptember 30		ne 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		993	\$	27,000	\$	27,555
Non-agency	6,716	6,577		6,859		7,135		618		6,646		7,836
Commercial mortgage-backed	3,561	3,774		3,640		3,623		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	l	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	l	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		433		3,735		3,413
Other	46,501	44,345		42,905		43,827		659		45,424		40,785
Total assets	\$ 296,151	\$ 281,542	\$	270,722	\$	266,851			\$	288,847	\$	261,826

<sup>(</sup>a) Calculated using average daily balances.

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

					Thre	ee months en	ded					Six mont	hs e	ended
		June 30		March 31	D	December 31	S	eptember 30		June 30		June 30		June 30
In millions		2012		2012		2011		2011		2011	I	2012		2011
Liabilities and Equity														
Interest-bearing liabilities:														
Interest-bearing deposits														
Money market	\$	66,902	\$	61,162	\$	58,897	\$	59,009	\$	58,594	\$	64,032	\$	58,575
Demand		34,388		31,599		29,338		27,654		26,912		32,993		26,614
Savings		10,008		9,183		8,545		8,305		8,222		9,596		7,941
Retail certificates of deposit		27,373		29,011		30,888		33,607		35,098		28,192		35,799
Time deposits in foreign offices and other time		3,577		3,238		2,869		2,191		2,250	II	3,407		3,104
Total interest-bearing deposits		142,248		134,193		130,537		130,766	1	31,076		138,220		132,033
Borrowed funds														
Federal funds purchased and repurchase														
agreements		4,937		4,551		3,714		3,685		4,138		4,744		5,251
Federal Home Loan Bank borrowings		10,238		8,967		6,090		5,015		5,021		9,603		5,054
Bank notes and senior debt		10,618		11,138		11,463		10,480		11,132		10,878		11,437
Subordinated debt		7,293		7,719		8,463		8,982		8,981		7,506		9,166
Other		10,038		7,837		5,935		5,736		5,713	II	8,937		5,779
Total borrowed funds		43,124		40,212		35,665		33,898		34,985		41,668		36,687
Total interest-bearing liabilities		185,372		174,405		166,202		164,664	1	66,061		179,888		168,720
Noninterest-bearing liabilities and equity:														
Noninterest-bearing deposits		60,478		57,900		55,946		53,300		49,720		59,189		48,743
Allowance for unfunded loan commitments														
and letters of credit		243		240		217		202		204		242		196
Accrued expenses and other liabilities		10,375		11,186		11,132		12,478		10,747		10,781		10,262
Equity		39,683		37,811		37,225		36,207		34,374		38,747		33,905
Total liabilities and equity	\$	296,151	\$	281,542	\$	270,722	\$	266,851	\$ 2	261,106	\$	288,847	\$	261,826
(a) Calculated using average daily balances.														
Supplemental Average Balance Sheet Info	orma	<b>ation</b> (Uı	nau	ıdited)										
Deposits and Common Shareholders' Equity														
Interest-bearing deposits	\$		\$	134,193	\$	,	\$	130,766	\$ 1	31,076	\$	138,220	\$	132,033
Noninterest-bearing deposits		60,478		57,900		55,946		53,300		49,720	l	59,189		48,743
Total deposits	\$	202,726	\$	192,093	\$	186,483	\$	184,066	\$ 1	80,796	\$	197,409	\$	180,776
Transaction deposits	\$	161,768	\$	150,661	\$	144,181	\$	139,963	\$ 1	35,226	\$	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 e	nded		Six months	ended
	June 30	March 31	December 31	September 30	June 30	June 30	June 30
A viama da vijalda/matas	2012	2012	2011	2011	2011	2012	2011
Average yields/rates Yield on interest-earning assets							
Investment securities							
Securities available for sale							
Residential mortgage-backed							
	3.17 %	3.14	% 3.11	% 3.34 %	3.70 %	3.16 %	3.66 %
Agency		5.38				5.50	5.35
Non-agency	5.63 4.41	3.38 4.42	5.44 4.43	5.13	5.47 4.73	3.30 4.42	4.73
Commercial mortgage-backed Asset-backed				4.41			
	1.91	2.24	2.39	2.38	2.43	2.06	2.55
US Treasury and government agencies	2.33	1.80	2.61	3.01	2.46	2.04	2.49
State and municipal	4.63	5.13	4.58	4.27	4.37	4.87	4.65
Other debt	2.56	2.55	2.75	2.42	2.58	2.56	2.58
Corporate stocks and other	.11	.03	.04	.04	.04	.07	.05
Total securities available for sale	3.40	3.38	3.46	3.54	3.77	3.39	3.73
Securities held to maturity							
Residential mortgage-backed	3.70	3.58	3.39	3.45	3.68	3.64	3.66
Commercial mortgage-backed	4.56	4.62	4.57	4.95	5.11	4.59	5.17
Asset-backed	1.83	1.68	1.98	1.87	2.20	1.75	2.38
US Treasury and government agencies	3.79	3.79	3.81	4.29		3.79	
State and municipal	4.20	4.18	4.19	4.48	5.10	4.19	5.10
Other	2.89	2.83	2.88	2.83	2.95	2.86	2.94
Total securities held to maturity	3.90	3.82	3.74	3.82	4.01	3.86	4.11
Total investment securities	3.49	3.47	3.51	3.59	3.80	3.48	3.78
Loans							
Commercial	4.75	4.51	4.66	4.86	4.88	4.64	4.96
Commercial real estate	5.78	5.19	5.33	5.25	5.51	5.50	5.06
Equipment lease financing	4.96	4.74	4.84	5.11	4.86	4.85	4.93
Consumer	4.67	4.78	4.81	4.82	4.94	4.72	4.97
Residential real estate	5.44	5.59	5.35	5.90	6.22	5.51	6.19
Total loans	4.90	4.78	4.85	5.00	5.11	4.84	5.10
Loans held for sale	6.00	6.89	5.96	7.31	5.62	6.44	7.31
Federal funds sold and resale agreements	1.45	1.58	1.48	1.55	1.39	1.52	1.28
Other	3.62	3.71	3.45	2.43	2.60	3.67	2.80
Total yield on interest-earning assets	4.51	4.41	4.44	4.52	4.64	4.46	4.66
Rate on interest-bearing liabilities							
Interest-bearing deposits							
Money market	.21	.23	.25	.31	.34	.22	.34
Demand	.04	.04	.05	.08	.10	.04	.10
Savings	.10	.10	.16	.19	.19	.10	.19
Retail certificates of deposit	.57	.80	1.16	1.26	1.32	.69	1.30
Time deposits in foreign offices and other time	.49	.80 .49				.69 .49	
Total interest-bearing deposits	.24	.49	.53 .42	.72 .51	.75 .55	.27	.62 .55
Borrowed funds							
Federal funds purchased and repurchase agreements	.21	.22	.15	.15	.17	.22	.17
Federal Home Loan Bank borrowings	.74	.80	.93	.99	1.02	.77	1.02
Bank notes and senior debt	2.30	2.48	2.11	2.01	2.40	2.39	2.36
Subordinated debt	4.77	5.09	4.91	4.76	5.24	4.94	5.35
Other	.62	.75	.93	.92	1.12	.68	1.05
Total borrowed funds	1.72	2.01	2.17	2.20	2.46	1.86	2.40
Total rate on interest-bearing liabilities	.58	.70	.80	.86	.95	.64	.96
nterest rate spread	3.93	3.71	3.64	3.66	3.69	3.82	3.70
Impact of noninterest-bearing sources	.15	.19	.22	.23	.24	.17	.23
Net interest margin	4.08 %	3.90 %	3.86 9	6 3.89 %	3.93 %	3.99 %	3.93 9

<sup>(</sup>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, \$28 million, \$28 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)

				Th	ree months en	ded		Six month					ended
	June 30		March 31		December 31	Se	ptember 30		June 30		June 30		June 30
In millions, except per share data	2012		2012		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 mor	nths	ended		
	·	June 30		March 31		December 31	Se	ptember 30		June 30		June 30		June 30
In millions, except per share data		2012		2012		2011		2011		2011	l	2012		2011
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

<sup>(</sup>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.

#### Summary of Changes in Residential Mortgage Repurchase Reserve (Unaudited)

Three months ended - in millions	June 30 2012	March 31 2012	December 31 2011	September 30 2011		June 30 2011
Beginning balance	\$ 101	\$ 83	\$ 85	\$ 95	\$	124
Provision	438	32	36	31		21
RBC Bank (USA) Acquisition		26				
Losses – loan repurchases and settlements	 (77)	 (40)	(38)	(41)	•	(50)
Ending balance	\$ 462	\$ 101	\$ 83	\$ 85	\$	95

<sup>(</sup>b) Represents tax benefit recognized within Income taxes on our Consolidated Income Statement.

# **Details of Loans** (Unaudited)

In millions		June 30 2012		March 31 2012	Decen	nber 31 2011	S	eptember 30 2011		June 30 2011
Commercial	· · ·	2012		2012		2011		2011		2011
Retail/wholesale trade	\$	13,434	\$	12,983	\$ 1	1,539	\$	11,287	\$	10,952
Manufacturing	Ψ	13,442	Ψ	12,684		1,453	Ψ	10,980	Ψ	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		2,783		12,240		11,422
Total commercial		78,901		75,515		5,694		62,250		58,620
Commercial real estate		76,901		73,313		13,034		02,230		36,020
Real estate projects		12,837		12,589	1	0,640		10,936		11,086
Commercial mortgage		5,643		5,945		5,564		5,477		5,233
Total commercial real estate		18,480		18,534		6,204		16,413		16,319
Equipment lease financing		6,764		6,594		6,416		6,186		6,210
Total commercial lending		104,145		100,643	8	8,314		84,849		81,149
Consumer										
Home equity										
Lines of credit		24,360		24,668		2,491		22,677		22,838
Installment		11,478		11,076	1	0,598		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	5	6,231		55,039		54,188
Residential real estate										
Residential mortgage		14,927		15,287	1	3,885		14,022		14,302
Residential construction		896		925		584		633		680
Total residential real estate		15,823		16,212	1	4,469		14,655		14,982
Total consumer lending		76,280		75,571	7	0,700		69,694		69,170
Total loans (b)	\$	180,425	\$	176,214	\$ 15	9,014	\$	154,543	\$	150,319
(a) Includes loans to customers in the real estate and construction inde	ustries.									
(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	Decen	nber 31	S	eptember 30		June 30
In millions		2012		2012	Beech	2011		2011		2011
Commercial mortgage	\$	1,021	\$	1,014	\$	1,294	\$	1,081	\$	1,226
Residential mortgage		1,939		1,387		1,522		1,353		1,351
Other		373		55		120		57		102
Total	\$	3,333	\$	2,456	\$	2,936	\$	2,491	\$	2,679
Total	Ψ	3,333	Ψ	2,130	Ψ	2,750	Ψ	2,171	Ψ	2,077
Net Unfunded Commitments (Unaudited)										
Charles		June 30		March 31	Deceml	oer 31	S	eptember 30		June 30
In millions		2012		2012		2011		2011		2011
Net unfunded commitments	\$	113,636	\$	112,454	\$ 10	3,271	\$	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

Three months ended - in millions		June 30 2012		March 31 2012	De	cember 31 2011	Sej	ptember 30 2011		June 30 2011
Beginning balance	\$	4,196	\$	4,347	\$	4,507	\$	4,627	\$	4,759
Charge-offs:	Ψ	7,170	Ψ	7,577	Ψ	7,507	Ψ	4,027	Ψ	7,737
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		200		100		1,0		(1)		200
Net change in allowance for unfunded loan commitments								(1)		
and letters of credit		19		(3)		(23)		(15)		2
Ending balance	\$	4,156	\$	4,196	\$	4,347	\$	4,507	\$	4,627
Supplemental Information		,		,	-	,		,		,
Net charge-offs to average loans (for the three months ended)										
(annualized)		.71 %		.81 %		.83 %		.95 %		1.11 %
Allowance for loan and lease losses to total loans		2.30		2.38		2.73		2.92		3.08
Allowance for ioan and lease losses to total loans		2.30		2.36		2.73		2.92		3.06
Commercial lending net charge-offs	\$	(93)	\$	(96)	\$	(111)	\$	(172)	\$	(181)
Consumer lending net charge-offs	Ψ	(222)	Ψ	(237)	Ψ	(216)	Ψ	(172)	Ψ	(233)
Total net charge-offs	\$	(315)	\$	(333)	\$	(327)	\$	(365)	\$	(414)
Net charge-offs to average loans										
Commercial lending		.37 %		.42 %		.51 %		.83 %		.90 %
Consumer lending		1.18		1.32		1.22		1.10		1.35

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

	June 30	March 31	De	cember 31	Sep	tember 30	June 30
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

# THE PNC FINANCIAL SERVICES GROUP, INC.

#### Purchase Accounting Accretion and Valuation of Purchased Impaired Loans (Unaudited)

#### **Total and Core Net Interest Income**

				 Six months	; ended				
	June 30	March 31	D	December 31	S	eptember 30	June 30	June 30	June 30
In millions	2012	2012		2011		2011	2011	 2012	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

<sup>(</sup>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**

			Τŀ	ree 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

<sup>(</sup>a) Represents National City and RBC Bank (USA) acquisitions.

#### **Accretable Net Interest - Purchased Impaired Loans**

In billions		In billions	
April 1, 2012	\$ 2.5	January 1, 2012	\$ 2.1
		Addition due to RBC Bank (USA) acquisition on March 2, 2012	.6
Accretion	(.1)	Accretion	(.3)
Excess cash recoveries	(.1)	Excess cash recoveries	(.1)
Net reclassifications to accretable from non-accretable		Net reclassifications to accretable from non-accretable	
and other activity	.1	and other activity	.1
June 30, 2012 (a)	\$ 2.4	June 30, 2012	\$ 2.4

<sup>(</sup>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

-		June 3	0, 2012 (a)		Marc	h 31, 2012 (a	a)	I	Decembe	r 31, 2011	(b)
Dollars in billions	В	alance	Net Inves	tment	Balance	Net Inve	Net Investment		lance	Net Inves	stment
Commercial and commercial real estate loans:	• •		·	<u> </u>	•		<u> </u>				
Unpaid principal balance	\$	2.2			\$ 2.4			\$	1.0		
Purchased impaired mark		(.7)			(.7	)			(.1)		
Recorded investment	<del></del>	1.5			1.7				.9		
Allowance for loan losses		(.2)			(.2	)			(.2)		
Net investment	<del></del>	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	<del></del>	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	%

<sup>(</sup>a) Represents National City and RBC Bank (USA) acquisitions.

<sup>(</sup>b) Represents National City acquisition.

<sup>(</sup>b) Represents National City acquisition.

#### **Details of Nonperforming Assets** (Unaudited)

#### Nonperforming Assets by Type

In millions	June 30 2012		March 31 2012		December 31 2011	Septe	mber 30 2011		June 30 2011
Nonperforming loans, including TDRs (a)									
Commercial lending									
Commercial									
Retail/wholesale trade	\$ 110	\$	108	\$	109	\$	117	\$	148
Manufacturing	141		107		117		149		160
Service providers	145		149		147		198		189
Real estate related (b)	214		232		252		256		261
Financial services	15		20		36		31		18
Health care	22		23		29		39		38
Other industries	144		200		209		204		233
Total commercial	791		839		899		994		1,047
Commercial real estate									
Real estate projects	924		977		1,051		1,115		1,289
Commercial mortgage	218		274		294		310		378
Total commercial real estate	1,142		1,251		1,345		1,425		1,667
Equipment lease financing	19		21		22		30		35
Total commercial lending	1,952		2,111		2,266		2,449		2,749
Consumer lending (c)									
Home equity (d)	722		685		529		484		421
Residential real estate									
Residential mortgage (e)	707		684		685		676		630
Residential construction	32		44		41		46		36
Credit card (f)	6		12		8		7		8
Other consumer	39		45		31		30		26
Total consumer lending	1,506		1,470		1,294		1,243		1,121
Total nonperforming loans (g)	3,458		3,581		3,560		3,692		3,870
OREO and foreclosed assets									
Other real estate owned (OREO) (h)	670		749		561		553		546
Foreclosed and other assets	48		31		35		53		65
Total OREO and foreclosed assets	718		780		596		606		611
Total nonperforming assets	\$ 4,176	\$	4,361	\$	4,156	\$	4,298	\$	4,481
Nonperforming loans to total loans	1.92 %	)	2.03 %	ó	2.24 %	)	2.39 %	, )	2.57 %
Nonperforming assets to total loans, OREO and foreclosed									
assets	2.31		2.46		2.60		2.77		2.97
Nonperforming assets to total assets	1.39		1.47		1.53		1.59		1.70
Allowance for loan and lease losses to nonperforming									
loans (g) (i)	120		117		122		122		120

<sup>(</sup>a) See analysis of troubled debt restructurings (TDRs) on page 11.

<sup>(</sup>b) Includes loans related to customers in the real estate and construction industries.

<sup>(</sup>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.

<sup>(</sup>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.

<sup>(</sup>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.

<sup>(</sup>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.

<sup>(</sup>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.

<sup>(</sup>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).

<sup>(</sup>i) The allowance for loan and lease losses includes impairment reserves attributable to purchased impaired loans.

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

#### **Change in Nonperforming Assets**

In millions	April 1, 2012- June 30, 2012	January 1, 2012- March 31, 2012	October 1, 2011- December 31, 2011	July 1, 2011- September 30, 2011	April 1, 2011- 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)

n	mi	110	ns

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	

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

#### **Summary of Troubled Debt Restructurings**

As a percent of total nonperforming assets 6%

In millions	June 30 2012	March 31 2012	December 31 2011	September 30 2011	June 30 2011
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.

<sup>(</sup>a) Accruing loans have demonstrated a period of at least six months of performance under the restructured terms and are excluded from nonperforming loans.

<sup>(</sup>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.

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

#### Accruing Loans Past Due (Unaudited)

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

	 Amount									Percent of Total Outstandings							
	Jun. 30		Mar. 31		Dec. 31		Sept. 30		Jun. 30	Jun. 30	Mar. 31	Dec. 31	Sept. 30	Jun. 30			
Dollars in millions	2012		2012		2011		2011		2011	2012	2012	2011	2011	2011			
Commercial	\$ 130	\$	195	\$	122	\$	163	\$	149	.16 %	.26 %	.19 %	.26 %	.25 %			
Commercial real estate	123		144		96		84		98	.67	.78	.59	.51	.60			
Equipment lease financing	5		25		22		9		9	.07	.38	.34	.15	.14			
Home equity (b)	124		174		173		177		141	.35	.49	.52	.53	.42			
Residential real estate																	
Non government insured (c)	148		222		180		198		201	.94	1.37	1.24	1.35	1.34			
Government insured	123		122		122		121		123	.78	.75	.84	.83	.82			
Credit card	33		34		38		39		39	.80	.83	.96	1.03	1.04			
Other consumer																	
Non government insured	43		50		58		55		51	.21	.26	.30	.30	.30			
Government insured	164		171		207		161		134	.80	.88	1.08	.89	.79			
Total	\$ 893	\$	1,137	\$	1,018	\$	1,007	\$	945	.49	.64	.64	.65	.63			

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

	 Amount										Percent of Total Outstandings								
5	Jun. 30		Mar. 31		Dec. 31		Sept. 30		Jun. 30	Jun. 30	Mar. 31	Dec. 31	Sept. 30	Jun. 30					
Dollars in millions	2012		2012		2011		2011		2011	2012	2012	2011	2011	2011					
Commercial	\$ 65	\$	53	\$	47	\$	54	\$	75	.08	6 .07 %	.07 %	.09 %	.13 %					
Commercial real estate	105		44		35		25		71	.57	.24	.22	.15	.44					
Equipment lease financing	2		2		5		4		2	.03	.03	.08	.06	.03					
Home equity (b)	68		103		114		101		91	.19	.29	.34	.30	.27					
Residential real estate																			
Non government insured (c)	52		73		72		81		68	.33	.45	.50	.55	.45					
Government insured	91		100		104		110		119	.58	.62	.72	.75	.80					
Credit card	22		24		25		26		23	.53	.59	.63	.69	.61					
Other consumer																			
Non government insured	16		20		21		22		20	.08	.10	.11	.12	.12					
Government insured	113		98		124		121		84	.55	.50	.65	.67	.49					
Total	\$ 534	\$	517	\$	547	\$	544	\$	553	.30	.29	.34	.35	.37					

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

	Amount										Percent of Total Outstandings							
Dollars in millions	Jun. 30 2012		Mar. 31 2012		Dec. 31 2011		Sept. 30 2011		Jun. 30 2011		Jun. 30 2012	Mar. 31 2012	Dec. 31 2011	Sept. 30 2011	Jun. 30 2011			
Commercial	\$ 34	\$	28	\$	49	\$	34	\$	42		.04 %	.04 %	.07 %	.05 %	.08 %			
Commercial real estate	16		5		6		13		12		.09	.03	.04	.08	.07			
Equipment lease financing	1		5				2		1		.01	.08		.03	.02			
Home equity (b)(d)					221		206		182				.67	.62	.55			
Residential real estate																		
Non government insured (c)	104		140		152		137		145		.66	.86	1.05	.93	.97			
Government insured	1,925		2,012		2,129		1,998		1,926		12.17	12.41	14.71	13.63	12.85			
Credit card	38		47		48		45		45		.92	1.15	1.21	1.19	1.20			
Other consumer																		
Non government insured	17		21		23		23		21		.08	.11	.12	.13	.12			
Government insured	348		351		345		310		272		1.70	1.80	1.80	1.71	1.60			
Total	\$ 2,483	\$	2,609	\$	2,973	\$	2,768	\$	2,646		1.38	1.48	1.87	1.79	1.76			

<sup>(</sup>a) Excludes loans held for sale and purchased impaired loans.

<sup>(</sup>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.

<sup>(</sup>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.

<sup>(</sup>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.

#### **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® 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%.

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

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

			Thr	ee months end	ed				Six mon	ths en	ıded
In millions	June 30	March 31		December 31		September 30	June 30		June 30		June 30
Income (Loss)	 2012	 2012		2011		2011	 2011	l	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	I	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, Non-Strategic Assets Portfolio, and Other. For more information, refer to Selected Consolidated Income Statement Information on page 6.

	June 30	March 31	December 31	September 30	June 30
				•	
Period End Employees (a)	2012	2012	2011	2011	2011
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
Retail Banking part-time employees	4,970	5,265	5,083	5,103	5,112
Other 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

<sup>(</sup>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.

<sup>(</sup>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.

# Retail Banking (Unaudited) (a)

					Τŀ	hree months end	ed				Six months e	nded
		June 30		March 31		December 31		September 30	June 30		June 30	June 30
Dollars in millions		2012		2012		2011		2011	2011	l	2012	2011
INCOME STATEMENT												
Net interest income	\$	1,114	\$	1,045	\$	972	\$	956 \$	940	\$	2,159 \$	1,878
Noninterest income												
Service charges on deposits		137		121		135		133	125		258	242
Brokerage		49		45		48		48	52		94	105
Consumer services		213		191		195		251	253		404	481
Other		38		34		33		35	34	I	72	67
Total noninterest income		437		391		411		467	464	l	828	895
Total revenue		1,551		1,436		1,383		1,423	1,404		2,987	2,773
Provision for credit losses		165		135		229		206	180		300	456
Noninterest expense		1,171		1,069		1,056		1,026	1,020	l	2,240	2,021
Pretax earnings		215		232		98		191	204		447	296
Income taxes		79		85		36		70	75	1	164	108
Earnings	\$	136	\$	147	\$	62	\$	121 \$	129	\$	283 \$	188
AVERAGE BALANCE SHEET												
Loans												
Consumer												
Home equity	\$	28,407	\$	26,591	\$	25,776	\$	25,756 \$	25,906	\$	27,499 \$	25,984
Indirect auto		5,036		4,433		3,872		3,308	2,756		4,735	2,579
Indirect other		1,203		1,282		1,355		1,432	1,519		1,242	1,565
Education		9,100		9,440		9,302		9,124	8,881		9,270	8,991
Credit cards		4,075		3,928		3,805		3,733	3,680		4,001	3,705
Other		2,372		2,072		1,957		1,874	1,809	l	2,222	1,816
Total consumer		50,193		47,746		46,067		45,227	44,551		48,969	44,640
Commercial and commercial real estate	;	11,445		10,682		10,369		10,482	10,636		11,083	10,711
Floor plan		1,803		1,663		1,452		1,304	1,473		1,733	1,523
Residential mortgage		972		1,031		1,092		1,150	1,196	l	1,002	1,241
Total loans		64,413		61,122		58,980		58,163	57,856		62,787	58,115
Goodwill and other intangible assets		6,228		5,888		5,735		5,748	5,750		6,058	5,759
Other assets		2,452		2,699		2,455		2,247	2,151	l	2,575	2,337
Total assets	\$	73,093	\$	69,709	\$	67,170	\$	66,158 \$	65,757	\$	71,420 \$	66,211
Deposits												_
Noninterest-bearing demand	\$	20,381	\$	18,764	\$	18,105	\$	18,081 \$	18,443	\$	19,572 \$	18,274
Interest-bearing demand		28,265		25,707		23,583		22,381	21,869		26,986	21,397
Money market		47,271		43,601		41,638		41,191	40,776	1_	45,436	40,583
Total transaction deposits		95,917		88,072		83,326		81,653	81,088		91,994	80,254
Savings		9,900		9,077		8,450		8,218	8,140		9,489	7,858
Certificates of deposit		26,468		28,150		29,998		32,664	34,060		27,309	34,709
Total deposits		132,285		125,299		121,774		122,535	123,288		128,792	122,821
Other liabilities		190		629		758		786	765		410	955
Capital		8,455		8,328		8,152		8,223	8,246		8,391	8,148
Total liabilities and equity	\$	140,930	\$	134,256	\$		\$		132,299	\$	137,593 \$	131,924
PERFORMANCE RATIOS		,		,		,	-		,		· · · · · · · · · · · · · · · · · · ·	,
Return on average capital		6 %	%	7	%	3 9	%	6 %	6 %		7 %	5 %
Return on average assets		.75		.85		.37	-	.73	.79		.80	.57
Noninterest income to total revenue		28		27		30		33	33		28	32
Efficiency		75		74		76		72	73		75	73
(a) See note (a) on page 14.								. –				

<sup>(</sup>a) See note (a) on page 14.

#### Retail Banking (Unaudited) (Continued)

				Three	e months end	ed					Six mor	ıths er	ıded
	June 30		March 31	De	ecember 31	Se	ptember 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 %	Ď	.91 %		1.61 %		1.31 %	ó	2.15 %		1.04 %	ò	2.18 %
Credit card lending annualized net													
charge-off ratio	4.84 %	Ď	5.12 %		4.59 %		4.78 %	ó	5.89 %		4.98 %	, )	6.64 %
Consumer lending (excluding credit card)													
annualized net charge-off ratio	.85 %	Ď	1.01 %		.94 %		.91 %	ó	.99 %		.93 %	, )	1.08 %
Total annualized net charge-off ratio	1.17 %	ó	1.26 %		1.31 %		1.24 %	ó	1.55 %		1.21 %	ò	1.67 %
Home equity portfolio credit statistics: (c)													
% of first lien positions at origination (d)	39 %	Ď	37 %		39 %		38 %	ó	37 %				
Weighted-average loan-to-value ratios													
(LTVs) (d)	78 %	Ď	81 %		72 %		72 %	ó	73 %				
Weighted-average updated FICO scores (e)	742		739		743		743		743				
Annualized net charge-off ratio	.92 %	Ď	1.11 %		1.01 %		1.02 %	ó	1.00 %		1.01 %	, )	1.16 %
Loans 30 - 59 days past due	.54 %	Ď	.56 %		.58 %		.58 %	ó	.48 %				
Loans 60 - 89 days past due	.33 %	Ď	.35 %		.38 %		.32 %	ó	.30 %				
Loans 90 days past due (f)	1.24 %	Ď	1.24 %		1.22 %		1.12 %	ó	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	<u> </u>			

<sup>(</sup>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.

<sup>(</sup>b) Recorded investment of purchased impaired loans related to acquisitions.

<sup>(</sup>c) Lien position, LTV, FICO and delinquency statistics are based upon balances and other data that exclude the impact of accounting for acquired loans.

<sup>(</sup>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.

<sup>(</sup>e) Represents FICO scores that are updated monthly for home equity lines and quarterly for the home equity installment loans.

<sup>(</sup>f) Includes non-accrual loans.

 $<sup>(</sup>g) \, Excludes \, satellite \, of fices \, (e.g., \, drive-ups, \, electronic \, branches, \, retirement \, centers) \, that \, provide \, limited \, products \, and/or \, services.$ 

 $<sup>(</sup>h) Financial\ consultants\ provide\ services\ in\ full\ service\ brokerage\ of fices\ and\ traditional\ bank\ branches.$ 

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

#### Corporate & Institutional Banking (Unaudited) (a)

				7	hree	months end	led					Six mon	ths en	ded
		June 30		March 31	De	cember 31	Sep	tember 30		June 30	1	June 30		June 30
Dollars in millions, except as noted		2012		2012		2011		2011		2011	l	2012		2011
INCOME STATEMENT														
Net interest income	\$	1,085	\$	938	\$	943	\$	898	\$	874	\$	2,023	\$	1,697
Noninterest income														
Corporate service fees		248		200		226		150		193		448		376
Other		106		128		137		101		135		234		247
Noninterest income		354		328		363		251		328		682		623
Total revenue		1,439		1,266		1,306		1,149		1,202		2,705		2,320
Provision for credit losses (benefit)		33		19		(136)		11		31		52		1
Noninterest expense		496		463		495		448		443		959		889
Pretax earnings		910		784		947		690		728		1,694		1,430
Income taxes		333		289		350		253		266		622		524
Earnings	\$		\$	495	\$	597	\$		\$	462	\$	1,072	\$	906
AVERAGE BALANCE SHEET	-		-									-,,,,	-	
Loans														
Commercial	\$	49,087	\$	42,919	\$	38,709	\$	36,353	\$	34,673	\$	46,004	\$	33,939
	Ф		Ф	,	Ф	,	Ф		Ф		Ф		Ф	
Commercial real estate		15,928 5,545		14,388 4,971		13,903		13,670 3,741		13,839 3,494		15,158		14,091 3,478
Commercial - real estate related		5,545 9,755		9,266		4,463 8,893					1	5,258 9,510		
Asset-based lending				,		,		8,472 5,457		7,961	1			7,667
Equipment lease financing		5,911		5,706		5,529		5,457		5,483	I —	5,808		5,511
Total loans		86,226		77,250		71,497		67,693		65,450	1	81,738		64,686
Goodwill and other intangible assets		3,749		3,442		3,291		3,391		3,456		3,595		3,470
Loans held for sale		1,190		1,244		1,271		1,186		1,229		1,217		1,285
Other assets	_	11,670	_	10,960		10,111		9,629	_	8,877	<u> </u>	11,316	_	8,561
Total assets	\$	102,835	\$	92,896	\$	86,170	\$	81,899	\$	79,012	\$	97,866	\$	78,002
Deposits														
Noninterest-bearing demand	\$	37,813	\$	37,225	\$	35,770	\$	32,631	\$	29,504	\$	37,519	\$	28,678
Money market		15,734		13,872		13,385		13,522		12,643		14,803		12,388
Other		5,933		5,372		5,617		5,781		5,149		5,653		5,601
Total deposits		59,480		56,469		54,772		51,934		47,296		57,975		46,667
Other liabilities		17,551		15,987		14,095		14,094		12,871		16,769		12,540
Capital		8,815		8,537		8,256		7,992		7,928		8,676		7,893
Total liabilities and equity	\$	85,846	\$	80,993	\$	77,123	\$	74,020	\$	68,095	\$	83,420	\$	67,100
PERFORMANCE RATIOS		· · · · · · · · · · · · · · · · · · ·												
Return on average capital		26 %		23 9	6	29 %	<b>%</b>	22 %	,	23 %		25 9	6	23 %
Return on average assets		2.26		2.14	•	2.75		2.12		2.35		2.20	•	2.34
Noninterest income to total revenue		25		26		28		22		27		25		27
Efficiency		34		37		38		39		37		35		38
COMMERCIAL MORTGAGE SERVICING		34		31		- 30		37			I —	33		30
PORTFOLIO (in billions)	ø	260	¢	267	¢	267	¢	260	¢	266	ď	267	¢	266
Beginning of period	\$		\$	267	\$	267	\$		\$	266	\$	267	\$	266
Acquisitions/additions		7		10		12		8		13	1	17		23
Repayments/transfers		(11)		(9)		(12)		(9)		(11)	<u> </u>	(20)		(21)
End of period	\$	264	\$	268	\$	267	\$	267	\$	268	\$	264	\$	268
OTHER INFORMATION											1			
Consolidated revenue from: (b)														
Treasury Management (c)	\$		\$	343	\$	323	\$	319	\$	309	\$	697	\$	624
Capital Markets (d)	\$	151	\$	156	\$	160	\$	158	\$	165	\$	307	\$	304
Commercial mortgage loans held for sale (e)	\$	34	\$	13	\$	38	\$	23	\$	23	\$	47	\$	52
Commercial mortgage loan servicing income,														
net of amortization (f)		53		54		55		38		35		107		87
Commercial mortgage servicing rights														
(impairment)/recovery, net of hedge		(6)		(19)		-		(82)		(40)	1	(25)		(75)
Total commercial mortgage banking activities	\$		\$	48	\$	93	\$	(21)	\$	18	\$	129	\$	64
Total loans (g)	\$		\$		\$	73,417		70,307		66,142	1		-	
Net carrying amount of commercial mortgage	Ψ	55,010	Ψ	0.,527	Ψ	, 5, 117	Ψ.	, 0,501	7	JU,1 12				
servicing rights (g)	\$	398	\$	428	\$	468	\$	482	\$	592				
Credit-related statistics:	Ψ	370	Ψ	720	Ψ	400	Ψ	702	4	272				
Nonperforming assets (g)	\$	1,686	\$	1,776	\$	1,889	\$	2,033	\$	2,260				
Purchased impaired loans (g) (h)			э \$								1			
i urchascu impancu ioans (g) (ii)				1 177	Ψ.	404	٠.	4.77						
Net charge-offs	\$ \$		\$	1,177 43	\$ \$	404 43	\$ \$		\$ \$	603 85	\$	73	\$	238

Represents consolidated PNC amounts. Our second quarter 2012 10-Q will include additional information regarding these items.

Includes amounts reported in net interest income and corporate service fees. (c)

<sup>(</sup>d)

Includes amounts reported in net interest income, corporate service fees and other noninterest income.

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 (e)

income on loans held for sale.

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.

Presented as of period end.

Recorded investment of purchased impaired loans related to acquisitions.

# Asset Management Group (Unaudited) (a)

• • • • • • • • • • • • • • • • • • • •	` '		Three	months ended				Six months er	ıded
		June 30	March 31 De	cember 31 Se	ptember 30	June 30	I	June 30	June 30
Dollars in millions, except as noted		2012	2012	2011	2011	2011	l	2012	2011
INCOME STATEMENT								<u></u>	
Net interest income	\$	75 \$	75 \$	73 \$	69 \$	69	\$	150 \$	138
Noninterest income		165	168	161	159	167		333	329
Total revenue		240	243	234	228	236		483	467
Provision for credit losses (benefit)		(1)	10	10	(10)	(18)		9	(24)
Noninterest expense		181	176	184	175	168		357	328
Pretax earnings		60	57	40	63	86		117	163
Income taxes		22	21	15	23	32		43	60
Earnings	\$	38 \$	36 \$	25 \$	40 \$	54	\$	74 \$	103
AVERAGE BALANCE SHEET									
Loans									
Consumer	\$	4,321 \$	4,183 \$	4,173 \$	4,134 \$	4,068	\$	4,252 \$	4,062
Commercial and commercial real estate		1,098	1,126	1,193	1,223	1,289		1,112	1,395
Residential mortgage		692	692	696	705	711		692	713
Total loans		6,111	6,001	6,062	6,062	6,068		6,056	6,170
Goodwill and other intangible assets		333	345	349	356	365		339	370
Other assets		215	220	233	246	220		218	246
Total assets	\$	6,659 \$	6,566 \$	6,644 \$	6,664 \$	6,653	\$	6,613 \$	6,786
Deposits							I —		
Noninterest-bearing demand	\$	1,362 \$	1,575 \$	1,305 \$	1,307 \$	1,061	\$	1,468 \$	1,112
Interest-bearing demand	-	2,674	2,637	2,529	2,315	2,309	-	2,656	2,301
Money market		3,535	3,651	3,625	3,591	3,548		3,593	3,577
Total transaction deposits		7,571	7,863	7,459	7,213	6,918		7,717	6,990
CDs/IRAs/savings deposits		490	549	587	620	645		519	664
Total deposits		8,061	8,412	8,046	7,833	7,563		8,236	7,654
Other liabilities		68	71	78	7,833 76	7,303		70	7,034
Capital		463	347	355	345	353		405	349
	¢						ф.		
Total liabilities and equity	\$	8,592 \$	8,830 \$	8,479 \$	8,254 \$	7,987	\$	8,711 \$	8,073
PERFORMANCE RATIOS									
Return on average capital		33 %	42 %	28 %	46 %	61 %		37 %	60 %
Return on average assets		2.30	2.21	1.49	2.38	3.26		2.25	3.06
Noninterest income to total revenue		69	69	69	70	71		69	70
Efficiency		75	72	79	77	71	l	74	70
OTHER INFORMATION									
Total nonperforming assets (b)	\$	67 \$	73 \$	60 \$	69 \$	69			
Purchased impaired loans (b) (c)	\$	122 \$	126 \$	127 \$	134 \$	135			
Total net charge-offs (recoveries)	\$	3 \$	2 \$	6 \$	5 \$	-	\$	5 \$	(11)
ASSETS UNDER ADMINISTRATION (in billions) (b	) (d)								
Personal	\$	102 \$	104 \$	100 \$	95 \$	102			
Institutional		112	115	110	107	117			
Total	\$	214 \$	219 \$	210 \$	202 \$	219			
Asset Type									
Equity	\$	116 \$	119 \$	111 \$	104 \$	121			
Fixed income		66	66	66	66	65			
Liquidity/Other		32	34	33	32	33			
Total	\$	214 \$	219 \$	210 \$	202 \$	219			
Discretionary assets under management	Ψ	Ψ	4	v	v	/_			
Personal	\$	71 \$	73 \$	69 \$	65 \$	70			
Institutional	Ψ	38	75 ¢ 39	38	38	39			
Total	\$	109 \$	112 \$	107 \$	103 \$	109			
	φ	10Э Ф	11∠ ⊅	107 ф	105 ф	109			
Asset Type	¢	5 C &	εo ¢	52 ¢	40 ¢	E.C.			
Equity  Fixed income	\$	56 \$	58 \$	53 \$	49 \$	56 37			
Fixed income		38	38	38	38	37			
Liquidity/Other		15	16	16	16	16			
Total	\$	109 \$	112 \$	107 \$	103 \$	109			
Nondiscretionary assets under administration									
Personal	\$	31 \$	31 \$	31 \$	30 \$	32			
Institutional		74	76	72	69	78			
Total	\$	105 \$	107 \$	103 \$	99 \$	110			
Asset Type						<u> </u>			
Equity	\$	60 \$	61 \$	58 \$	55 \$	65			
Fixed income		28	28	28	28	28			
Liquidity/Other		17	18	17	16	17			
Total	\$	105 \$	107 \$	103 \$	99 \$	110			
(a) See note (a) on page 14	-	4	4	4			Ь		

<sup>(</sup>a) See note (a) on page 14.

<sup>(</sup>b) As of period end.

 <sup>(</sup>c) Recorded investment of purchased impaired loans related to acquisitions.
 (d) Excludes brokerage account assets.

# Residential Mortgage Banking (Unaudited) (a)

					Three	months en	ded				_	Six mon	ths er	ded
		June 30		March 31	De	cember 31	Sep	tember 30		June 30		June 30		June 30
Dollars in millions, except as noted		2012		2012		2011		2011		2011		2012		2011
INCOME STATEMENT														
Net interest income	\$	53	\$	51	\$	52	\$	46	\$	47	\$	104	\$	103
Noninterest income														
Loan servicing revenue														
Servicing fees		52		56		53		60		63		108		113
Net MSR hedging gains		39		71		35		69		52		110		116
Loan sales revenue														
Provision for residential mortgage														
repurchase obligations		(438)		(32)		(36)		(31)		(21)		(470)		(35)
Loan sales revenue		177		141		110		103		73		318		171
Other		8		6		6		7		5		14		10
Total noninterest income		(162)		242		168		208		172		80		375
Total revenue				293				254		219		184		478
		(109)				220								4/8
Provision for credit losses (benefit)		(2)		(7)		(10)		15		(8)		(9)		
Noninterest expense		230		203		317		203		140		433		277
Pretax earnings (loss)		(337)		97		(87)		36		87		(240)		201
Income taxes (benefit)		(124)		36		(26)		13		32		(88)		74
Earnings (loss)	\$	(213)	\$	61	\$	(61)	\$	23	\$	55	\$	(152)	\$	127
AVERAGE BALANCE SHEET														
Portfolio loans	\$	2,751	\$	2,922	\$	2,868	\$	2,777	\$	2,703	\$	2,836	\$	2,718
Loans held for sale	Ψ	1,830	Ψ	1,675	Ψ	1,409	Ψ	1,301	Ψ.	1,464	Ψ.	1,753	Ψ	1,632
Mortgage servicing rights (MSR)		665		645		701		851		1,027		655		1,037
Other assets		6,255		6,747		6,786		5,948		5,628		6,501		5,831
	ф		ф	,	ф		d.		¢.		ф.		d.	
Total assets	\$	11,501	\$	11,989	\$	11,764	\$	10,877	\$	10,822	\$	11,745	\$	11,218
Deposits	\$	1,783	\$	1,662	\$	1,756	\$	1,785	\$	1,569	\$	1,723	\$	1,578
Borrowings and other liabilities		4,067		4,353		4,324		3,788		3,253		4,209		3,696
Capital		1,157		832		832		694		667		995		698
Total liabilities and equity	\$	7,007	\$	6,847	\$	6,912	\$	6,267	\$	5,489	\$	6,927	\$	5,972
PERFORMANCE RATIOS														
Return on average capital		(74)%	6	29 9	%	(29)9	6	13 9	6	33 %		(31)9	6	37
Return on average assets		(7.45)	-	2.05		(2.06)	-	.84	-	2.04		(2.60)	-	2.28
Noninterest income to total revenue		149		83		76		82		79		43		78
Efficiency		(211)		69		144		80		64		235		58
		(211)		09		144		80		04		233		36
RESIDENTIAL MORTGAGE SERVICING PORTFOLIO - THIRD-PARTY (in billions)														
Beginning of period	\$	121	\$	118	\$	121	\$	125	\$	127	\$	118	\$	125
Acquisitions	Ψ	121	Ψ	7	Ψ	1	Ψ	123	Ψ	127	Ψ	7	Ψ	5
Additions		2		4		3		2		4		6		7
Repayments/transfers		(7)		(8)		(7)		(6)		(6)		(15)		(12)
End of period	\$	116	\$	121	\$	118	\$	121	\$	125	\$	116	\$	125
Servicing portfolio - third-party statistics: (b)		•		·		•		•		<del></del>		•		
Fixed rate		91 %		91 9	%	90 9	6	90 9	6	90 %				
Adjustable rate/balloon		9 %		9 9		10 9		10 9		10 %				
Weighted-average interest rate		5.21 %		5.26 9		5.38 9		5.44 9		5.49 %				
MSR capitalized value (in billions)	\$	.6	\$	.7	\$	.7	\$	.7	\$	1.0				
MSR capitalization value (in basis points)		50		60		54		56		80				
Weighted-average servicing fee (in basis points)	)	29		29		29		29		29				
OTHER INFORMATION														
Loan origination volume (in billions)	\$	3.6	\$	3.4	\$	3.0	\$	2.6	\$	2.6	\$	7.0	\$	5.8
Percentage of originations represented by:														
Agency and government programs		100 9		100 9		100 9		100 9		100 %		100 9		100
Refinance volume	<b>.</b>	72 9		82 9		79 9		69 9		68 %		77 9	6	77
Total nonperforming assets (b)	\$	78	\$	80	\$	76	\$	77	\$	65				
Purchased impaired loans (b) (c)	\$	84	\$	100	\$	112	\$	132	\$	141				

<sup>(</sup>a) See note (a) on page 14.

<sup>(</sup>b) As of period end.

 $<sup>\ \, (</sup>c)\ \, Recorded\ \, investment\ \, of\ \, purchased\ \, impaired\ \, loans\ \, related\ \, to\ \, acquisitions.$ 

# Non-Strategic Assets Portfolio (Unaudited) (a)

				Thi	ree months end	led				 Six months	ended
	 June 30		March 31		December 31		September 30		June 30	 June 30	June 30
Dollars in millions	2012		2012		2011		2011		2011	2012	2011
INCOME STATEMENT											
Net interest income	\$ 221	\$	217	\$	192	\$	228	\$	257	\$ 438 \$	493
Noninterest income	2		(19)		15		10		13	 (17)	22
Total revenue	223		198		207		238		270	421	515
Provision for credit losses	50		18		88		45		81	68	233
Noninterest expense	67		68		119		47		56	 135	109
Pretax earnings	106		112		-		146		133	218	173
Income taxes	39		41		2		53		49	 80	64
Earnings (loss)	\$ 67	\$	71	\$	(2)	\$	93	\$	84	\$ 138 \$	109
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 9	6	24 9	%	(1)9	%	29 9	%	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 %	6	2.91 %	%	2.41 %	%	2.24 9	%	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		

<sup>(</sup>a) See note (a) on page 14.

<sup>(</sup>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.

<sup>(</sup>c) As of period end

<sup>(</sup>d) Recorded investment of purchased impaired loans related to acquisitions.

#### **Glossary Of Terms**

<u>Accretable net interest (Accretable yield)</u> - 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.

<u>Adjusted average total assets</u> - 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.

<u>Assets under management</u> - 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.

<u>Carrying value of purchased impaired loans</u> - The net value on the balance sheet which represents the recorded investment less any valuation allowance.

<u>Cash recoveries</u> - 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.

<u>Charge-off</u> - 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.

<u>Commercial mortgage banking activities</u> - 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).

<u>Common shareholders' equity to total assets</u> - Common shareholders' equity divided by total assets. Common shareholders' equity equals total shareholders' equity less the liquidation value of preferred stock.

<u>Core net interest income</u> - Total net interest income less purchase accounting accretion.

<u>Credit spread</u> - 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.

<u>Derivatives</u> - 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.

<u>Duration of equity</u> - 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.

<u>Earning assets</u> - 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.

<u>Economic capital</u> - 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.

<u>Effective duration</u> - 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.

<u>Fair value</u> - 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.

<u>FICO score</u> - 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.

<u>Funds transfer pricing</u> - 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.

<u>Futures and forward contracts</u> - 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.

<u>Investment securities</u> - Collectively, securities available for sale and securities held to maturity.

<u>Leverage ratio</u> - Tier 1 risk-based capital divided by adjusted average total assets.

<u>LIBOR</u> - 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.

<u>Loan-to-value ratio (LTV)</u> - 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.

<u>Nonaccretable difference</u> - Contractually required payments receivable on a purchased impaired loan in excess of the cash flows expected to be collected.

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

<u>Nonperforming assets</u> - 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.

<u>Operating leverage</u> - 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).

<u>Options</u> - 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.

<u>Pretax, pre-provision earnings</u> - 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.

<u>Purchase accounting accretion</u> - 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.

<u>Purchased impaired loans</u> - 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.

<u>Recorded investment</u> - 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.

<u>Recovery</u> - 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.

<u>Residential development loans</u> - 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.

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

<u>Risk-weighted assets</u> - 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.

<u>Securitization</u> - The process of legally transforming financial assets into securities.

<u>Servicing rights</u> - 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.

<u>Taxable-equivalent interest</u> - 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.

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

<u>Tier 1 common capital ratio</u> - Tier 1 common capital divided by period-end risk-weighted assets.

<u>Tier 1 risk-based capital</u> - 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.

<u>Tier 1 risk-based capital ratio</u> - Tier 1 risk-based capital divided by period-end risk-weighted assets.

<u>Total equity</u> - Total shareholders' equity plus noncontrolling interests.

<u>Total risk-based capital</u> - 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.

<u>Transaction deposits</u> - The sum of interest-bearing money market deposits, interest-bearing demand deposits, and noninterest-bearing deposits.

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

<u>Watchlist</u> - 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.

<u>Yield curve</u> - 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.