PNC’s Financial Institutions Group (FIG) is an experienced team of professionals focused on building relationships with financial institutions to help enhance investment portfolio performance, expand commercial product offerings, manage operating costs and strengthen liquidity positions. We:

- Offer one of the most comprehensive correspondent banking platforms in the industry by leveraging our investment in people, technology and products
- Work with more than 400 banks, thrifts and credit unions located throughout the country and internationally

PNC LEADERSHIP

- Approximately 52,000 employees in the U.S. and abroad
- One of the largest banks in the United States based on deposits and branches
- PNC is one of the top five treasury management providers in the country (Ernst & Young, 2016) with 32,000 Corporate & Institutional Banking clients and has consistently received top ratings for service and technology
- A Fortune 200 Company for more than 20 years (Fortune, 2015)
- No. 2 among Superregional Banks on Fortune magazine’s list of Most Admired Companies (Fortune, 2016)

PNC FOOTPRINT

- Asset Management, Corporate & Institutional Banking and Retail Banking
- Asset Management and Corporate & Institutional Banking — plus strategic international offices in Canada, China (Representative Office), Germany and the U.K.

CREDIT RATINGS

<table>
<thead>
<tr>
<th></th>
<th>Moody’s</th>
<th>S&amp;P</th>
<th>Fitch</th>
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<tr>
<td>The PNC Financial Services Group, Inc.</td>
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<tr>
<td>Senior Debt</td>
<td>A3</td>
<td>A-</td>
<td>A+</td>
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<tr>
<td>Subordinated Debt</td>
<td>A3</td>
<td>BBB+</td>
<td>A</td>
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<tr>
<td>Preferred Stock</td>
<td>Baa2</td>
<td>BBB-</td>
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<td>Short-Term Deposits</td>
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<td>A-1</td>
<td>F1+</td>
</tr>
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</table>

FINANCIAL HIGHLIGHTS

- $1.1 billion in net income
- $371 billion in assets
- $264 billion assets under management
- $261 billion in deposits
- $46 billion shareholder equity

1 As of 3/31/2017

Ready to Help

To learn more about how PNC can deliver ideas, insight and solutions to help you move your business forward, contact your relationship manager or visit pnc.com/fig.
HELPING FINANCIAL INSTITUTIONS ACHIEVE

PNC takes a client-centered approach to each relationship and surrounds you with a team of industry professionals to help you achieve your goals.

SOLUTIONS FOR FINANCIAL INSTITUTIONS

**ENHANCE INVESTMENT PORTFOLIO PERFORMANCE**

PNC provides a full range of investment products and services — all of which can be tailored to meet your specific investment needs. These capabilities include:

- BlackRock Portfolio Analytics
- Taxable, tax exempt, and municipal securities
- PNC mortgage production
- CRA securities and loans

**EXPAND COMMERCIAL PRODUCT OFFERINGS**

PNC has developed turnkey, third-party commercial products for our banking clients to provide to their customers on a “white-label” basis. Clients are able to leverage our investment in technology and personnel as well as proven experience to broaden their commercial product and service offering with:

- Interest rate derivatives
- International services
- Treasury management
- Institutional term loans
- Equipment finance

**MANAGE OPERATING COSTS & EFFICIENCIES**

PNC has developed an offering of products designed specifically to help you reduce costs and improve internal operating efficiency. Our dedicated professionals understand the complexities of a bank’s income statement and are driven to help you find solutions that boost the bottom line, including:

- Treasury management
- Interest rate derivatives
- Equipment leasing
- Retirement services

**STRENGTHEN LIQUIDITY POSITION**

PNC understands the importance of having access to liquidity in today’s challenging regulatory and operating environment. We support our banking clients with a variety of credit and equipment finance solutions. Products and services include:

- Fed funds line
- Standby and trade letters of credit
- Bank holding company lines
- Equipment finance