# Barclays Capital Financial Services Conference 

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## PRIVATE SECURITIES LI TI GATI ON REFORM ACT OF 1995 FORWARD-LOOKI NG STATEMENT DISCLOSURE

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements about Key's financial condition, results of operations, earnings outlook, asset quality trends and profitability. Forward-looking statements are not historical facts but instead represent only management's current expectations and forecasts regarding future events, many of which, by their nature, are inherently uncertain and outside of Key's control. Key's actual results and financial condition may differ, possibly materially, from the anticipated results and financial condition indicated in these forward-looking statements. Factors that could cause Key's actual results to differ materially from those described in the forward-looking statements can be found in Key's Annual Report on Form $10-\mathrm{K}$ for the year ended December 31, 2009, and in its Quarterly Reports on Form 10-Q for the quarter ended March 31, 2010, each of which has been filed with the Securities and Exchange Commission and is available on Key's website (www.key.com) and on the Securities and Exchange Commission's website (www.sec.gov). Forward-looking statements are not guarantees of future performance and should not be relied upon as representing management's views as of any subsequent date. Key does not undertake any obligation to update the forward-looking statements to reflect the impact of circumstances or events that may arise after the date of the forward-looking statements.

## Key Facts

- 14th largest U.S. bank-based financial services company by asset size *
- NYSE Symbol: KEY
- Assets: $\$ 95$ billion
- Market Cap: \$8 billion
- Headquarters: Cleveland, Ohio
- Employees: 15,772
- Banking Offices: 14 States
- Web Site: www.key.com



## Strong Franchise - Geographically Diverse


(a) Community Banking average total loans and deposits for the first quarter of 2010

## 2010 Strategic Priorities

> Return to sustainable profitability
$>$ Sustain strong reserves, capital and liquidity
$>$ Continue building a robust risk management culture
$>$ Expand and acquire client relationships
$>$ Attract and retain a capable, diverse and engaged workforce

## Key's Business Model

> Focused on client relationship strategies

## Community Banking

- Optimizing integrated delivery model and investing for growth


## National Banking

- Targeting industry segments and enhancing synergies with Community Bank
$>$ Staying core funded and disciplined in our loan and deposit pricing
$>$ Returning to a moderate risk profile
> Maintaining a strong balance sheet: reserves, liquidity and capital
$>$ Creating positive operating leverage


## Diversified Business Mix

## First Quarter 2010 Revenue (TE)



## Community Banking - Growth Strategies

## Focused on client relationships

> Enhance sales/service culture

- Superior customer service rankings
> Integrated local delivery
> Strengthening market share
$>$ Investing for future growth
- People
- Technology
- Infrastructure


## Community Banking

Superior Customer Service

- Key ranked 11 th in BusinessWeek's 2009 annual ranking of Customer Service Champs
- Top bank on the list
- Scored significantly higher than its largest competitor banks in the 2009 customer satisfaction survey conducted by the American Customer Satisfaction Index
- Key was recognized in 2010 Bank Monitor Report for its online banking site


## Top Bank

For Customer Service

As rated by BusinessWeek

KeyBank is proud to be named as the top bank
in BusinessWeek
magazine's 2009
"Customer Service Champs"

## Community Banking

Investing for Growth

- Opened 38 new branches in 8 markets in 2009
- Expect to open 40 additional branches in 2010
- Target higher growth markets where Key has the opportunity to build branch density

- Completed renovations on approximately 160 branches over the past two years
- Expect to renovate another 85 branches in 2010
- Improvement in technology drives lower costs and improves overall client experience


## National Banking - Growth Strategies

## Targeting specific segments and franchise opportunities

$>$ Focus on specific client segments

- Providing solutions for middle market companies in targeted industries
> Leverage expertise in non-capital intensive businesses
- Growing asset management and advisory
- Leveraging scale and expertise in commercial real estate servicing
> Emphasize areas that have synergy with Community Banking
- Capitalizing on equipment leasing opportunities with changes in competitive landscape


## National Banking <br> Focus on specific client segments

## KeyBanc <br> Capital Markets

- Provides products and services to middlemarket companies with annual revenues over \$250 million
- Specific focus in 4 main industries:
- Consumer
- Energy/utilities
- Industrial
- Real estate investment banking


## Victory <br> Capital Management <br> ©R

- Manages or advises investment portfolios for its large national client base
- As of 12/31/09, 10 out of 15 of Victory's investment products outperformed the peer median on a 5 -year basis
- Clients:
- Corporations
- Labor unions
- Non-profit organizations
- Governments
- Individuals


## Financial Review

## Financial Summary - First Quarter 2010

| Loss from continuing operations attributable to Key common shareholders | $\frac{1 \text { Q10 }}{\$(.11)}$ | $\frac{4 \mathrm{Q} 09}{\$(.30)}$ | $\frac{1 Q 09}{\$(1.03)}$ |
| :---: | :---: | :---: | :---: |
| Performance - from continuing operations |  |  |  |
| Net interest margin (TE) <br> Return on average total assets | $\begin{aligned} & 3.19 \% \\ & (.26) \end{aligned}$ | $\begin{aligned} & 3.04 \% \\ & (.94) \end{aligned}$ | $\begin{aligned} & 2.79 \% \\ & (1.87) \end{aligned}$ |
| Capital |  |  |  |
| Tier 1 common equity <br> Tier 1 risk-based capital <br> Total risk-based capital <br> Tangible common equity to tangible assets | $\begin{gathered} 7.51 \% \\ 12.92 \\ 17.07 \\ 7.37 \end{gathered}$ | $\begin{gathered} 7.50 \% \\ 12.75 \\ 16.95 \\ 7.56 \end{gathered}$ | $\begin{gathered} 5.62 \% \\ 11.22 \\ 15.18 \\ 6.06 \end{gathered}$ |
| Asset quality - from continuing operations |  |  |  |
| Allowance for credit losses to period-end loans <br> Net loan charge-offs to average loans <br> NPLs to EOP portfolio loans <br> NPAs to EOP portfolio loans + OREO + Other NPAs | $\begin{aligned} & 4.55 \% \\ & 3.67 \\ & 3.69 \\ & 4.31 \end{aligned}$ | $\begin{aligned} & 4.52 \% \\ & 4.64 \\ & 3.72 \\ & 4.25 \end{aligned}$ | $\begin{aligned} & 2.96 \% \\ & 2.60 \\ & 2.48 \\ & 2.84 \end{aligned}$ |

## I mproving Net I nterest Margin (TE)

## First Quarter 2010

$>$ Net interest margin increased 15 bps from 4Q09 and is up 40 bps compared to 1 Q 09
> Continued benefit from improved funding mix as maturing CDs re-price or move into lower cost deposits
\$ in millions
Continuing Operations


## Net Interest Margin



TE = Taxable equivalent
(a) Source: First quarter 2010 earnings releases for the peer banks represented above. The peer calculation represents the median of Key and its 13 peer banks.
(b) The information shown in this table has been adjusted to exclude the impact of certain leveraged lease terminations, which reduced taxable equivalent net interest income by $\$ 16$ million and $\$ 14$ million in 2Q09 and 3Q09, respectively.

## Average Loans

## \$ in billions

Continuing Operations

(a) Includes discontinued operations loans held for sale and loans in Key's education loan securitization trusts consolidated upon the adoption of new consolidation accounting guidance on January 1, 2010.

## Average Deposits ${ }^{(a)}$

\$ in billions

(a) Excludes foreign office deposits.

## Strong Liquidity Position

Average Earning Assets
1Q09
Total loans
Loans held for sale Investment securities


Loan to Deposit Ratio ${ }^{(a)}$

(a) Ending balances; loans \& loans held for sale (excluding securitized loans) to deposits (excluding foreign branch)

## Asset Quality - Net Loan Charge-offs

\$ in millions
Continuing Operations

## 1Q10 Net Loan Charge-offs = \$522 million

Commercial, financial and agricultural - $24 \%$


Net Loan Charge-Offs to Average Loans

(a) Source: First quarter 2010 earnings releases for the peer banks represented above. The peer calculation represents the median of Key and its 13 peer banks.

## Asset Quality - Nonperforming Assets

## \$ in millions

Continuing Operations

## 1Q10 Nonperforming Loans $=\mathbf{\$ 2 , 0 6 5}$ billion

Commercial, financial and agricultural - 27\%


Nonperforming Assets to Loans + OREO

(a) Source: First quarter 2010 earnings releases for the peer banks represented above. The peer calculation represents the median of Key and its 13 peer banks.

## Asset Quality - Strong Reserves

## First Quarter 2010

## Continuing Operations

Allowance for Loan Losses to Total Loans


Allowance for Loan Losses to Total Loans


Allowance for Loan Losses to NPLs

(a) Source: First quarter 2010 earnings releases for the peer banks represented above. The peer calculation represents the median of Key and its 13 peer banks.

## Capital Ratios

Tangible Common Equity to Tangible Assets


Tier 1 Risk-Based Capital


Tier 1 Common Equity


## Total Risk-Based Capital



[^0]
## Key's Targets for Success

| KEY Business Model | KEY Metrics ${ }^{\text {(a) }}$ | $\begin{aligned} & \text { KEY } \\ & \text { 1Q10 } \end{aligned}$ | Targets | Action Plans |
| :---: | :---: | :---: | :---: | :---: |
| Core funded | Loan to deposit ratio ${ }^{(b)(c)}$ | 93\% | 90-100\% | - Improve risk profile of loan portfolio <br> - Improve mix and grow deposit base |
| Returning to a moderate risk profile | NCOs to average loans | 3.67\% | $40-50 \mathrm{bps}$ | - Focus on relationship clients <br> - Exit noncore portfolios <br> - Limit concentrations <br> - Focus on risk-adjusted returns |
| Growing high quality, diverse revenue streams | Net Interest Margin | 3.19\% | >3.50\% | - Improve funding mix <br> - Focus on risk-adjusted returns |
|  | Noninterest income/ total revenue | 41.6\% | >40\% | - Leverage Key's total client solutions and cross-selling capabilities |
| Creating positive operating leverage | Keyvolution cost savings | \$191 million implemented | $\begin{gathered} \$ 300-\$ 375 \\ \text { million } \end{gathered}$ | - Improve efficiency and effectiveness <br> - Leverage technology <br> - Change cost base to more variable from fixed |
| Executing our strategies | Return on average assets | (.26)\% | 1.00-1.25\% | - Execute our client insight-driven relationship model <br> - Improved funding mix with lower cost core deposits <br> - Keyvolution savings |

(a) Continuing operations, unless otherwise noted
(b) Consolidated operations
(c) Ending balance. Loans \& loans held for sale (excluding securitized loans) to deposits (excluding foreign branch)

Appendix

## I ncome Statement

## \$ in millions

## Continuing Operations

|  | 1Q10 | 4Q09 | 1Q09 | Favorable (Unfav) 1Q10 vs. |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 4Q09 | 1Q09 |
| Net interest income (TE) | \$ 632 | \$ 637 | \$ 595 | \$ (5) |  |
| Noninterest income | 450 | 469 | 478 | (19) | (28) |
| Total revenue (TE) | 1,082 | 1,106 | 1,073 | (24) | 9 |
| Provision for loan losses | 413 | 756 | 847 | 343 | 434 |
| Personnel expense | 362 | 400 | 359 | 38 | (3) |
| Nonpersonnel expense | 423 | 471 | 568 | 48 | 145 |
| Total noninterest expense | 785 | 871 | 927 | 86 | 142 |
| Loss from continuing operations before income taxes | (116) | (521) | (701) | 405 | 585 |
| Income taxes | (75) | (340) | (232) | (265) | (157) |
| Loss from continuing operations | (41) | (181) | (469) | 140 | 428 |
| Net income (loss) from discontinued operations | 2 | (7) | (29) | 9 | 31 |
| Net loss | (39) | (188) | (498) | 149 | 459 |
| Less: Net income (loss) attributable to noncontrolling interests | 16 | 36 | (10) | 20 | (26) |
| Net loss attributable to Key | \$ (55) | \$ (224) | \$ (488) | \$ 169 | \$ 433 |
| Net loss attributable to Key common shareholders | \$ (96) | \$ (265) | \$ (536) | \$ 169 | \$ 440 |
| Per common share |  |  |  |  |  |
| Loss from continuing operations attributable to Key common shareholders | \$ (.11) | \$ (.30) | \$ (1.03) | \$ . 19 | \$ . 92 |
| Loss from discontinued operations, net of taxes | - | (.01) | (.06) | . 01 | . 06 |
| Net loss attributable to Key common shareholders | (.11) | (.30) | (1.09) | . 19 | . 98 |
| Weighted-average common shares outstanding (000) | 874,386 | 873,268 | 492,813 | 1,118 | 381,573 |

## Credit Quality by Portfolio

## \$ in millions

|  | Period-end loans | Average loans | Net loan charge-offs |  | $\begin{aligned} & \text { Net loan } \\ & \text { charge-offs }{ }^{(\mathrm{a})} / \\ & \text { average loans } \end{aligned}$ |  | Nonperforming loans |  | Ending allowance | Allowance / period-end loans | Allowance NPLs |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/10 | 1Q10 | 1Q10 | 4Q09 | 1Q10 | 4Q09 | 3/31/10 | 12/31/09 | 3/31/10 | 3/31/10 | 3/31/10 |  |
| Commercial, financial and agricultural | \$18,015 | \$18,796 | \$126 | \$218 | 2.72 \% | 4.36 \% | \$558 | \$586 | \$801 | 4.45 \% | 143.55 |  |
| Real estate - commercial mortgage | 10,467 | 10,430 | 106 | 165 | 4.12 | 6.03 | 579 | 614 | 570 | 5.45 | 98.45 |  |
| Real estate - construction | 3,990 | 4,537 | 157 | 181 | 14.03 | 13.69 | 607 | 641 | 354 | 8.87 | 58.32 |  |
| Commercial leasing financing | 6,964 | 7,195 | 21 | 39 | 1.18 | 2.04 | 99 | 113 | 246 | 3.53 | 248.48 |  |
| Real estate - residential mortgage | 1,812 | 1,803 | 7 | 8 | 1.57 | 1.78 | 72 | 73 | 36 | 1.99 | 50.00 |  |
| Home equity: |  |  |  |  |  |  |  |  |  |  |  |  |
| Community Banking | 9,892 | 9,967 | 30 | 27 | 1.22 | 1.06 | 111 | 107 | 134 | 1.35 | 120.72 |  |
| Other - exit | 795 | 816 | 17 | 19 | 8.45 | 8.79 | 18 | 21 | 69 | 8.68 | 383.33 |  |
| Consumer - Community Banking | 1,141 | 1,162 | 16 | 15 | 5.58 | 5.02 | 4 | 4 | 67 | 5.87 | N/M |  |
| Consumer - Exit |  |  |  |  |  |  |  |  |  |  |  |  |
| Marine | 2,636 | 2,713 | 38 | 33 | 5.68 | 4.57 | 16 | 26 | 131 | 4.97 | $N / M$ |  |
| Other | 201 | 209 | 4 | 3 | 7.76 | 5.31 | 1 | 2 | 17 | 8.46 | N/M |  |
| Continuing total | \$55,913 | \$57,628 | \$522 | \$708 | 3.67 \% | 4.64 \% | \$2,065 | \$2,187 | \$2,425 | 4.34 \% | 117.43 | \% |
| Discontinued operations - education lending business | 6,022 | 6,194 | 36 | 36 | 2.36 | 4.03 | 42 | 13 | 145 | 2.41 | 345.24 |  |
| Consolidated total | \$61,935 | \$63,822 | \$558 | \$744 | 3.55 \% | 4.61 \% | \$2,107 | \$2,200 | \$2,570 | 4.15 \% | 121.97 | \% |

(a) Net charge-off amounts are annualized in calculation.

N/M = Not Meaningful

## Commercial Portfolio - Line of Business



Net Charge-Offs



Other SegmentsInstitutional \& Capital MarketsRegional Banking

## Commercial Portfolio - Continuing Ops. Average Loans, NCOs and NPLs

## First Quarter 2010

\$ in millions
Average Loans
Commercial, financial and agricultural
Commercial real estate
Commercial lease financing
Total commercial loans
Net Charge-Offs
Commercial, financial and agricultural
Commercial real estate
Commercial lease financing
Total commercial loan NCOs

## Nonperforming Loans

Commercial, financial and agricultural
Commercial real estate
Commercial lease financing
Total commercial NPLs

| Regional Banking | Commercial Banking | Real Estate Capital \& Corp. Bank Srvs. | Equipment Finance | Institutional <br> \& Capital <br> Markets | Other Segments | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$3,080 | \$5,697 | \$2,742 | \$741 | \$5,200 | \$1,336 | \$18,796 |
| 2,712 | 2,585 | 9,194 | - | 61 | 415 | 14,967 |
| 194 | 689 | 400 | 3,832 | 265 | 1,815 | 7,195 |
| \$5,986 | \$8,971 | \$12,336 | \$4,573 | \$5,526 | \$3,566 | \$40,958 |
| \$23 | \$13 | \$5 | \$7 | \$26 | \$52 | \$126 |
| 20 | 5 | 202 | - | - | 36 | 263 |
| 2 | 1 | - | 11 | - | 7 | 21 |
| \$45 | \$19 | \$207 | \$18 | \$26 | \$95 | \$410 |
| \$58 | \$135 | \$15 | \$18 | \$106 | \$226 | \$558 |
| 85 | 122 | 781 | - | - | 198 | 1,186 |
| 1 | 8 | - | 90 | - | - | 99 |
| \$144 | \$265 | \$796 | \$108 | \$106 | \$424 | \$1,843 |

Fourth Quarter 2009

## \$ in millions

Average Loans
Commercial, financial and agricultural
Commercial real estate
Commercial lease financing
Total commercial loans
Net Charge-Offs
Commercial, financial and agricultural
Commercial real estate
Commercial lease financing
Total commercial loan NCOs
Nonperforming Loans
Commercial, financial and agricultural
Commercial real estate
Commercial lease financing
Total commercial NPLs

| $\$ 3,137$ | $\$ 5,801$ | $\$ 3,072$ | $\$ 592$ | $\$ 5,595$ | $\$ 1,620$ | $\$ 19,817$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 2,843 | 2,680 | 9,751 | - | 263 | 562 | 16,099 |
| 205 | 721 | 426 | 4,018 | 285 | 1,943 | 7,598 |
| $\$ 6,185$ | $\$ 9,202$ | $\$ 13,249$ | $\$ 4,610$ | $\$ 6,143$ | $\$ 4,125$ | $\$ 43,514$ |


| $\$ 25$ | $\$ 46$ | $\$ 104$ | $(\$ 3)$ | $\$ 9$ | $\$ 37$ | $\$ 218$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 6 | 11 | 277 | - | - | 52 | 346 |
| - | 10 | - | 25 | - | 4 | 39 |
| $\$ 31$ | $\$ 67$ | $\$ 381$ | $\$ 22$ | $\$ 9$ | $\$ 93$ | $\$ 603$ |
|  |  |  |  |  |  |  |
| $\$ 52$ | $\$ 106$ | $\$ 28$ | $\$ 42$ | $\$ 102$ | $\$ 256$ | $\$ 586$ |
| 89 | 107 | 840 | - | - | 219 | 1,255 |
| 3 | 10 | - | 76 | - | 24 | 113 |
| $\$ 144$ | $\$ 223$ | $\$ 868$ | $\$ 118$ | $\$ 102$ | $\$ 499$ | $\$ 1,954$ |

## Commercial Real Estate

## \$ in millions

|  | Period-end loans |  | Nonperforming loans |  | Net loan charge-offs |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-31-10 | 12-31-09 | 3-31-10 | 12-31-09 | 1Q10 | 4Q09 |
| Retail properties | \$2,504 | \$2,557 | \$227 | \$290 | \$32 | \$90 |
| Multifamily properties | 2,442 | 2,568 | 162 | 196 | 48 | 22 |
| Office builldings | 1,319 | 1,285 | 64 | 48 | - | 17 |
| Health facilities | 1,220 | 1,238 | 64 | 52 | 15 | - |
| Residential properties | 938 | 1,131 | 322 | 345 | 81 | 123 |
| Land and development ${ }^{(a)}$ | 399 | 518 | 78 | 87 | 45 | 12 |
| Other CRE | 1,405 | 1,428 | 93 | 70 | 21 | 63 |
| Total nonowner-occupied | 10,227 | 10,725 | 1,010 | 1,088 | 242 | 327 |
| Owner-occupied | 4,230 | 4,471 | 176 | 167 | 21 | 19 |
| Total | \$14,457 | \$15,196 | \$1,186 | \$1,255 | \$263 | \$346 |

[^1]
## Commercial Real Estate Loans

## March 31, 2010

## \$ in millions

|  | Geographic Region |  |  |  |  |  | Total | $\begin{array}{r} \text { \% of } \\ \text { Total CRE } \end{array}$ | Commercial Mortgage | Construction |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | West | Southwest | Central | Midwest | Southeast | Northeast |  |  |  |  |
| Nonowner-occupied: |  |  |  |  |  |  |  |  |  |  |
| Retail properties | \$405 | \$248 | \$325 | \$678 | \$606 | \$242 | \$2,504 | 17.3 \% | \$1,519 | \$985 |
| Multifamily properties | 374 | 415 | 508 | 249 | 556 | 340 | 2,442 | 16.9 | 1,565 | 877 |
| Office buildings | 370 | 115 | 238 | 155 | 124 | 317 | 1,319 | 9.1 | 955 | 364 |
| Health facilities | 334 | 40 | 223 | 257 | 132 | 234 | 1,220 | 8.4 | 1,131 | 89 |
| Residential properties | 203 | 70 | 162 | 92 | 206 | 205 | 938 | 6.5 | 175 | 763 |
| Warehouses | 160 | - | 67 | 62 | 111 | 106 | 506 | 3.5 | 423 | 83 |
| Land and development ${ }^{(\mathrm{a})}$ | 62 | 33 | 63 | 42 | 93 | 106 | 399 | 2.8 | 132 | 267 |
| Hotels/Motels | 57 | - | 48 | 22 | 155 | 55 | 337 | 2.3 | 260 | 77 |
| Manufacturing facilities | 11 | - | 2 | 12 | - | 13 | 38 | . 3 | 28 | 10 |
| Other | 106 | 3 | 23 | 65 | 190 | 137 | 524 | 3.6 | 446 | 78 |
| Total nonowner-occupied | \$2,082 | 924 | 1,659 | 1,634 | 2,173 | 1,755 | 10,227 | 70.7 | 6,634 | 3,593 |
| Owner-occupied | 1,705 | 69 | 397 | 974 | 177 | 908 | 4,230 | 29.3 | 3,833 | 397 |
| Total | \$3,787 | \$993 | \$2,056 | \$2,608 | \$2,350 | \$2,663 | \$14,457 | 100.0 \% | \$10,467 | \$3,990 |
| Nonowner-occupied: March 31, 2010 |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$147 | \$185 | \$169 | \$68 | \$286 | \$155 | \$1,010 | N/M | \$419 | \$591 |
| $90+$ days past due | 71 | 58 | 25 | 16 | 25 | 32 | 227 | N/M | 120 | 107 |
| 30-89 days past due | 26 | 13 | 26 | 44 | 14 | 18 | 141 | N/M | 87 | 54 |
| Nonowner-occupied: December 31, 2009 |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans | \$169 | \$108 | \$142 | \$92 | \$416 | \$161 | \$1,088 | N/M | \$460 | \$628 |
| $90+$ days past due | 32 | 37 | 34 | 2 | 27 | 21 | 153 | N/M | 58 | 95 |
| 30-89 days past due | 124 | 32 | 53 | 11 | 44 | 18 | 282 | N/M | 132 | 150 |

(a) Nonresidential land and development loans.
$N / M=$ Not Meaningful

## Commercial Real Estate



## Period-end Balances

\$ in billions


## Reducing Risk - CRE Residential Properties

## \$ in millions

> Reduced the Residential Properties (Homebuilder) portfolio by 74\% since 1Q08
> Initiated process in 2Q08 to aggressively sell at-risk homebuilder loans
> Reduced exposure to the California market by 93\% and the Florida market by $81 \%$ since 1Q08

$\square$ Performing loans

Total Period-end Loans ${ }^{\text {(a) }}$

Nonperforming loans

[^2]
## Home Equity Loans

## March 31, 2010

## \$ in millions, except average loan size


(a) Average LTVs are at origination. Current average LTVs for Regional Banking total home equity loans and lines is approximately $81 \%$.

## Exit Loan Portfolio

## \$ in millions

|  | Balance Outstanding |  | $\begin{gathered} \text { Change } \\ 3-31-10 \text { vs. } \\ 12-31-09 \\ \hline \end{gathered}$ | Net Loan Charge-offs |  | Balance on Nonperforming Status |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3-31-10 | 12-31-09 |  | 1Q10 | 4Q09 | 3-31-10 | 12-31-09 |
| Residential properties - homebuilder | \$269 | \$379 | \$(110) | \$44 | \$53 | \$167 | \$211 |
| Residential properties - held for sale | 40 | 52 | (12) | - | - | 40 | 52 |
| Total residential properties | 309 | 431 | (122) | 44 | 53 | 207 | 263 |
| Marine and RV floor plan | 339 | 427 | (88) | 28 | 16 | 66 | 93 |
| Commercial lease financing ${ }^{(a)}$ | 2,685 | 2,875 | (190) | 22 | 17 | 191 | 195 |
| Total commercial loans | 3,333 | 3,733 | (400) | 94 | 86 | 464 | 551 |
| Home equity - Other | 795 | 838 | (43) | 17 | 19 | 18 | 20 |
| Marine | 2,636 | 2,787 | (151) | 38 | 33 | 16 | 26 |
| RV and other consumer | 201 | 216 | (15) | 4 | 3 | 1 | 2 |
| Total consumer loans | 3,632 | 3,841 | (209) | 59 | 55 | 35 | 48 |
| Total loans in exit portfolio | \$6,965 | \$7,574 | \$(609) | \$153 | \$141 | \$499 | \$599 |
| Discontinued operations - education lending business | \$6,268 ${ }^{(b)}$ | \$3,957 | \$2,311 | \$36 | \$36 | \$42 | \$13 |

(a) Includes the business aviation, commercial vehicle, office products, construction and industrial leases, and Canadian lease financing portfolios; and all remaining balances related to lease in, lease out; sale in, sale out; service contract leases and qualified technological equipment leases.
(b) Includes loans in Key's education loan securitization trusts consolidated upon the adoption of new consolidation accounting guidance on January $1,2010$.

## Net Charge-offs to Average Loans

## Continuing Operations

Commercial, financial and agricultural
Real estate - commercial mortgage
Real estate - construction
Commercial lease financing
Total commercial
Real estate — residential mortgage
Home equity:
Community Banking
Other
Total home equity
Consumer - Community Banking
Consumer - Exit
Marine
Other
Total consumer - Exit
Total consumer
Net loan charge-offs to average loans

| 1Q10 | 4Q09 | 3Q09 | 2Q09 | 1Q09 |
| :---: | :---: | :---: | :---: | :---: |
| 2.72 \% | 4.36 \% | 3.02 \% | 2.75 \% | 3.56 \% |
| 4.12 | 6.03 | 2.79 | 2.93 | . 78 |
| 14.03 | 13.69 | 14.69 | 8.52 | 5.62 |
| 1.18 | 2.04 | 1.33 | 1.05 | . 83 |
| 4.06 | 5.50 | 4.11 | 3.22 | 2.83 |
| 1.57 | 1.78 | . 91 | . 92 | . 69 |
| 1.22 | 1.06 | . 97 | . 94 | . 67 |
| 8.45 | 8.79 | 8.64 | 7.41 | 5.87 |
| 1.77 | 1.66 | 1.61 | 1.50 | 1.15 |
| 5.58 | 5.02 | 5.67 | 4.98 | 4.30 |
| 5.68 | 4.57 | 3.29 | 3.66 | 3.90 |
| 7.76 | 5.31 | 6.67 | 3.13 | 7.40 |
| 5.83 | 4.62 | 3.53 | 3.62 | 4.17 |
| 2.72 | 2.45 | 2.18 | 2.09 | 1.93 |
| 3.67 \% | 4.64 \% | 3.59 \% | 2.93 \% | 2.60 \% |


[^0]:    $\longrightarrow$ Peer Median
    Fed-defined minimum for a "well capitalized" bank

[^1]:    (a) Nonresidential land and development loans.

[^2]:    (a) Non-owner occupied

