

STERLING FINANCIAL CORP /PA/

Form 425

October 18, 2007

Filed by The PNC Financial Services Group, Inc.

Pursuant to Rule 425 under the Securities Act of 1933 and

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

Subject Company: Sterling Financial Corporation

Commission File No. 000-16276

On October 18, 2007, The PNC Financial Services Group, Inc. (PNC) issued a press release and held a conference call for investors regarding PNC s earnings and business results for the three months ended September 30, 2007. PNC also provided supplementary financial information on its web site, including financial information disclosed in connection with its press release, and provided electronic presentation slides on its web site used in connection with the related investor conference call. Such supplementary financial information and electronic presentation slides consisted of the following:

THE PNC FINANCIAL SERVICES GROUP, INC.

FINANCIAL SUPPLEMENT

THIRD QUARTER 2007

(UNAUDITED)

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

	Page
Consolidated Income Statement	2
Adjusted Condensed Consolidated Income Statement	3
Consolidated Balance Sheet	4
Capital Ratios	4
Results of Businesses	
Summary of Business Segment Results	5
Period-end Employees	5
Retail Banking	6-8
Corporate & Institutional Banking	9
PFPC	10
Efficiency Ratio	11
Details of Net Interest Income, Net Interest Margin, and Trading Revenue	12
Average Consolidated Balance Sheet and Supplemental Average Balance Sheet Information	13-14
Details of Loans	15
Allowances for Loan and Lease Losses and Unfunded Loan Commitments and Letters of Credit, and Net Unfunded Commitments	16
Details of Nonperforming Assets	17-18
Glossary of Terms	19-21
Business Segment Descriptions	22
Appendix Adjusted Condensed Consolidated Income Statement Reconciliations	A1-A4

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

Additional Information About The PNC/Sterling Financial Corporation Transaction

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

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

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

THE PNC FINANCIAL SERVICES GROUP, INC.

Additional Information About The PNC/Yardville National Bancorp Transaction

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

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

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

Mercantile Acquisition

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

BlackRock/MLIM Transaction

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

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

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

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

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

Edgar Filing: STERLING FINANCIAL CORP /PA/ - Form 425

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

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

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

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

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

Edgar Filing: STERLING FINANCIAL CORP /PA/ - Form 425

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

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

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

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

Edgar Filing: STERLING FINANCIAL CORP /PA/ - Form 425

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

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

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

Capital Ratios

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

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

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

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

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

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

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

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

Edgar Filing: STERLING FINANCIAL CORP /PA/ - Form 425

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

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

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

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

Edgar Filing: STERLING FINANCIAL CORP /PA/ - Form 425

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

PERFORMANCE RATIOS

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

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

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

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

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

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

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

(d) Excludes brokerage account assets.

THE PNC FINANCIAL SERVICES GROUP, INC.

Retail Banking (Unaudited) (Continued)

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

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

Edgar Filing: STERLING FINANCIAL CORP /PA/ - Form 425

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

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

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

COMMERCIAL MORTGAGE

SERVICING PORTFOLIO (in billions)

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

OTHER INFORMATION

Consolidated revenue from: (d)

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

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

(b) Includes lease financing.

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

(d) Represents consolidated PNC amounts.

(e) Presented as of period end.

THE PNC FINANCIAL SERVICES GROUP, INC.

PFPC (Unaudited) (a)

Three months ended

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

Edgar Filing: STERLING FINANCIAL CORP /PA/ - Form 425

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

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

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

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

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

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

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

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

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

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

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

Edgar Filing: STERLING FINANCIAL CORP /PA/ - Form 425

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

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

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

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

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

Supplemental Average Balance Sheet Information

(Unaudited)

Trading Assets

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

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

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

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

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

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

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

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

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

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

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

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

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

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

THE PNC FINANCIAL SERVICES GROUP, INC.**Allowances for Loan and Lease Losses and Unfunded Loan Commitments and Letters of Credit, and Net Unfunded Commitments**
(Unaudited)**Change in Allowance for Loan and Lease Losses**

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

Supplemental Information

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

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

(b) Includes consumer and residential mortgage.

Change in Allowance for Unfunded Loan Commitments and Letters of Credit

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

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

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

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

Change in Nonperforming Assets

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

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

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

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

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

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

As a percent of total nonperforming assets
38%

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

Glossary of Terms

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

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

Annualized Adjusted to reflect a full year of activity.

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

Basis point One hundredth of a percentage point.

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

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

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

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

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

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

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

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

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

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

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

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

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

GAAP Accounting principles generally accepted in the United States of America.

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

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

Net interest margin Annualized taxable-equivalent net interest income divided by average earning assets.

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

Noninterest income to total revenue Noninterest income divided by the sum of net interest income (GAAP basis) and noninterest income.

Nonperforming assets Nonperforming assets include nonaccrual loans, troubled debt restructured loans, foreclosed assets and other assets. We do not accrue interest income on assets classified as nonperforming.

Nonperforming loans Nonperforming loans include loans to commercial, commercial real estate, equipment lease financing, consumer, and residential mortgage customers as well as troubled debt restructured loans. Nonperforming loans do not include loans held for sale or foreclosed and other assets. We do not accrue interest income on loans classified as nonperforming.

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

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

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

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

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

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

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

Securitization The process of legally transforming financial assets into securities.

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

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

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

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

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

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

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

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

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

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

Business Segment Descriptions

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

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

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

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

Appendix to Financial Supplement

The PNC Financial Services Group, Inc.

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

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

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

Edgar Filing: STERLING FINANCIAL CORP /PA/ - Form 425

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

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

Appendix to Financial Supplement (Continued)

The PNC Financial Services Group, Inc.

Adjusted Condensed Consolidated Income Statement Reconciliations (Unaudited) (a)*For the three months ended September 30, 2007*

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

For the three months ended June 30, 2007

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

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

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

Appendix to Financial Supplement (Continued)

The PNC Financial Services Group, Inc.

Adjusted Condensed Consolidated Income Statement Reconciliations (Unaudited) (a)*For the three months ended March 31, 2007*

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

For the three months ended December 31, 2006

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

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

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

Appendix to Financial Supplement (Continued)

The PNC Financial Services Group, Inc.

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

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

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

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

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

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

This
presentation
contains
forward-looking
statements
regarding
our

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

www.pnc.com

under

About

PNC

Investor

Relations.

Cautionary Statement Regarding Forward-Looking
Information and Adjusted Information

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

2007 Third Quarter Highlights

Key Take-Aways

Execution Delivers Outstanding Results

Reported 3Q07 earnings of \$1.19 per diluted share

Adjusted earnings

1

of \$1.37 per diluted share

Diverse revenue streams delivering strong results despite

market volatility

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

2

Maintaining a moderate risk profile and flexible balance
sheet

(1)

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

(2)

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

Nine months ended September 30, As Adjusted

1,2

+15%

+32%

+20%

+20%

Growing High Quality Revenue Streams

Total Revenue Growth

(1)

Adjusted amounts are reconciled to GAAP amounts in the Appendix.

(2)

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

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

(3)

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

1,3

2006 Mix

2006 Mix

Revenue Mix

2007 Mix

2007 Mix

Noninterest

Income

61%

Deposit NII

23%

Loan NII

16%

Noninterest

Income

58%

Deposit NII

26%

Loan NII

16%

\$5.5

5.0

4.5

4.0

3.5

3.0

2.5

2.0

1.5

1.0

0.5

\$0.0

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

\$7

2004

2005

2006

Revenue

9%

Creating Positive Operating Leverage

Growing Revenues Faster Than Expenses

billions

Compound Annual

Growth Rate

(2004

2006)

Adjusted Revenue

(as reported

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

Adjusted Noninterest

Expense

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

Adjusted Net Income

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

Net Income

12%

\$1.2

\$1.3

\$1.5

Expense

7%

Revenue +20%

Expense +15%

Net Income +19%

Trend Continues¹

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

Nine months ended September 30, as adjusted

2007 vs 2006

Maintaining a Moderate Risk Profile

Strong credit quality

Credit decisions driven by risk-adjusted returns

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

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

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

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

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

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

principal
risks
and
uncertainties.

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

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

Investor
Relations

Financial
Information.

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

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

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

Disruptions
in
the
liquidity
and
other
functioning
of

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

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

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

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

factors.

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

Our operating results are affected by our liability to provide shares

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

are
transferred
for
payouts
under
the
LTIP
programs.

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

Our
ability
to
implement
our
business
initiatives

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

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

business
generation
and
retention,
our
ability
to
attract
and
retain
management,
liquidity
and
funding.
These
legal
and
regulatory
developments
could
include:
(a)
the
unfavorable
resolution
of
legal
proceedings
or
regulatory
and
other
governmental
inquiries;
(b)
increased
litigation
risk
from
recent
regulatory
and
other
governmental
developments;
(c)
the
results
of
the

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

accounting
policies
and
principles.

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

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

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

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

Our
business
and
operating
results
can

also
be
affected
by
widespread
natural
disasters,
terrorist
activities
or
international
hostilities,
either
as
a
result
of
the
impact
on
the
economy
and
financial
and
capital
markets
generally
or
on
us
or
on
our
customers,
suppliers
or
other
counterparties
specifically.

Also,
risks
and
uncertainties
that
could
affect
the
results
anticipated

in
forward-looking
statements
or
from
historical
performance
relating
to
our
equity
interest
in
BlackRock,
Inc.
are
discussed
in
more
detail
in
BlackRock's
2006
Form
10-K,
including
in
the
Risk
Factors
section,
and
in
BlackRock's
other
filings
with
the
SEC,
accessible
on
the
SEC's
website
and
on
or
through
BlackRock's
website

at
www.blackrock.com.

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

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

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

legal
issues
related
to
the
pre-acquisition
operations
of
an
acquired
business
may
cause
reputational
harm
to
PNC
following
the
acquisition
and
integration
of
the
acquired
business
into
ours
and
may
result
in
additional
future
costs
arising
as a result of those issues.

Any
annualized,
proforma,
estimated,
third
party
or
consensus
numbers
in
this
presentation
are

used
for
illustrative
or
comparative
purposes
only
and
may
not
reflect
actual
results.

Any
consensus
earnings
estimates
are
calculated
based
on
the
earnings
projections
made
by
analysts
who
cover
that
company.

The
analysts
opinions,
estimates
or
forecasts
(and
therefore
the
consensus
earnings
estimates)
are
theirs
alone,
are
not
those
of

PNC

or

its

management,

and

may

not reflect PNC's, Yardville's, Sterling's or other company's actual or anticipated results.

Cautionary Statement Regarding

Forward-Looking Information (continued)

Appendix

The
PNC
Financial
Services
Group,
Inc.
and

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

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

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

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

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

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

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

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

Additional Information About The PNC/Sterling
Financial Corporation Transaction
Appendix

The
PNC
Financial
Services
Group,
Inc.
(PNC)

and
Yardville
National
Bancorp
(Yardville)
have
filed
with
the
United
States
Securities
and
Exchange
Commission
(the
SEC)
a
proxy
statement/prospectus
and
other
relevant
documents
concerning
the
proposed
transaction.
YARDVILLE
SHAREHOLDERS
ARE
URGED
TO
READ
THE
PROXY
STATEMENT/PROSPECTUS
REGARDING
THE
PROPOSED
MERGER
OF
PNC
AND
YARDVILLE,
WHICH
WAS
FIRST
MAILED
TO

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

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

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

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

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

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

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

 \$1
 Integration costs (b)
 43

 30

 .09

 16

 11

 .03

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

Adjustments:

Gain on BlackRock/MLIM transaction (c)

\$(2,078)

(1,293)

(4.36)

Securities portfolio rebalancing loss (c)

196

127

.43

Integration costs (b)

72

31

.10

Mortgage loan portfolio repositioning loss (c)

48

31

.10

Net income, as adjusted

\$380

\$1.28

(a)

Includes

the

impact

of

the

gain

recognized

in

connection

with

PNC's

transfer

of

BlackRock

shares

to

satisfy

a

portion

of

our

BlackRock
LTIP
shares
obligation
and
the

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

(b)

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

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

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

The
third
quarter
of
2006

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

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

September 30, 2007

June 30, 2007

September 30, 2006

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

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

806

682

(10)

672

18%
20%
Deposits
1,316

1,316

997

997

32%
32%
Noninterest Income
2,956

\$4
2,960

5,358

(2,777)

2,581

(45%)

15%

Total revenue

5,078

4

5,082

7,037

(2,787)

4,250

(28%)

20%

Loan net interest income as a % of total revenue

15.9%

15.9%

9.7%

15.8%

Deposit net interest income as a % of total revenue

25.9%

25.9%

14.2%

23.5%

Noninterest income as a % of total revenue

58.2%

58.2%

76.1%

60.7%

Provision for credit losses

127

127

82

82

Noninterest income

2,956

4

2,960

5,358

(2,777)

2,581

Noninterest expense

3,083

(67)

3,016

3,474

(856)

2,618

(11%)

15%

Income before minority interest
and income taxes

1,868

71

1,939

3,481

(1,931)

1,550

Minority interest in income
of BlackRock

47

(47)

Income taxes

579

23

602

1,215

(788)

427

Net income

\$1,289

\$48

\$1,337

\$2,219

(\$1,096)

\$1,123

(42%)

19%

OPERATING LEVERAGE - NINE MONTHS ENDED

As Reported

As Adjusted

Total revenue

(28%)

20%

Noninterest expense

(11%)

15%

Operating leverage

(17%)

5%

(a)

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

obligation,
and

(3)
acquisition
and

BlackRock/MLIM

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

(b)
Amounts
adjusted
to

exclude
the
impact
of
the
following

pretax
items:

(1)
the
gain
of
\$2.078
billion

on
the
BlackRock/MLIM
transaction,

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

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

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

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

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

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

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

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

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

PNC

In millions

As Reported

Adjustments (a)

As Adjusted

Reported

Adjusted

Net interest income

\$761

\$761

Loan net interest income

294

294

5%

5%

Deposit net interest income

467

467

2%

2%

Provision for credit losses

65

65

Net interest income less provision for credit losses

696

696

Asset management

204

\$2

206

Other

786

50

836

Total noninterest income

990

52

1,042

2%

7%

Compensation and benefits

553

(16)

537

Other

546

(25)

521

Total noninterest expense

1,099

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

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

and

\$43

million

of

acquisition

and

BlackRock/MLIM transaction integration costs. The net tax impact of these items is reflected in the adjustment to income tax

(b)

Includes

the

impact

of

the

following

items

on

a

pretax

basis:

\$16

million

of

acquisition

and

BlackRock/MLIM

transaction

integration

costs

and

\$1

million

net

loss

related to our BlackRock LTIP shares obligation. The net tax impact of these items is reflected in the adjustment to income tax

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

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

For the year ended December 31, 2005

BlackRock

PNC

Deconsolidation and

BlackRock

PNC

In millions

As Reported

Other Adjustments

Equity Method

As Adjusted

Net interest income

\$2,154

\$(12)

\$2,142

Provision for credit losses

21

21

Noninterest income

4,173

(1,214)

\$163

3,122

Noninterest expense

4,306

(853)

3,453

Income before minority interest and income taxes

2,000

(373)

163

1,790

Minority interest in income of BlackRock

71

(71)

Income taxes

604

(150)

11

465

Net income

\$1,325

\$(152)

\$152

\$1,325

(a)

Includes

the

impact

of

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

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

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

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