

PNC Bank Names Alex Overstrom Head of Aviation Finance

PITTSBURGH, Jan. 9, 2017 – PNC Bank, N.A. today announced the appointment of Alex Overstrom as head of [PNC Aviation Finance](#), a premier aircraft lender, funding over \$3 billion in aircraft loans over the past five years. In addition, Keith Hayes joins the leadership team as national sales manager.

Overstrom succeeds Wayne Starling, a 40-year industry veteran under whose management PNC's business has grown, now ranking as the second largest bank-owned aviation finance business in the United States. To ensure a smooth transition, Starling will serve as key advisor to PNC Aviation Finance until his retirement in 2017.

"Wayne has served this business well, bringing his unique mix of aviation knowledge and financing experience to address the variety of aircraft needs of corporate and individual customers alike," said Doug Shaffer, executive vice president, PNC Bank. "With this solid foundation, we look forward to Alex's leadership to deliver an exceptional customer experience through expert insight and innovative solutions."

Overstrom currently serves as chief operating officer for PNC Corporate & Institutional Banking where he was responsible for a broad set of strategic and administrative areas. He joined PNC in 2014 after an eight-year tenure at Goldman Sachs in investment banking and firm-wide strategy.

Hayes comes to PNC with over 25 years of sales and aviation finance experience, most recently serving as senior vice president with the corporate aircraft group at BB&T. Previous, Hayes served as national sales manager of the corporate aircraft group at GE Capital.

Starling joined PNC in 2004 as senior vice president and national sales manager from Aviation Finance Group, which was acquired by PNC. In addition to his leadership of PNC Aviation Finance, Starling is also an active member of numerous aviation trade groups, including the National Aircraft Resale Association, National Aircraft Finance Association and the National Business Aviation Association Leadership Council.

PNC Aviation Finance has a portfolio of over 500 aircraft and offers flexible financing programs tailored to meet the needs of sophisticated aircraft owners, including high net worth individuals, entrepreneurs and Fortune 500 companies.

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; residential mortgage banking; 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.

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