PNC Bank Introduces New Lending Alternative to Small Businesses; Loans Designed for Businesses That May Not Qualify for Traditional Government-Sponsored Lending Programs

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PITTSBURGH

PNC Bank, a member of The PNC Financial Services Group, Inc. (NYSE: PNC), today announced the launch of the PNC Capital Access Program (PNC CAP), a new alternative loan program for small businesses not able to obtain conventional financing or Small Business Administration (SBA) or other government-sponsored loans. The introduction of PNC CAP reflects PNC Bank's ongoing strategy of expanding lending options for small business customers to help their businesses grow.

"PNC saw the need to provide lending options to help otherwise qualified businesses we believe have good growth potential but do not meet all of the criteria for government-sponsored programs," said Jeffrey Schmidt, manager of PNC Business Banking. "Small businesses are important contributors to the vitality and growth of our communities. We believe PNC CAP and PNC's government-sponsored lending programs can especially help businesses in low- to moderate-income communities."

This is an example of how PNC Bank is making credit more widely available to entrepreneurs and businesses to help them secure the financing they need to start and grow their businesses. PNC CAP complements PNC Bank's suite of government-sponsored programs, including Del CAP, Penn CAP and SBA-sponsored loans. It is another avenue entrepreneurs can explore to expand their businesses, which are important generators of jobs in PNC's markets.

Customers interested in obtaining financing through PNC Bank can visit any branch or contact its call center to apply for a small business loan. PNC Bank's knowledgeable business banking specialists will help them determine which loan product may be right for their situation. PNC CAP is now another option that may be offered.

PNC CAP joins a list of products and services PNC Bank has introduced over the past two years to help meet the needs of small business owners. These include the following:

-- Business Equity Line of Credit (BELOC) and Business Equity Installment Loans (BEILs) are secured by the business owner's residence or owner-occupied commercial property. These loans typically offer longer terms and lower rates compared to other business credit options and help to maximize credit availability.

-- Business Basic Checking is designed to make day-to-day banking easier for small business owners with features such as a $500 minimum daily balance requirement, unlimited check-writing privileges and up to $5,000 cash and 30 check deposits monthly at no charge.

-- Business Enterprise Checking is geared toward small business owners with a high volume of check and cash deposit activity, with features

such as $7,500 average monthly balance requirement, unlimited check-writing privileges and up to $50,000 cash and 200 check deposits monthly at no charge.

-- Internet Service Center Express, or ISC Express, offers a broad array of online cash management tools that small- and mid-size business can access through one easy-to-use channel for one monthly price.

-- Business package plans bundle services most often used by small business and include loan fee and rate discounts, as well as discounts on depository services.

-- Cash Flow Seminars are offered free to small business owners, providing training about effective cash flow management.

In addition, over the past two years, PNC Bank has added more than 200 business bankers to its branches, opened almost 200 business banking centers in branches and streamlined its loan and checking products, making them easier for customers to use.

PNC's Regional Community Banking business provides deposit, credit, treasury management and capital markets products and services to small businesses as well as deposit, electronic banking and credit products and services and non-FDIC insured branch-based brokerage products to retail customers.

PNC Bank, N.A., is a member of The PNC Financial Services Group, Inc. PNC, headquartered in Pittsburgh, is one of the nation's largest diversified financial services organizations, providing regional community banking; wholesale banking, including corporate banking, real estate finance and asset- based lending; wealth management; asset management; and global fund services.

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