# PNC Bank Puts Car Buyers In The Driver's Seat With New Digital Auto Shopping Experience

**- PNC Total AutoSM Powered by TrueCar Lets Customers Browse, Borrow, Buy in Three Easy Steps -**

PITTSBURGH, March 27, 2018 /PRNewswire/ -- PNC Bank is putting car buyers in the driver's seat with the launch of a seamless end-to-end digital car buying experience designed to empower them with the knowledge of how much a car will cost before they go to the dealership – check in hand – so they can complete their purchase with confidence.

PNC Total Auto Powered by TrueCar streamlines a process that for many consumers is stressful and time consuming. Using their computers, tablets or mobile devices, buyers can shop for cars from dealers in their area, choose the features they want, find the best prices, apply for a loan and, if approved, receive a check the next day, all before they head to the car dealer.

"We recognize that the negotiating and car buying process can be stressful," said Lakhbir Lamba, head of retail lending products at PNC Bank. "PNC Total Auto better prepares customers to make informed shopping and purchasing decisions by providing a fair, comparable price and a simplified process."

By combining the TrueCar search and pricing experience with PNC's "Check Ready" program, car shoppers are able to integrate three major steps of the car buying process:

- **Browse**: Search for cars from area dealers. See what others paid for the same car, explore real pricing on specific automobiles and receive competitive pricing comparisons from TrueCar.
- **Borrow:** Apply for a loan online through PNC Total Auto, receive approval, get a check by the next day.
- **Buy:** Take the check to the dealer and buy with confidence that you got a fair price.

With Check Ready, if a customer's application is approved, they are authorized to purchase a car for up to a certain amount and may elect to receive a check at a branch or by overnight delivery, which can be taken to their dealer of choice for a simplified and transparent customer experience. The check does not include a final price or a dealer name, allowing the buyer to shop around and bargain for the best final price.

Check Ready accommodates loans between $7,500 and $50,000 and may be used to purchase vehicles eight years old or newer from any licensed U.S. automobile dealer. PNC can assist customers with auto loans larger than $50,000 through other available products.

For more information on PNC Total Auto, go to PNC.com/TotalAuto.

About TrueCar

TrueCar, Inc. (NASDAQ: TRUE) is a digital automotive marketplace that provides comprehensive pricing transparency about what other people paid for their cars and enables consumers to engage with TrueCar

Certified Dealers who are committed to providing a superior purchase experience. TrueCar operates its own branded site and its nationwide network of more than 15,000 Certified Dealers also powers car-buying programs for some of the largest U.S. membership and service organizations, including USAA, AARP, American Express, AAA and Sam's Club. Over one half of all new car buyers engage with the TrueCar network during their purchasing process. TrueCar is headquartered in Santa Monica, California, with offices in San Francisco and Austin, Texas. For more information, go to www.truecar.com. Follow us on Facebook or Twitter. TrueCar media line: +1-844-469-8442 (US toll-free) | email: pressinquiries@truecar.com.

About PNC

PNC Bank, National Association, is a member of The PNC Financial Services Group, Inc. (NYSE: PNC). PNC is one of the largest diversified financial services institutions in the United States, organized around its customers and communities for strong relationships and local delivery of retail and business banking including a full range of lending products; specialized services for corporations and government entities, including corporate banking, real estate finance and asset-based lending; wealth management and asset management. For information about PNC, visit www.pnc.com.

CONTACT:

Alan Aldinger
(412) 768-3711
alan.aldinger@pnc.com

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