

A FRESH PERSPECTIVE IN DENVER

AS DISCUSSED BY PNC'S LOCAL EXECUTIVE LEADERSHIP TEAM



Here at PNC, we aim to set ourselves apart from the rest of the corporate banking industry through the valuable ideas we provide to clients and the commitment to our local communities. We couldn't be more excited to build new relationships with the people and businesses of Denver. Read to find out how Denver executives — **Ryan Beiser**, Regional President and Head of Corporate Banking, **Bremmer Kneib**, Senior Vice President, Corporate Banking Group Manager, and **Ellen Sandberg**, Director of Client and Community Relations — are working to build PNC's local presence.

THE PNC DIFFERENCE

We believe the true value of corporate banking lies in our ability to provide innovative solutions to our clients' unmet needs. To find these solutions, we set out to do a few things differently from other banks. We build teams who live and work in the community, like the one we're building right here in Denver. We work closely with our clients to gain a deep understanding of their businesses. And we ask thought-provoking questions in an effort to uncover the true challenges our clients face.

“WE DRIVE VALUE BY DELIVERING STRATEGIC, WELL-DEVELOPED IDEAS TO THE LEADERSHIP TEAMS OF COMPANIES WE WORK WITH.”

— Ryan

“We drive value by delivering strategic, well-developed ideas to the leadership teams of companies we work with, while at the same time investing and immersing ourselves in the communities we serve,” says Ryan. “It's rare to find a bank that brings that combined approach to the table, and our success is a direct result of the fact that we do.”

“WE'RE MORE THAN JUST A LOAN PRODUCT AND TREASURY BANK: WE FOCUS ON HAVING ADVISORY CONVERSATIONS.”

— Bremmer

“We're more than just a loan product and treasury bank: we focus on having advisory conversations,” adds Bremmer. “Our large-scale resources combined with a local presence give us something that sets us apart. We're always chasing the next idea, and we're able to produce innovative solutions for our clients. But, maybe just as important, we're able to implement those ideas because

we have all of PNC invested behind us.” Bremmer continues, “For those interested in M&A, the team at Harris Williams advises clients through critical milestones and during the life of their business to strategically create value — whether that's through a sale, making an acquisition, or a merger. Three years ago we acquired Solebury Capital, which advises management teams on IPOs. More recently, we've built out an ESOP Advisory Group, and separately, a Succession Planning team. These resources allow us to lead our corporate customers through the most important decisions they will face in their life cycles.”

A COMMITMENT TO CONSISTENCY AND COMMUNITY

Local knowledge and a focus on important conversations extend from the business side to the communities we work with. Through the PNC Foundation, we look for opportunities to

enhance the areas we serve by forming strong relationships with community-based nonprofit organizations. We're working hard with several Denver-area organizations and look forward to supporting successful collective impact in the region.

“WHAT'S GREAT ABOUT DENVER IS THAT OUR VALUES ARE THE CITY'S VALUES.”

— Ellen

“What's great about Denver is that our values are the city's values,” says Ellen. “PNC has been committed to early childhood education through our PNC Grow Up Great® program for more than 15 years. We recently introduced this innovative program to Denver by announcing a multiyear partnership with the Children's Museum of Denver in support of Denver's youngest learners. At PNC, we've been supporting the arts for nearly 160 years, so we are also proud to be the presenting sponsor of the Denver Art Museum's most comprehensive U.S. exhibition of Monet paintings in over a decade — coming in October 2019. Those are just two examples of the work we are doing alongside the excellent organizations and nonprofits here. I've lived here for 25 years and I've never been more excited about the future.”

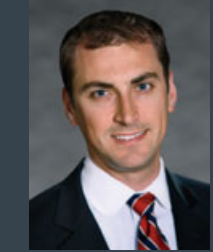
“WE'RE EXCITED TO BE BUILDING SOMETHING SPECIAL HERE IN DENVER.”

— Ryan

At PNC, we believe we're only as strong as the communities we operate in. That's why we look at making investments now to help foster a healthy and viable community for years to come. It's also why we work to help our clients grow and succeed in the community. As Ryan notes, “We're excited to be building something special here in Denver and can't wait to see where it goes.”



Ryan Beiser
Denver,
Regional President and
Head of Corporate Banking



Bremmer Kneib
Denver,
Senior Vice President,
Corporate Banking Group Manager



Ellen Sandberg
Denver,
Director of Client and
Community Relations

To see how PNC can help your business, contact Ryan Beiser at ryan.beiser@pnc.com or Bremmer Kneib at bremmer.kneib@pnc.com

To learn more about PNC's community efforts, contact Ellen Sandberg at ellen.sandberg@pnc.com

Visit pnc.com/denvercorporate to learn more about what we have to offer Denver.



CORPORATE & INSTITUTIONAL BANKING

PNC and PNC Bank are registered marks of The PNC Financial Services Group, Inc. (“PNC”). Bank deposit, treasury management and lending products and services are provided by PNC Bank, National Association, a wholly owned subsidiary of PNC and Member FDIC. Lending and leasing products and services, as well as certain other banking products and services, require credit approval. All rights reserved.

©2019 The PNC Financial Services Group, Inc. All rights reserved.