

ACHIEVEMENT: CAN'T WAIT TO SEE HOW GOOD YOU WILL BE



www.pnccareers/college.com

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RETAIL BANKING. When you join us in Retail Banking, you will join the largest component of PNC. This is a case where big is good. Because it brings us closer to our customers. About half of our employees are involved in our retail business, serving millions of people every day. Our retail operations are 'the personal face of PNC' — friendly, outgoing, knowledgeable, confident and ready to help, just like you.

TECHNOLOGY. Imagine cutting-edge computer and information technologies that positively impact millions of people and billions of dollars every second of every day. This is PNC Technology. We have a strong reputation for investing in state-of-the-art software systems and infrastructure. Here, you will join professionals who play key roles in many critical areas — from advancing corporate systems innovations, to developing solutions that better serve customers, and everything in between.

YOU CAN TELL A LOT ABOUT A COMPANY BY LEARNING WHAT IT BELIEVES IN. We believe in living our values and celebrating our diversity. In doing everything to bring out the best in people. In making positive contributions that not only impact our business, but the communities we serve and the planet itself. What we believe may seem far reaching to some. Not to us.



A STRONG GREEN COMMITMENT FOR THE PLANET. You feel it and we feel it: That we should all be guardians of our planet. We take this to heart in everything we do.

- Our commitment to responsible sustainability spans more than a decade
- No other company on the planet has more newly constructed buildings certified green than we do. (U.S. Green Building Council)

You can learn much more at: pnc.com/green

WE WANT YOU TO BRING YOUR SENSE OF SOCIAL RESPONSIBILITY WITH YOU.

There is philosophy you will share at PNC that calls us to help those in need. That help comes alive in the numerous cultural, educational, affordable housing and social service organizations we support. Some of the ways we are making a difference include the following.



THE PNC FOUNDATION forms partnerships with community-based nonprofit organizations to further early childhood education plus community and economic development.

GROW UP GREAT is our \$100 million investment in school readiness to help prepare children from birth to age five for success in school and life.

There is much more we do. Because there is much more to be done.

ACHIEVEMENT: MAKES ITS OWN GREEN LIGHTS

Log on to learn more about us and to apply to our opportunities and internships. Or visit your campus placement office or career center.

www.pnccareers/college.com

ACHIEVEMENT: STARTS WITH YOU

Internships and Career Opportunities
for College Students and Grads



for the ACHIEVER in us all™

ACHIEVEMENT!

KNOWS YOU ARE READY

IT'S ALL AROUND YOU: achievement is. It is there as you plan for your future during and beyond college. It believes you deserve every opportunity in the world, to make your mark in the world.

To our way of thinking, our job is to empower you. To inspire and bring out the achiever inside you.

THE TWENTY-SECOND ELEVATOR SPEECH.

When people ask 'who will you be joining?' You can respond with this: "The PNC Financial Services Group is one of the nation's largest and most diversified financial services companies, with assets exceeding \$270 billion. The PNC footprint includes a regional banking franchise operating primarily in 15 states and the District of Columbia, specialized financial businesses serving companies and government entities, and leading asset management and fund processing businesses."



YOUR PNC FUTURE DEVELOPS IN MANY WAYS. Through building relationships with co-workers and mentors; taking on challenges; being part of a company that is growing, successful, and committed to things that matter. What's more, we know you are not the same person today that you will be tomorrow. That's why the training we offer not only prepares you for your immediate future, but for growth and changes over the long term.



CAREER TRAINING AND IMPROVEMENT

PNC DEVELOPMENT ACADEMY. Our investment in your potential begins the very first day you join us. The year-long Development Academy takes place as you work and includes:

- **Localized Onboarding** — one week, providing everything you need to feel comfortable in your new setting
- **Corporate Learning Conferences** — gatherings that expose you to corporate onboarding, departments and operations, senior management, fellow co-workers and interns, skill building, leadership development and much more
- **Continued Development** — a variety of self-paced learning and knowledge-based experiences
- **Personal Mentoring** — connecting you with your own on-site career champion
- **Business-Specific Training** — ongoing training in your local setting that pertains to the line of business in which you were hired
- **A Capstone Event** — a culminating experience held at PNC headquarters in Pittsburgh that celebrates your learning and your completion of the program.

PNC: A QUICK SNAPSHOT

- One of America's "Most Admired Companies" (Fortune, 2004–2010)
- Ranked #123 on the Fortune 500 (2010)
- Named one of the 25 Great Workplace Award winners (Gallup 2009, 2010)
- Among the "Top 50 Companies for Executive Women" – National Association for Female Executives.
- Ranked a Top 125 Company for Employee Training – Employee Training magazine

YOU MAY JOIN US WITH A MASTER'S OR BACHELOR'S DEGREE. OR EXPLORE OUR INTERNSHIPS FOR STUDENTS.

Your journey usually begins in one of these lines of business.

ASSET MANAGEMENT is the area of our overall Wealth Management Group that offers a complete range of solutions for clients with significant assets, usually between \$5-\$20 million. You will join professionals who work in conjunction with advisors to develop solutions and sophisticated strategies, from investment management and estate planning to trust administration and beyond.

CORPORATE & INSTITUTIONAL BANKING (C&IB)

is focused and far-reaching at the same time. That's a good thing. Because it offers you the opportunity to choose exactly the career you want. You will join our professionals who provide a wide spectrum of products, solutions and expertise to client companies with \$30 million to \$1 billion in annual sales.



CREDIT RISK MANAGEMENT. Working in conjunction with our sales and product groups, those in Credit Risk Management have an uncanny ability to understand, measure, price and monitor financial risk. They are the guardians who establish and maintain an environment of appropriate credit risk that defines our banking philosophy. They operate not only at the transaction level, but provide valuable expertise to our entire lending portfolio.

FINANCE. It's in our DNA, Finance is. It is at the center of our thinking, our operations and our growth. This is where we, where you, will develop and interpret financial information in support of PNC goals and objectives. You will provide objective, reliable, timely financial information to our businesses to help them shape sound decision making, assessment and evaluation.

INTERNAL AUDIT is one of those functions that impact our entire organization. Our auditors assist the Board of Directors and management throughout PNC to accomplish objectives. They act as trusted advisors, providing pragmatic insights and ideas to ensure the top performance of our system of internal control. The objective is to manage risk, provide opportunities for growth, and achieve the highest level of service to customers.

OPERATIONS is one of those departments whose impact is felt in every hallway, office, corner, conference room... In essence, you will play a key role in ensuring that we continue to move forward as a banking and financial services leader. You will partner with key PNC lines of business in contributing to continual process improvement, advanced technology innovation, strategic and tactical initiatives, product development and more.

One of the largest banks in the U.S. based on deposits and branches

One of the "100 Best Companies for Working Mothers" — Working Mother magazine
A "100 Top Company for Technology Excellence" — CIO magazine