# The PNC Financial Services Group Reports Second Quarter 2001 Earnings 

PRNewswire<br>PITTSBURGH

The PNC Financial Services Group, Inc. (NYSE: PNC) today reported second quarter 2001 earnings of $\$ 295$ million or $\$ 1.00$ per diluted share compared with earnings from continuing operations of $\$ 299$ million or $\$ 1.01$ per diluted share for the second quarter of 2000 . Excluding a $\$ 22$ million or $\$ 0.08$ per diluted share net loss from venture capital activities, second quarter 2001 results increased 7 percent to $\$ 317$ million or $\$ 1.08$ per diluted share. Reported earnings for the second quarter of 2000 , which include the residential mortgage banking business that was sold in January 2001, were $\$ 315$ million or $\$ 1.06$ per diluted share. Return on average common shareholders' equity was 18.13 percent and return on average assets was 1.67 percent for the second quarter of 2001 compared with 21.91 percent and 1.68 percent, respectively, for the second quarter of 2000.
"The diversity of PNC's businesses helped to mitigate the impact of a weaker economic environment. BlackRock and PFPC had a particularly strong quarter and the Regional Community Bank continued to grow its transaction deposit base," said James E. Rohr, chairman, president and chief executive officer of The PNC Financial Services Group. "Corporate Banking and other businesses that have greater exposure to equity and capital markets were negatively impacted. However, we are pleased that asset quality remained relatively stable as a result of continued actions to downsize our institutional lending business," said Rohr.

SECOND QUARTER 2001 HIGHLIGHTS
-- Excluding venture capital activities, noninterest income grew 10 percent in the second quarter of 2001 compared with the prioryear quarter.
-- BlackRock's and PFPC's earnings grew 26 percent and 50 percent, respectively, compared with the second quarter of 2000.
-- Regional Community Banking's core earnings grew 10\% compared with the prior-year quarter, primarily driven by a $10 \%$ increase in transaction deposits.
-- Loans declined $\$ 6.4$ billion from December 31, 2000 to $\$ 44.2$ billion at June 30, 2001, as a result of ongoing efforts to reduce balance sheet leverage, and lending revenue was 23 percent of total revenue in the second quarter of 2001.
-- The Ioan to deposit ratio improved to 96 percent at June 30, 2001 compared with 108 percent at June 30,2000 and 121 percent at September 30, 1998 prior to the implementation of balance sheet downsizing initiatives.
-- Nonperforming assets remained relatively stable, increasing $\$ 4$ million during the quarter to $\$ 390$ million at June 30,2001 . Net charge-offs were $\$ 45$ million or 0.40 percent of average loans for the second quarter of 2001.

SECOND QUARTER 2001 INCOME STATEMENT REVIEW
Taxable-equivalent net interest income of \$569 million for the second quarter of 2001 increased \$19 million or 3 percent compared with the second quarter of 2000 and the net interest margin widened 13 basis points to 3.76 percent for the second quarter of 2001 . The increases were primarily due to the positive impact of transaction deposit growth and a lower rate environment that was partially offset by the impact of continued downsizing of the loan portfolio.

The provision for credit losses was $\$ 45$ million for the second quarter of 2001 and equaled net charge-offs compared with $\$ 35$ million for the second quarter of 2000.

Noninterest income was $\$ 720$ million for the second quarter of 2001 and included $\$ 30$ million of venture
capital losses. Excluding venture capital gains and losses in both years, noninterest income increased 10 percent compared with the second quarter of 2000 primarily due to growth in asset management and processing revenue.

Asset management fees of $\$ 214$ million for the second quarter of 2001 increased $\$ 18$ million or 9 percent compared with the second quarter of 2000. The increase was primarily driven by new institutional business at BlackRock, partially offset by the impact of weak equity markets on investment management and trust revenue in PNC Advisors. Assets under management were $\$ 260$ billion at June 30, 2001, a 16 percent increase compared with June 30, 2000. Fund servicing fees of $\$ 182$ million for the second quarter of 2001 increased $\$ 18$ million or 11 percent compared with the second quarter of 2000 primarily due to existing and new client growth. At June 30, 2001, PFPC provided accounting/administration services for $\$ 502$ billion of pooled investment assets and provided custody services for $\$ 442$ billion of customer assets. The comparable amounts were $\$ 449$ billion and $\$ 416$ billion, respectively, at June 30, 2000. PFPC serviced in excess of 45 million shareholder accounts at June 30, 2001 compared with 41 million a year ago.

Service charges on deposits were $\$ 54$ million for the second quarter of 2001, up 8 percent compared with the same period last year primarily due to an increase in transaction deposit accounts. Brokerage fees were $\$ 55$ million for the second quarter of 2001 compared with $\$ 60$ million for the second quarter of 2000. The decrease was primarily due to a decline in equity markets activity. Consumer services revenue of $\$ 58$ million for the second quarter of 2001 increased $\$ 7$ million or 14 percent compared with the prior-year quarter primarily due to the expansion of PNC's ATM network and the increase in transaction deposit accounts.

Corporate services revenue was $\$ 76$ million for the second quarter of 2001 compared with $\$ 80$ million for the second quarter of 2000. Higher commercial mortgage servicing and treasury management revenue was more than offset by valuation adjustments of other assets and lower commercial mortgage-backed securitization gains.

Equity management, which is comprised of venture capital activities, reflected net losses of $\$ 30$ million for the second quarter of 2001 compared with $\$ 48$ million of net gains for the second quarter of 2000 . The decrease primarily resulted from a decline in the estimated fair value of partnership and direct investments. At June 30, 2001, equity management had venture capital investments totaling approximately $\$ 700$ million with net unrealized appreciation of $\$ 38$ million.

Net securities gains were $\$ 17$ million for the second quarter of 2001. The gains were mostly offset by $\$ 10$ million of valuation adjustments that are reflected in corporate services revenue. Other noninterest income was $\$ 94$ million for the second quarter of 2001 compared with $\$ 79$ million for the second quarter of 2000. The increase was primarily due to residential mortgage loan securitizations.

Noninterest expense was $\$ 789$ million and the efficiency ratio was 58 percent in the second quarter of 2001 compared with $\$ 780$ million and 57 percent, respectively, during the second quarter of 2000. The increases were primarily related to the expansion of asset management and processing businesses.

## SECOND QUARTER 2001 BALANCE SHEET REVIEW

The Corporation has been pursuing a number of initiatives designed to improve the risk and return characteristics of its lending businesses. These include the sale of the residential mortgage banking and credit card businesses, exiting certain non-strategic institutional lending businesses and the continued downsizing of the indirect automobile lending portfolio. These actions have resulted in a reduction of the Ioan to deposit ratio to 96 percent at June 30, 2001, down from 121 percent at September 30, 1998 prior to the implementation of balance sheet downsizing initiatives.

Total assets were $\$ 70.0$ billion at June 30, 2001 compared with $\$ 75.7$ billion at June 30, 2000 prior to the sale of PNC's residential mortgage banking business. On the same basis, average interest-earning assets were $\$ 60.0$ billion for the second quarter of 2001 compared with $\$ 64.8$ billion for the second quarter of 2000. The decrease was primarily due to an $\$ 8.7$ billion reduction in loans and loans held for sale that resulted from the sale of the residential mortgage banking business and other balance sheet downsizing initiatives, partially offset by a $\$ 3.7$ billion increase in securities available for sale that primarily resulted from the securitization of certain residential mortgage loans.

Average deposits from continuing operations were $\$ 45.4$ billion and represented 64 percent of total sources of funds for the second quarter of 2001 compared with $\$ 45.5$ billion and 66 percent, respectively, in the second quarter of 2000. While total deposits remained essentially unchanged, an increase in transaction deposits of $\$ 2.3$ billion or $8 \%$ was mostly offset by a $\$ 2.2$ billion decrease in higher-cost retail certificates and wholesale deposits.

Average borrowed funds declined to $\$ 14.0$ billion for the second quarter of 2001 compared with $\$ 19.4$ billion for the second quarter of 2000 prior to the sale of PNC's residential mortgage banking business.

Shareholders' equity totaled $\$ 6.7$ billion at June 30, 2001. The regulatory capital ratios are estimated to be 8.1 percent for leverage, 8.9 percent for tier I and 12.7 percent for total risk-based capital. During the second quarter of 2001, PNC repurchased 1.1 million shares of common stock. Common shares outstanding at June 30, 2001 were 288.5 million.

## ASSET QUALITY REVIEW

Nonperforming assets were $\$ 390$ million at June 30, 2001 compared with $\$ 386$ million and $\$ 353$ million at March 31, 2001 and June 30, 2000, respectively. The ratio of nonperforming assets to total loans, Ioans held for sale and foreclosed assets was .85 percent at June 30, 2001 compared with .81 percent at March 31, 2001 and .67 percent at June 30, 2000. The increase primarily resulted from the downsizing of the loan portfolio.

The allowance for credit losses was $\$ 675$ million and represented 1.53 percent of period-end loans and 180 percent of nonperforming loans at June 30, 2001. The comparable ratios were 1.48 percent and 201 percent, respectively, at March 31, 2001 and 1.34 percent and 217 percent, respectively, at June 30, 2000. Net charge-offs were $\$ 45$ million or .40 percent of average loans in the second quarter of 2001. The comparable amounts were $\$ 80$ million or . 65 percent, respectively, in the first quarter of 2001 and $\$ 34$ million or .27 percent, respectively, in the second quarter of 2000.

BUSINESS RESULTS


PNC Bank - Regional Community Banking earned $\$ 177$ million for the second quarter of 2001, an increase of 16 percent compared with the same quarter in 2000 primarily due to strong business growth and net securities gains. Excluding net securities gains in 2001, earnings increased 10 percent primarily driven by growth in transaction deposits, higher noninterest income and aggressive expense management.
Corporate Banking's earnings declined to $\$ 42$ million for the second quarter of 2001 compared with $\$ 56$ million for the second quarter of 2000. The decrease was primarily attributable to higher credit costs, the
impact of continued downsizing and valuation adjustments of other assets.
Secured Finance - PNC Real Estate Finance earned $\$ 18$ million for the second quarter of 2001 compared with $\$ 20$ million for the second quarter of 2000. The prior-year quarter benefited from commercial mortgage-backed securitization gains that were not repeated due to weakness in the capital markets. Excluding these gains from the prior year, earnings increased 20 percent primarily due to higher commercial mortgage Ioan servicing income. PNC Business Credit earned $\$ 14$ million for the second quarter of 2001, a 10 percent increase compared with the second quarter of 2000 primarily due to an increase in revenue associated with loan growth.

Asset Management and Processing - PNC Advisors earned \$39 million for the second quarter of 2001 compared with $\$ 45$ million during the same period last year. The decrease was primarily due to lower revenue that resulted from weak equity markets. BlackRock earned $\$ 26$ million for the second quarter of 2001, a 26 percent increase compared with the same period in 2000 primarily resulting from new institutional business. PFPC's earnings were $\$ 15$ million for the second quarter of 2001 compared with $\$ 10$ million during the same period in 2000. The increase was primarily due to new and existing client growth. Cash earnings for PFPC, which exclude goodwill amortization, increased 25 percent in the period-to-period comparison to $\$ 25$ million for the second quarter of 2001.

Total business financial results differ from consolidated results from continuing operations primarily due to differences between management accounting practices and generally accepted accounting principles, divested and exited businesses in the prior year, equity management activities, minority interests, residual asset and liability management activities, eliminations and unassigned items, the impact of which is reflected in the "Other" category.

## RECORDED COMMENTS ON SECOND QUARTER 2001 RESULTS

Recorded comments providing further information regarding the topics addressed in this earnings release will be available for one week, beginning on July 19, by calling 1-888-567-0671. The recorded comments may include our earnings outlook and other forward-looking information and are subject to the cautionary statements set forth below in this press release.

## FORWARD-LOOKING STATEMENTS

This press release and other statements by the Corporation may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act with respect to the outlook for earnings, revenues and asset quality, other future financial or business performance, strategies and expectations. Forward-looking statements are typically identified by words such as "believe," "expect," "anticipate," "intend," "outlook," "position" and similar expressions, or future or conditional verbs such as "will," "should," "would," and "could." Forward-looking statements are subject to numerous assumptions, risks and uncertainties. Forward-looking statements speak only as of today and PNC assumes no duty to update them.

In addition to factors previously disclosed in PNC's SEC reports (accessible on the SEC's website at http://www.sec.gov/ and on PNC's website at http://www.pnc.com/), the following factors, among others, could cause actual results to differ materially from forward-looking statements or historical performance: (1) adjustments to recorded results of the sale of the residential mortgage banking business after final settlement is completed; (2) changes in economic or industry conditions, the interest rate environment or financial and capital markets, which could result in: a deterioration in credit quality and increased credit losses; an adverse effect on the allowance for loan losses; reduced demand for credit or fee-based products and services, net interest income, value of assets under management and assets serviced, value of debt and equity investments, or value of on-balance sheet and off- balance-sheet assets; or changes in the availability and terms of funding necessary to meet PNC's liquidity needs; (3) relative investment performance of assets under management; (4) the introduction, withdrawal, success and timing of business initiatives and strategies, decisions regarding further reductions in balance sheet leverage, and PNC's inability to realize cost savings or revenue enhancements, implement integration plans and other consequences of mergers, acquisitions, restructurings and divestitures; (5) customer borrowing, repayment, investment and deposit practices and their acceptance of PNC's products and services; (6) the impact of increased competition; (7) the means PNC chooses to redeploy available capital, including the extent and timing of any share repurchases and investments in PNC businesses; (8) the inability to manage risks inherent in PNC's business; (9) the unfavorable resolution of legal proceedings; (10) the denial of insurance coverage for claims made by PNC; (11) an increase in the number of customer or counterparty delinquencies, bankruptcies or defaults that could result in, among other things, increased credit and asset quality risk, a higher loan loss provision and reduced profitability; (12) the impact, extent and timing of technological changes; and (13) actions of the Federal Reserve Board and legislative and regulatory actions and reforms.

The PNC Financial Services Group, Inc., headquartered in Pittsburgh, is one of the nation's largest diversified financial services organizations, providing regional community banking, corporate banking, real estate finance, asset-based lending, wealth management, asset management and global fund services.
[TABULAR MATERIAL FOLLOWS]

## Consolidated Financial Highlights

The PNC Financial Services Group, Inc.

Three months ended Six months ended

| Dollars in millions, except per | June 30 |  | June 30 |  |
| :--- | :--- | :--- | :--- | :--- |
| share data | 2001 | 2000 | 2001 | 2000 |

## FINANCIAL PERFORMANCE

## Revenue

Net interest income (taxable-

| equivalent basis) \$569 | \$550 | \$1,128 | \$1,110 |
| :---: | :---: | :---: | :---: |
| Noninterest income 720 | 728 | 1,421 | 1,456 |
| Total revenue 1,289 | 1,278 | 2,549 | 2,566 |
| Income from continuing operations | 295 | 299 | 560601 |
| Discontinued operations | 16 | 40 | 22 |
| Income before cumulative effect of accounting change $295$ | 315 | 600 | 623 |
| Cumulative effect of accounting change | (5) |  |  |
| Net income \$295 | \$315 | \$595 | \$623 |


$\left.\begin{array}{lccccc}\text { Cash dividends declared } & \$ 0.48 & \$ 0.45 & \$ 0.96 & \$ 0.90 \\ \text { SELECTED RATIOS } & & & & & \\ \text { From continuing operations } & & & & & \\ \text { Return on } \\ \text { Average common shareholders' } & & & & & \\ \text { equity } & 18.13 & \% & 20.77 & \% & 17.36\end{array}\right)$

| $\quad$ Average assets | 1.67 | 1.68 | 1.65 | 1.67 |  |
| :--- | :---: | :---: | :---: | :---: | :--- |
| Net interest margin | 3.76 | 3.41 | 3.64 | 3.43 |  |
| Noninterest income to total revenue | 55.86 | 58.92 | 56.51 | 58.60 |  |
| Efficiency (c) | 57.65 | 55.70 | 56.87 | 56.53 |  |

(a) Excludes amortization of goodwill.
(b) Excludes amortization and distributions on capital securities.
(c) Excludes amortization, distributions on capital securities and residential mortgage banking risk management activities.

Consolidated Financial Highlights
The PNC Financial Services Group, Inc.

Dollars in millions, June 30 March 31 Dec. 31 Sept. 30 June 30 except per share data 20012001200020002000


Three months ended Six months ended
ANALYSIS OF 2001 RESULTS June 30 June 30

|  | Per | Per |  |  |
| :---: | :---: | :---: | :---: | :---: |
| In millions, except per share data | Income | Diluted Share | d Net Income | t Diluted <br> e Share |
| Net income | \$295 | \$1.00 | \$595 | \$2.01 |
| Cumulative effect of accounting change |  |  |  | . 02 |
| Results before cumulat effect of accounting | 295 | 1.00 | 600 | 2.03 |


| Venture capital activities | 22 | . 08 | 49 | . 17 |
| :---: | :---: | :---: | :---: | :---: |
| 317 | 1.08 | 649 | 2.20 |  |
| Discontinued operations |  |  | (40) | (.14) |
| Loans designated for exit |  |  | 27 | . 09 |
| Severance costs |  |  | 5.02 |  |
| Adjusted results | \$317 | \$1.08 | \$641 | \$2.17 |

Consolidated Statement of Income
The PNC Financial Services Group, Inc.

| Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: |
| Dollars in millions, | June 30 |  | June 30 |  |
| except per share data | 2001 | 2000 | 2001 |  |
| Interest Income |  |  |  |  |
| Loans and fees on loans | \$839 | \$1,009 | 9 \$1,820 | 20 \$ |
| Securities available for sale | ale 177 | 97 | 299 | 191 |
| Loans held for sale | 31 | 52 | 6811 |  |
| Other 32 | $32 \quad 22$ | 64 | 441 |  |
| Total interest income | 1,079 | 1,180 | 2,251 | 2,3 |
| Interest Expense |  |  |  |  |
| Deposits 334 | 334397 |  | 731766 |  |
| Borrowed funds | 180 | 238 | 401 | 475 |
| Total interest expense | 514 | 635 | 1,132 | 1,24 |
| Net interest income | 565 | 545 | 1,119 | 1,100 |
| Provision for credit losses | - 45 | 35 | 125 | 66 |

Net interest income less provision $\begin{array}{lllll}\text { for credit losses } & 520 & 510 & 994 & 1,034\end{array}$
Noninterest Income

| Asset management | 214 | 196 | 437 | 382 |
| :---: | :---: | :---: | :---: | :---: |
| Fund servicing | 182 | 164 | 363 | 319 |
| Service charges on deposit | ts 54 | 50 | 104 | 100 |
| Brokerage | $55 \quad 60$ |  | 109131 |  |
| Consumer services | 58 | 51 | 113 | 98 |
| Corporate services | 76 | 80 | 152 | 162 |
| Equity management | (30) | 48 | (69) | 135 |
| Net securities gains (losses) | ) 17 |  | 46 | (3) |
| Other 94 | 49 |  | 66132 |  |
| Total noninterest income | 720 | 728 | 1,421 | 1,45 |

Noninterest Expense


Income from discontinued operations
(less applicable income
taxes of $\$ 10, \$ 0$, and $\$ 15$ ) $16 \quad 40$

Net income before cumulative effect

| of accounting change | 295 | 315 | 600 | 623 |
| :--- | :--- | :--- | :--- | :--- |

Cumulative effect of accounting
change (less applicable income taxes

| of \$2) |  |  |  |
| :--- | :--- | :--- | :--- |
| Net income | $\$ 295$ | $\$ 315$ | $\$ 595$ |$\$ 623$

Earnings Per Common Share
Continuing operations

| Basic | $\$ 1.01$ | $\$ 1.01$ | $\$ 1.91$ | $\$ 2.03$ |
| :--- | ---: | :--- | :--- | :--- |
| $\quad 1.00$ | 1.01 | 1.89 | 2.02 |  |
| $\quad$Det inco |  |  |  |  |
| Basic | $\$ 1.01$ | $\$ 1.07$ | $\$ 2.03$ | $\$ 2.11$ |


| Diluted | 1.00 | 1.06 | 2.01 | 2.09 |
| :---: | :---: | :---: | :---: | :---: |
| Cash Dividends Declared Per Common |  |  |  |  |
| Share | . 48 | . 45 | . 96 | . 90 |
| Average Common Shares Outstanding |  |  |  |  |
| Basic | 288 | 290 | 289 | 291 |
| Diluted | 291 | 292 | 292 | 293 |

Details of Net Interest Income
The PNC Financial Services Group, Inc.
Net Interest Income


Details of Net Interest Margin
The PNC Financial Services Group, Inc.
Net Interest Margin
Three months ended Six months ended
June $30 \quad J u n e 30$
Taxable-equivalent basis 2001200020012000
Average yields/rates
Yield on earning assets
Loans and fees on loans $\quad 7.46$ \% 8.03 \% $\quad 7.72$ \% 7.95 \% Securities available



Net Interest Margin by Quarter


Noninterest Income and Expense by Quarter
The PNC Financial Services Group, Inc.
Noninterest Income by Quarter


Noninterest income to total
revenue $\quad 55.86$ \% 55.63 \% 57.74 \% 56.73 \% 56.96 \%

Noninterest Expense by Quarter

(a) Excludes amortization and distributions on capital securities.

## Consolidated Balance Sheet

The PNC Financial Services Group, Inc.

June 30 December 31 June 30



## Consolidated Average Balance Sheet Data

The PNC Financial Services Group, Inc.

Three months ended Six months ended



Consolidated Average Balance Sheet Data by Quarter
The PNC Financial Services Group, Inc.




## Nonperforming Assets by Quarter

The PNC Financial Services Group, Inc.

## Nonperforming Assets by Type



Nonperforming Assets by Business

| June 30 March 31 Dec. 31 Sept. 30 June 30 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period ended - in millions | 2001 | 2001 | 120 |  |  | 200 |
| PNC Bank |  |  |  |  |  |  |
| Regional Community Ba | nking | \$51 | \$61 | \$47 | \$82 | \$96 |
| Corporate Banking | 258 | 210 | 219 | 156 | 153 |  |
| Secured Finance |  |  |  |  |  |  |
| PNC Real Estate Finance | 23 | 25 | 9 | 22 | 19 |  |
| PNC Business Credit | 38 | 33 | 36 | 32 | 22 |  |
| PNC Advisors | 3 | 2 | 6 | 8 |  |  |
| Other 17 | 53 | 59 | 56 | 55 |  |  |
| Total nonperforming |  |  |  |  |  |  |
| assets $\$ 390$ | \$38 |  | 372 | 354 \$ | 353 |  |

## Change in Nonperforming Assets

| In millions | 2001 |  |
| :--- | :---: | :---: |
| March 31 | $\$ 386$ |  |
| Transferred from accrual | 200 |  |
| Principal reductions | (58) |  |
| Sales | (93) |  |
| Charge-offs and other |  |  |

MAKE YOUR OPINION COUNT - Click Here
http://tbutton.prnewswire.com/prn/11690X02172522
NewsCom: http://www.newscom.com/cgi-bin/prnh/20000307/PHTU015
AP Archive: http://photoarchive.ap.org/
PRN Photo Desk, 888-776-6555 or 212-782-2840
SOURCE: The PNC Financial Services Group, Inc.
Contact: MEDIA: R. Jeep Bryant, 412-762-4550,
corporate.communications@pnc.com, or INVESTORS: William H. Callihan,
412-762-8257, investor.relations@pnc.com, both of PNC Financial Services Group

Website: http://www.pnc.com/
Company News On-Call: http://www.prnewswire.com/gh/cnoc/comp/701257.html
https://pnc.mediaroom.com/index.php?s=3473\&item=73925

