

KEYCORP /NEW/
Form 425
October 23, 2007

Filed by KeyCorp
Pursuant to Rule 425 under the Securities Act of 1933 and
Deemed filed pursuant to Rule 14a-12 of the Securities Exchange Act of 1934

Subject Company: KeyCorp
Commission File No. 333-146456

On October 16, 2007, KeyCorp issued the following press release announcing its results of operations for the quarter-ended September 30, 2007:

| | |
|---|---|
| CONTACTS: Vernon L. Patterson Analyst 216.689.0520 Vernon_Patterson@KeyBank.com | William C. Murschel Media 216.828.7416 William_C_Murschel@KeyBank.com |
|---|---|

| | |
|---|---|
| INVESTOR RELATIONS: www.key.com/ir | KEY MEDIA NEWSROOM: www.key.com/newsroom |
|---|---|

FOR IMMEDIATE RELEASE

KEYCORP REPORTS THIRD QUARTER 2007 EARNINGS

w Third quarter EPS of \$0.57 from continuing operations

w Fixed income markets impact third quarter results

CLEVELAND, October 16, 2007 KeyCorp (NYSE: KEY) today announced third quarter income from continuing operations of \$224 million, or \$0.57 per diluted common share. This compares to income from continuing operations of \$305 million, or \$0.74 per share, for the third quarter of 2006, and \$337 million, or \$0.85 per share, for the second quarter of 2007. Key's income from continuing operations for the first nine months of 2007 was \$919 million, or \$2.31 per diluted common share. This compares to income from continuing operations before the cumulative effect of an accounting change of \$882 million, or \$2.15 per share, for the first nine months of 2006.

Net income totaled \$210 million, or \$0.54 per diluted common share, for the third quarter of 2007, compared to net income of \$312 million, or \$0.76 per share, for the third quarter of 2006 and \$334 million, or \$0.84 per share, for the second quarter of 2007. Key's net income for the first nine months of 2007 was \$894 million, or \$2.25 per diluted common share, compared to \$909 million, or \$2.21 per share, for the same period last year.

Key's continuing and discontinued operating results for comparative quarters and for the nine months ended September 30, 2007 and 2006 are presented in the following table.

Results of Operations

| | Three months ended | | | Nine months ended | |
|---|---------------------------|----------------|----------------|--------------------------|----------------|
| | 9-30-07 | 6-30-07 | 9-30-06 | 6-30-06 | 9-30-06 |
| <i>in millions, except per share amounts</i> | | | | | |
| <u>Summary of operations</u> | | | | | |
| Income from continuing operations before cumulative effect of accounting change | \$ 224 | \$ 337 | \$ 305 | \$ 919 | \$ 882 |
| (Loss) income from discontinued operations, net of taxes ^a | (14) | (3) | 7 | (25) | 22 |
| Cumulative effect of accounting change, net of taxes | — | — | — | — | 5 |
| Net income | \$ 210 | \$ 334 | \$ 312 | \$ 894 | \$ 909 |

Per common share assuming dilution

| | | | | | |
|---|--------|--------|--------|---------|---------|
| Income from continuing operations before cumulative effect of accounting change | \$.57 | \$.85 | \$.74 | \$ 2.31 | \$ 2.15 |
| (Loss) income from discontinued operations ^a | (.03) | (.01) | .02 | (.06) | .05 |
| Cumulative effect of accounting change | — | — | — | — | .01 |
| Net income | \$.54 | \$.84 | \$.76 | \$ 2.25 | \$ 2.21 |

- (a) Key sold the nonprime mortgage loan portfolio held by the Champion Mortgage finance business in November 2006, and completed the sale of Champion's origination platform in February 2007. As a result of these actions, Key has accounted for this business as a discontinued operation. The loss from discontinued operations recorded in the third quarter of 2007 was attributable largely to a write-down on the building lease for the former Champion headquarters.
-

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007

Page 2

During the third quarter of 2007, the fixed income markets experienced extraordinary volatility with credit spreads widening rapidly. The widening of these spreads had a direct impact on market values in Key's loans held-for-sale and trading portfolios. During the third quarter, Key recorded net losses of \$53 million from loan sales and write-downs, \$2 million from dealer trading and derivatives, and \$22 million from other investments for a total of \$77 million in net losses. This compares to net gains of \$26 million and \$51 million from these activities in the third quarter of 2006 and the second quarter of 2007, respectively.

The fixed income market volatility had an adverse impact on our third quarter results, said Chairman and Chief Executive Officer Henry L. Meyer III. While the fixed income markets continue to remain under some pressure as we head into the fourth quarter, we believe most of the financial impact on our held-for-sale portfolios is behind us and we expect to see improved results from these portfolios over the remainder of the year.

Business activity outside of the fixed income markets remained solid during the quarter. We experienced good growth in both loans and core deposits. We also saw growth in our institutional asset management business and related fee income. Given the challenges related to revenue associated with the fixed income markets, we focused on controlling our costs, which declined compared to the same period one year ago and the second quarter of this year.

Key's nonperforming assets rose by \$241 million from the third quarter of 2006. The increase was due primarily to deteriorating market conditions in the residential real estate segment of our Real Estate Capital line of business, principally in Florida and California. Our total net loan charge-offs were \$59 million or 0.35% of average total loans for the current quarter.

During the quarter, we made progress in expanding our franchise through targeted acquisitions. We announced our plans to acquire U.S.B. Holding Co., Inc., the holding company for Union State Bank, headquartered in Orangeburg, New York, and Tuition Management Systems, Inc., one of the leading providers of education-related financial services. We completed the acquisition of Tuition Management Systems on October 1 and we remain on track to complete the acquisition of U.S.B. Holding Company early in 2008, subject to approval by its shareholders and the banking regulators.

The company expects earnings per share to be in the range of \$0.68 to \$0.74 for the fourth quarter of 2007.

SUMMARY OF CONTINUING OPERATIONS

Taxable-equivalent net interest income was \$712 million for the third quarter of 2007, compared to \$726 million for the year-ago quarter. Average earning assets grew by \$3.6 billion, or 4%, while the net interest margin for the current quarter declined to 3.40% from 3.61% for the third quarter of 2006. Both loan and deposit spreads have remained under pressure due to the continuation of competitive pricing.

**KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007**

Page 3

Compared to the second quarter of 2007, taxable-equivalent net interest income grew by \$6 million, and the net interest margin declined by 6 basis points. The improvement in net interest income was attributable to a \$1.9 billion, or annualized 9%, increase in average earning assets.

Key's noninterest income was \$438 million for the third quarter of 2007, compared to \$543 million for the year-ago quarter. The decrease was attributable to the impact of market volatility on several of Key's capital markets-driven businesses, as well as the sale of the McDonald Investments branch network completed in the first quarter of this year. Results for the current quarter included \$53 million in net losses from the sales and write-downs of primarily commercial real estate loans held for sale, compared to net gains of \$14 million for the same period last year. Income from investment banking and capital markets activities decreased by \$35 million, due primarily to a \$25 million decline in the fair values of two real estate-related investments held by the Private Equity unit within the Real Estate Capital line of business. Net gains from principal investing declined by \$19 million from the third quarter of 2006. Trust and investment services income was down \$18 million, due to lower brokerage income resulting from the sale of the McDonald Investments branch network. Excluding the impact of the McDonald Investments sale, trust and investment services income increased by \$15 million, driven by growth in both personal and institutional asset management income. The reduction in noninterest income was moderated by a \$27 million gain from the sale of MasterCard Incorporated shares in the current quarter and growth in deposit service charge income.

Compared to the second quarter of 2007, noninterest income declined by \$211 million. The reduction reflected \$53 million in net losses from loan sales and write-downs in the current quarter, compared to net gains of \$33 million for the prior quarter, an \$81 million reduction in net gains from principal investing and a \$43 million decrease in income from investment banking and capital markets activities. The decrease in income from investment banking and capital markets activities was attributable to declines in the fair values of the two real estate-related investments, as well as a loss from dealer trading and derivatives in the current quarter, compared to income in the second quarter. In addition, noninterest income for the current quarter included the \$27 million gain related to the sale of MasterCard Incorporated shares, compared to a \$40 million gain recorded in the prior quarter.

Key's noninterest expense was \$753 million for the third quarter of 2007, down from \$790 million for the same period last year. Personnel expense decreased by \$35 million, due to lower incentive compensation accruals. Nonpersonnel expense was down \$2 million from the year-ago quarter. Reductions in costs resulting from the sale of the McDonald Investments branch network accounted for a \$46 million decline in total noninterest expense, including \$27 million of the decrease in personnel expense.

Compared to the second quarter of 2007, noninterest expense decreased by \$62 million. The improvement included a \$28 million reduction in personnel expense due to lower incentive compensation accruals. Nonpersonnel expense decreased by \$34 million. In the second quarter of 2007, Key recorded a \$42 million charge related to litigation.

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007

Page 4

ASSET QUALITY

Key's provision for loan losses from continuing operations was \$69 million for the third quarter of 2007, compared to \$35 million for the year-ago quarter and \$53 million for the second quarter of 2007.

Net loan charge-offs for the quarter totaled \$59 million, or 0.35% of average loans from continuing operations, compared to \$43 million, or 0.26%, for the same period last year and \$53 million, or 0.32%, for the previous quarter.

At September 30, 2007, Key's nonperforming loans totaled \$498 million and represented 0.72% of period-end portfolio loans, compared to 0.41% at June 30, 2007, and 0.34% at September 30, 2006. At September 30, 2007, nonperforming assets totaled \$570 million and represented 0.83% of portfolio loans, other real estate owned and other nonperforming assets, compared to 0.57% at June 30, 2007, and 0.50% at September 30, 2006. The increase in nonperforming assets during the third quarter of 2007 was attributable primarily to deteriorating market conditions in the residential real estate segment of Key's commercial real estate construction portfolio. The majority of the increase in this segment came from loans outstanding in Florida and California.

Key's allowance for loan losses was \$955 million, or 1.38% of loans outstanding, at September 30, 2007, compared to \$945 million, or 1.42%, at June 30, 2007, and \$944 million, or 1.44%, at September 30, 2006.

CAPITAL

Key's capital ratios continued to exceed all well-capitalized regulatory benchmarks at September 30, 2007. Key's tangible equity to tangible assets ratio was 6.78% at quarter end, compared to 6.89% at June 30, 2007, and 6.81% at September 30, 2006.

Key repurchased 2.0 million of its common shares and reissued 1.3 million shares under employee benefit plans during the third quarter of 2007. At September 30, 2007, Key had 14.0 million common shares remaining for repurchase under the current authorization.

Share repurchases and other activities that caused the change in Key's outstanding common shares over the past five quarters are summarized in the table below.

Summary of Changes in Common Shares Outstanding

| <i>in thousands</i> | 3Q07 | 2Q07 | 1Q07 | 4Q06 | 3Q06 |
|--|----------------|----------------|----------------|----------------|----------------|
| Shares outstanding at beginning of period | 389,362 | 394,483 | 399,153 | 402,748 | 402,672 |
| Issuance of shares under employee benefit plans | 1,346 | 879 | 3,330 | 1,405 | 2,576 |
| Repurchase of common shares | (2,000) | (6,000) | (8,000) | (5,000) | (2,500) |
| Shares outstanding at end of period | 388,708 | 389,362 | 394,483 | 399,153 | 402,748 |

KeyCorp Reports Third Quarter 2007 Earnings**October 16, 2007****Page 5****LINE OF BUSINESS RESULTS**

The following table shows the contribution made by each major business group to Key's taxable-equivalent revenue and income from continuing operations for the periods presented. The specific lines of business that comprise each of the major business groups are described under the heading Line of Business Descriptions. For more detailed financial information pertaining to each business group and its respective lines of business, see the tables at the end of this release.

Major Business Groups

| <i>dollars in millions</i> | 3Q07 | 2Q07 | 3Q06 | Percent change 3Q07 | |
|---|-------------|-------------|-------------|----------------------------|-------------|
| | | | | 2Q07 | 3Q06 |
| | | | | vs. | |
| <u>Revenue from continuing operations (TE)</u> | | | | | |
| Community Banking | \$ 626 | \$ 629 | \$ 687 | (.5)% | (8.9)% |
| National Banking | 511 | 617 | 586 | (17.2) | (12.8) |
| Other Segments | 14 | 101 | 25 | (86.1) | (44.0) |
| Total Segments | 1,151 | 1,347 | 1,298 | (14.6) | (11.3) |
| Reconciling Items | (1) | 8 | (29) | N/M | 96.6 |
| Total | \$ 1,150 | \$ 1,355 | \$ 1,269 | (15.1)% | (9.4)% |

Income from continuing operations

| | | | | | |
|-------------------|--------|--------|--------|---------|---------|
| Community Banking | \$ 131 | \$ 99 | \$ 112 | 32.3% | 17.0% |
| National Banking | 72 | 162 | 169 | (55.6) | (57.4) |
| Other Segments | 16 | 55 | 20 | (70.9) | (20.0) |
| Total Segments | 219 | 316 | 301 | (30.7) | (27.2) |
| Reconciling Items | 5 | 21 | 4 | (76.2) | 25.0 |
| Total | \$ 224 | \$ 337 | \$ 305 | (33.5)% | (26.6)% |

TE = Taxable Equivalent, N/M = Not Meaningful

Community Banking

| <i>dollars in millions</i> | 3Q07 | 2Q07 | 3Q06 | Percent change 3Q07 | |
|------------------------------|-------------|-------------|-------------|----------------------------|-------------|
| | | | | 2Q07 | 3Q06 |
| | | | | vs. | |
| Summary of operations | | | | | |
| Net interest income (TE) | \$ 409 | \$ 415 | \$ 443 | (1.4)% | (7.7)% |

Edgar Filing: KEYCORP /NEW/ - Form 425

| | | | | | |
|---|-----------|-----------|-----------|--------|--------|
| Noninterest income | 217 | 214 | 244 | 1.4 | (11.1) |
| Total revenue (TE) | 626 | 629 | 687 | (.5) | (8.9) |
| Provision for loan losses | 1 | 21 | 22 | (95.2) | (95.5) |
| Noninterest expense | 417 | 450 | 486 | (7.3) | (14.2) |
| Income before income taxes (TE) | 208 | 158 | 179 | 31.6 | 16.2 |
| Allocated income taxes and TE adjustments | 77 | 59 | 67 | 30.5 | 14.9 |
| Net income | \$ 131 | \$ 99 | \$ 112 | 32.3% | 17.0% |
| Percent of consolidated income from continuing operations | 59% | 30% | 37% | N/A | N/A |
| Average balances | | | | | |
| Loans and leases | \$ 26,947 | \$ 26,576 | \$ 26,794 | 1.4% | .6% |
| Total assets | 29,716 | 29,348 | 29,871 | 1.3 | (.5) |
| Deposits | 46,727 | 46,124 | 46,939 | 1.3 | (.5) |

TE = Taxable Equivalent, N/A = Not Applicable

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007
Page 6

Additional Community Banking Data

| <i>dollars in millions</i> | 3Q07 | 2Q07 | 3Q06 | Percent change 3Q07 vs. | |
|---|---------------|---------------|---------------|----------------------------|--------|
| | | | | 2Q07 | 3Q06 |
| Average deposits outstanding | | | | | |
| NOW and money market deposit accounts | \$ 20,305 | \$ 18,969 | \$ 20,688 | 7.0% | (1.9)% |
| Savings deposits | 1,569 | 1,619 | 1,688 | (3.1) | (7.0) |
| Certificates of deposit (\$100,000 or more) | 4,566 | 4,709 | 4,101 | (3.0) | 11.3 |
| Other time deposits | 11,485 | 12,038 | 11,696 | (4.6) | (1.8) |
| Deposits in foreign office | 1,128 | 1,045 | 694 | 7.9 | 62.5 |
| Noninterest-bearing deposits | 7,674 | 7,744 | 8,072 | (.9) | (4.9) |
| Total deposits | \$ 46,727 | \$ 46,124 | \$ 46,939 | 1.3% | (.5)% |
| Home equity loans | | | | | |
| Average balance | \$ 9,690 | \$ 9,660 | \$ 10,048 | | |
| Weighted-average loan-to-value ratio | 70% | 70% | 70% | | |
| Percent first lien positions | 58 | 58 | 60 | | |
| Other data | | | | | |
| On-line households / household penetration | 743,909 / 45% | 711,254 / 54% | 646,993 / 52% | | |
| Branches | 954 | 954 | 949 | | |
| Automated teller machines | 1,439 | 1,450 | 2,099 | | |

Community Banking Summary of Operations

Net income for Community Banking was \$131 million for the third quarter of 2007, up from \$112 million for the year-ago quarter. Declines in both net interest income and noninterest income were more than offset by decreases in the provision for loan losses and noninterest expense.

Taxable-equivalent net interest income decreased by \$34 million, or 8%, from the third quarter of 2006, as interest rate spreads on both average earning assets and deposits have remained under pressure due to the continuation of competitive pricing. The decrease also reflected the effect of the February 2007 sale of the McDonald Investments branch network in which Key transferred approximately \$1.3 billion of NOW and money market deposit accounts to the buyer. McDonald Investments NOW and money market deposit accounts averaged \$1.7 billion for the third quarter of 2006.

Noninterest income decreased by \$27 million, or 11%. The decrease was attributable to the McDonald Investments sale. Excluding the impact of this sale, noninterest income rose by \$13 million, or 6%, from the same period one year ago, due largely to growth in deposit service charge income.

The provision for loan losses decreased by \$21 million, compared to the third quarter of 2006.

Noninterest expense declined by \$69 million, or 14%, from the year-ago quarter. Reductions in costs resulting from the sale of the McDonald Investments branch network accounted for \$46 million of the decline, including a \$27 million decrease in personnel expense. The remainder of the decline in total noninterest expense reflected decreases in various direct and indirect charges, due in part to a reduction in the number of average full-time equivalent employees.

On July 27, 2007, Key entered into an agreement to acquire U.S.B. Holding Co., Inc., the holding company for Union State Bank, a state-chartered commercial bank headquartered in Orangeburg, New York, with 31 branches. U.S.B. Holding Company has assets of approximately \$3 billion and deposits of approximately \$2 billion. Key expects to complete this acquisition early in 2008, subject to approval by U.S.B. Holding Company shareholders and the banking regulators. The acquisition will expand Key's presence in markets both within and contiguous to its current operations in the Hudson Valley.

KeyCorp Reports Third Quarter 2007 Earnings**October 16, 2007****Page 7****National Banking**

| <i>dollars in millions</i> | 3Q07 | 2Q07 | 3Q06 | Percent change 3Q07 | |
|--|-------------|-------------|-------------|----------------------------|-------------|
| | | | | 2Q07 | 3Q06 |
| | | | | vs. | |
| Summary of operations | | | | | |
| Net interest income (TE) | \$ 359 | \$ 344 | \$ 348 | 4.4% | 3.2% |
| Noninterest income | 152 | 273 | 238 | (44.3) | (36.1) |
| Total revenue (TE) | 511 | 617 | 586 | (17.2) | (12.8) |
| Provision for loan losses | 68 | 32 | 13 | 112.5 | 423.1 |
| Noninterest expense | 328 | 327 | 304 | .3 | 7.9 |
| Income from continuing operations before income taxes (TE) | 115 | 258 | 269 | (55.4) | (57.2) |
| Allocated income taxes and TE adjustments | 43 | 96 | 100 | (55.2) | (57.0) |
| Income from continuing operations | 72 | 162 | 169 | (55.6) | (57.4) |
| Income (loss) from discontinued operations, net of taxes | (14) | (3) | 7 | (366.7) | N/M |
| Net income | \$ 58 | \$ 159 | \$ 176 | (63.5)% | (67.0)% |
| Percent of consolidated income from continuing operations | 32% | 48% | 55% | N/A | N/A |
| Average balances from continuing operations | | | | | |
| Loans and leases | \$ 40,277 | \$ 39,323 | \$ 37,871 | 2.4% | 6.4% |
| Loans held for sale | 4,692 | 4,377 | 4,553 | 7.2 | 3.1 |
| Total assets | 50,954 | 49,584 | 48,530 | 2.8 | 5.0 |
| Deposits | 12,633 | 12,085 | 11,106 | 4.5 | 13.7 |

TE = Taxable Equivalent, N/M = Not Meaningful, N/A = Not Applicable

National Banking Summary of Continuing Operations

Income from continuing operations for National Banking was \$72 million for the third quarter of 2007, compared to \$169 million for the same period last year. Lower noninterest income along with increases in the provision for loan losses and noninterest expense accounted for the reduction, and more than offset an increase in net interest income. Taxable-equivalent net interest income rose by \$11 million, or 3%, from the third quarter of 2006. Increases in average earning assets and deposits, and a more favorable interest rate spread on deposits more than offset the adverse effect of a tighter interest rate spread on average earning assets.

Noninterest income declined by \$86 million, or 36%, as several capital markets-driven businesses were adversely affected by volatility in the financial markets. Results for the current quarter included net losses of \$57 million from

the sales and write-downs of primarily commercial real estate loans held for sale, compared to net gains of \$10 million for the year-ago quarter. Income from investment banking and capital markets activities decreased by \$39 million, due primarily to a \$25 million decline in the fair values of two real estate-related investments held by the Private Equity unit within the Real Estate Capital line of business, and less favorable results related to trading activities conducted in the Debt Capital markets area.

The provision for loan losses rose by \$55 million, reflecting increases in nonperforming loans in the Real Estate Capital and Consumer Finance lines of business.

Noninterest expense grew by \$24 million, or 8%, from the year-ago quarter, reflecting a \$12 million rise in costs associated with operating leases, and smaller increases in a variety of other expense components.

On October 1, 2007, Key acquired Tuition Management Systems, Inc., one of the nation's largest providers of outsourced tuition planning, billing and related technology services. Headquartered in Warwick, Rhode Island, Tuition Management Systems serves more than 700

KeyCorp Reports Third Quarter 2007 Earnings

October 16, 2007

Page 8

colleges, universities, elementary and secondary educational institutions. The payment plan systems and technology in place at Tuition Management Systems and the array of payment plan products offered by Key will create one of the largest, most robust payment plan offerings in the nation.

Other Segments

Other segments consist of Corporate Treasury and Key's Principal Investing unit. These segments generated net income of \$16 million for the third quarter of 2007, compared to \$20 million for the same period last year. A reduction in net gains from principal investing caused the decrease.

Line of Business Descriptions

Community Banking

Regional Banking provides individuals with branch-based deposit and investment products, personal finance services and loans, including residential mortgages, home equity and various types of installment loans. This line of business also provides small businesses with deposit, investment and credit products, and business advisory services.

Regional Banking also offers financial, estate and retirement planning, and asset management services to assist high-net-worth clients with their banking, trust, portfolio management, insurance, charitable giving and related needs.

Commercial Banking provides midsize businesses with products and services that include commercial lending, cash management, equipment leasing, investment and employee benefit programs, succession planning, access to capital markets, derivatives and foreign exchange.

National Banking

Real Estate Capital provides construction and interim lending, permanent debt placements and servicing, and equity and investment banking services to developers, brokers and owner-investors. This line of business deals exclusively with nonowner-occupied properties (i.e., generally properties in which at least 50% of the debt service is provided by rental income from nonaffiliated third parties).

Equipment Finance meets the equipment leasing needs of companies worldwide and provides equipment manufacturers, distributors and resellers with financing options for their clients. Lease financing receivables and related revenues are assigned to other lines of business (primarily Institutional and Capital Markets, and Commercial Banking) if those businesses are principally responsible for maintaining the relationship with the client.

Institutional and Capital Markets provides products and services to large corporations, middle-market companies, financial institutions, government entities and not-for-profit organizations. These products and services include commercial lending, treasury management, investment banking, derivatives and foreign exchange, equity and debt underwriting and trading, and syndicated finance.

Through its Victory Capital Management unit, Institutional and Capital Markets also manages or gives advice regarding investment portfolios for a national client base, including corporations, labor unions, not-for-profit organizations, governments and individuals. These portfolios may be managed in separate accounts, common funds or the Victory family of mutual funds.

Consumer Finance includes Indirect Lending, Commercial Floor Plan Lending, Home Equity Services and Business Services.

KeyCorp Reports Third Quarter 2007 Earnings

October 16, 2007

Page 9

Indirect Lending offers loans to consumers through dealers. This business unit also provides federal and private education loans to students and their parents, and processes payments on loans that private schools make to parents. Commercial Floor Plan Lending finances inventory for automobile and marine dealers.

Home Equity Services works with home improvement contractors to provide home equity and home improvement financing solutions.

Business Services provides payroll processing solutions for businesses of all sizes.

Cleveland-based KeyCorp is one of the nation's largest bank-based financial services companies, with assets of approximately \$97 billion. Key companies provide investment management, retail and commercial banking, consumer finance, and investment banking products and services to individuals and companies throughout the United States and, for certain businesses, internationally. The company's businesses deliver their products and services through 954 branches and additional offices; a network of 1,439 ATMs; telephone banking centers (1.800.KEY2YOU); and a Web site, <https://www.key.com/>,^â that provides account access and financial products 24 hours a day.

Notes to Editors:

A live Internet broadcast of KeyCorp's conference call to discuss quarterly earnings and currently anticipated earnings trends and to answer analysts' questions can be accessed through the Investor Relations section at <https://www.key.com/ir> at 9:00 a.m. ET, on Tuesday,

October 16, 2007. An audio replay of the call will be available through October 23.

For up-to-date company information, media contacts and facts and figures about Key's lines of business visit our Media Newsroom at <https://www.key.com/newsroom>.

This news release contains forward-looking statements, including statements about our financial condition, results of operations, earnings outlook, asset quality trends and profitability. Forward-looking statements express management's current expectations or forecasts of future events and, by their nature, are subject to assumptions, risks and uncertainties. Although management believes that the expectations and forecasts reflected in these forward-looking statements are reasonable, actual results could differ materially due to a variety of factors including: (1) changes in interest rates; (2) changes in trade, monetary or fiscal policy; (3) changes in general economic conditions, or in the condition of the local economies or industries in which we have significant operations or assets, which could, among other things, materially impact credit quality trends and our ability to generate loans; (4) increased competitive pressure among financial services companies; (5) the inability to successfully execute strategic initiatives designed to grow revenues and/or manage expenses; (6) consummation of significant business combinations or divestitures; (7) operational or risk management failures due to technological or other factors; (8) heightened regulatory practices, requirements or expectations; (9) new legal obligations or liabilities or unfavorable resolution of litigation; (10) adverse capital markets conditions; (11) continued disruption in the fixed income markets; (12) disruption in the economy and general business climate as a result of terrorist activities or military actions; and (13) changes in accounting or tax practices or requirements. 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. We do not assume any obligation to update these forward-looking statements. For further information regarding KeyCorp, please read KeyCorp's reports that are filed with the Securities and Exchange Commission and are available at www.sec.gov.

###

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007
Page 10

Financial Highlights

| <i>(dollars in millions, except per share amounts)</i> | Three months ended | | |
|---|---------------------------|----------------|----------------|
| | 9-30-07 | 6-30-07 | 9-30-06 |
| Summary of operations | | | |
| Net interest income (TE) | \$ 712 | \$ 706 | \$ 726 |
| Noninterest income | 438 | 649 | 543 |
| Total revenue (TE) | 1,150 | 1,355 | 1,269 |
| Provision for loan losses | 69 | 53 | 35 |
| Noninterest expense | 753 | 815 | 790 |
| Income from continuing operations before cumulative effect of accounting change | 224 | 337 | 305 |
| (Loss) income from discontinued operations, net of taxes | (14) | (3) | 7 |
| Net income | 210 | 334 | 312 |
| Per common share | | | |
| Income from continuing operations before cumulative effect of accounting change | \$.58 | \$.86 | \$.76 |
| Income from continuing operations before cumulative effect of accounting change assuming dilution | .57 | .85 | .74 |
| (Loss) income from discontinued operations | (.03) | (.01) | .02 |
| (Loss) income from discontinued operations assuming dilution | (.03) | (.01) | .02 |
| Net income | .54 | .85 | .77 |
| Net income assuming dilution | .54 | .84 | .76 |
| Cash dividends declared | .365 | .365 | .345 |
| Book value at period end | 20.12 | 19.78 | 19.73 |
| Market price at period end | 32.33 | 34.33 | 37.44 |
| Performance ratios from continuing operations | | | |
| Return on average total assets | .93% | 1.45% | 1.31% |
| Return on average equity | 11.50 | 17.66 | 15.52 |
| Net interest margin (TE) | 3.40 | 3.46 | 3.61 |
| Performance ratios from consolidated operations | | | |
| Return on average total assets | .88% | 1.43% | 1.30% |
| Return on average equity | 10.79 | 17.50 | 15.88 |
| Net interest margin (TE) | 3.40 | 3.46 | 3.63 |
| Capital ratios at period end | | | |
| Equity to assets | 8.03% | 8.19% | 8.26% |
| Tangible equity to tangible assets | 6.78 | 6.89 | 6.81 |
| Tier 1 risk-based capital ^a | 7.92 | 8.14 | 8.02 |
| Total risk-based capital ^a | 11.73 | 12.15 | 12.13 |

Edgar Filing: KEYCORP /NEW/ - Form 425

| | | | |
|---|-----------|-----------|-----------|
| Leverage ^a | 8.96 | 9.11 | 8.89 |
| Asset quality | | | |
| Net loan charge-offs | \$ 59 | \$ 53 | \$ 43 |
| Net loan charge-offs to average loans from continuing operations | .35% | .32% | .26% |
| Allowance for loan losses | \$ 955 | \$ 945 | \$ 944 |
| Allowance for loan losses to period-end loans | 1.38% | 1.42% | 1.44% |
| Allowance for loan losses to nonperforming loans | 191.77 | 342.39 | 423.32 |
| Nonperforming loans at period end | \$ 498 | \$ 276 | \$ 223 |
| Nonperforming assets at period end | 570 | 378 | 329 |
| Nonperforming loans to period-end portfolio loans | .72% | .41% | .34% |
| Nonperforming assets to period-end portfolio loans plus OREO and other nonperforming assets | .83 | .57 | .50 |
| Trust and brokerage assets | | | |
| Assets under management | \$ 88,100 | \$ 85,592 | \$ 84,060 |
| Nonmanaged and brokerage assets ^b | 33,273 | 33,485 | 55,221 |
| Other data | | | |
| Average full-time equivalent employees | 18,567 | 18,888 | 20,264 |
| Branches | 954 | 954 | 949 |
| Taxable-equivalent adjustment | \$ 18 | \$ 20 | \$ 21 |

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007
Page 11

Financial Highlights (continued)

| <i>(dollars in millions, except per share amounts)</i> | Nine months ended | |
|---|--------------------------|----------------|
| | 9-30-07 | 9-30-06 |
| Summary of operations | | |
| Net interest income (TE) | \$ 2,118 | \$ 2,174 |
| Noninterest income | 1,741 | 1,569 |
| | | |
| Total revenue (TE) | 3,859 | 3,743 |
| Provision for loan losses | 166 | 97 |
| Noninterest expense | 2,352 | 2,340 |
| Income from continuing operations before cumulative effect of accounting change | 919 | 882 |
| (Loss) income from discontinued operations, net of taxes | (25) | 22 |
| Net income | 894 | 909 |
| | | |
| Per common share | | |
| Income from continuing operations before cumulative effect of accounting change | \$ 2.34 | \$ 2.18 |
| Income from continuing operations before cumulative effect of accounting change assuming dilution | 2.31 | 2.15 |
| (Loss) income from discontinued operations | (.06) | .05 |
| (Loss) income from discontinued operations assuming dilution | (.06) | .05 |
| Net income | 2.28 | 2.24 |
| Net income assuming dilution | 2.25 | 2.21 |
| Cash dividends declared | 1.095 | 1.035 |
| | | |
| Performance ratios from continuing operations | | |
| Return on average total assets | 1.31% | 1.30% |
| Return on average equity | 16.03 | 15.44 |
| Net interest margin (TE) | 3.46 | 3.67 |
| | | |
| Performance ratios from consolidated operations | | |
| Return on average total assets | 1.28% | 1.29% |
| Return on average equity | 15.59 | 15.82 |
| Net interest margin (TE) | 3.46 | 3.69 |
| | | |
| Asset quality | | |
| Net loan charge-offs | \$ 156 | \$ 116 |
| Net loan charge-offs to average loans from continuing operations | .31% | .24% |
| | | |
| Other data | | |
| Average full-time equivalent employees | 19,081 | 19,974 |
| Taxable-equivalent adjustment | \$ 59 | \$ 71 |

- (a) 9-30-07 ratio is estimated.
- (b) On February 9, 2007, Key sold the McDonald Investments branch network.

TE = Taxable Equivalent

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007
Page 12

Consolidated Balance Sheets

| <i>(dollars in millions)</i> | 9-30-07 | 6-30-07 | 9-30-06 |
|---|------------------|------------------|------------------|
| Assets | | | |
| Loans | \$ 68,999 | \$ 66,692 | \$ 65,551 |
| Loans held for sale | 4,791 | 4,546 | 7,150 |
| Investment securities | 36 | 37 | 41 |
| Securities available for sale | 7,915 | 7,819 | 7,441 |
| Short-term investments | 1,723 | 1,632 | 1,582 |
| Other investments | 1,509 | 1,602 | 1,367 |
| Total earning assets | 84,973 | 82,328 | 83,132 |
| Allowance for loan losses | (955) | (945) | (944) |
| Cash and due from banks | 2,016 | 1,818 | 2,957 |
| Premises and equipment | 631 | 600 | 567 |
| Operating lease assets | 1,135 | 1,110 | 1,076 |
| Goodwill | 1,201 | 1,202 | 1,372 |
| Other intangible assets | 105 | 110 | 127 |
| Corporate-owned life insurance | 2,845 | 2,822 | 2,754 |
| Derivative assets | 1,497 | 1,160 | 915 |
| Accrued income and other assets | 3,918 | 3,871 | 4,199 |
| Total assets | \$ 97,366 | \$ 94,076 | \$ 96,155 |
| Liabilities | | | |
| Deposits in domestic offices: | | | |
| NOW and money market deposit accounts | \$ 24,198 | \$ 23,315 | \$ 25,150 |
| Savings deposits | 1,544 | 1,613 | 1,672 |
| Certificates of deposit (\$100,000 or more) | 6,672 | 6,197 | 5,734 |
| Other time deposits | 11,403 | 11,832 | 11,848 |
| Total interest-bearing deposits | 43,817 | 42,957 | 44,404 |
| Noninterest-bearing deposits | 14,003 | 14,199 | 13,396 |
| Deposits in foreign office interest-bearing | 5,894 | 3,443 | 3,629 |
| Total deposits | 63,714 | 60,599 | 61,429 |
| Federal funds purchased and securities sold under repurchase agreements | 5,398 | 4,362 | 4,701 |
| Bank notes and other short-term borrowings | 2,743 | 2,631 | 2,594 |
| Derivative liabilities | 1,063 | 1,119 | 844 |
| Accrued expense and other liabilities | 5,079 | 5,083 | 4,986 |
| Long-term debt | 11,549 | 12,581 | 13,654 |
| Total liabilities | 89,546 | 86,375 | 88,208 |

Shareholders equity

| | | | |
|--|------------------|------------------|------------------|
| Preferred stock | | | |
| Common shares | 492 | 492 | 492 |
| Capital surplus | 1,617 | 1,652 | 1,588 |
| Retained earnings | 8,788 | 8,720 | 8,371 |
| Treasury stock, at cost | (3,023) | (2,994) | (2,434) |
| Accumulated other comprehensive loss | (54) | (169) | (70) |
| Total shareholders equity | 7,820 | 7,701 | 7,947 |
| Total liabilities and shareholders equity | \$ 97,366 | \$ 94,076 | \$ 96,155 |
| Common shares outstanding (000) | 388,708 | 389,362 | 402,748 |

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007
Page 13

Consolidated Statements of Income

(in millions, except per share amounts)

| | Three months ended | | | Nine months ended | |
|---|--------------------|----------|----------|-------------------|----------|
| | 9-30-07 | 6-30-07 | 9-30-06 | 9-30-07 | 9-30-06 |
| Net income | | | | | |
| Income held for sale | \$ 1,209 | \$ 1,176 | \$ 1,178 | \$ 3,546 | \$ 3,546 |
| Income from investment securities | 91 | 82 | 94 | 248 | 248 |
| Income from securities available for sale | 106 | 106 | 84 | 312 | 312 |
| Income from term investments | 16 | 16 | 16 | 50 | 50 |
| Income from investments | 12 | 15 | 16 | 40 | 40 |
| Interest income | 1,434 | 1,395 | 1,389 | 4,197 | 4,197 |
| Interest expense | | | | | |
| Interest expense on deposits | 482 | 447 | 428 | 1,362 | 1,362 |
| Interest expense on funds purchased and securities sold under repurchase agreements | 55 | 59 | 30 | 163 | 163 |
| Interest expense on notes and other short-term borrowings | 30 | 18 | 24 | 59 | 59 |
| Interest expense on term debt | 173 | 185 | 202 | 554 | 554 |
| Interest expense | 740 | 709 | 684 | 2,138 | 2,138 |
| Interest income | 694 | 686 | 705 | 2,059 | 2,059 |
| Provision for loan losses | 69 | 53 | 35 | 166 | 166 |
| Interest income after provision for loan losses | 625 | 633 | 670 | 1,893 | 1,893 |
| Interest income | | | | | |
| Income from investment services | 119 | 115 | 137 | 359 | 359 |
| Income from charges on deposit accounts | 88 | 84 | 78 | 247 | 247 |
| Income from investment banking and capital markets | 9 | 52 | 44 | 105 | 105 |
| Income from leasing | 70 | 66 | 58 | 200 | 200 |
| Income from credit and loan fees | 51 | 45 | 48 | 134 | 134 |
| Income from state-owned life insurance | 27 | 32 | 23 | 84 | 84 |
| Income from generic banking fees | 25 | 25 | 27 | 74 | 74 |
| Losses (gains) from loan securitizations and sales | (53) | 33 | 14 | (11) | (11) |
| Income from securities gains (losses) | 4 | 2 | (7) | (41) | (41) |
| Income from sale of McDonald Investments branch network | | | | 171 | 171 |
| Income | 98 | 195 | 121 | 419 | 419 |
| Noninterest income | 438 | 649 | 543 | 1,741 | 1,741 |
| Interest expense | | | | | |
| Interest expense | 383 | 411 | 418 | 1,222 | 1,222 |

Edgar Filing: KEYCORP /NEW/ - Form 425

| | | | | |
|---|---------------|---------------|---------------|---------------|
| Occupancy | 60 | 59 | 62 | 182 |
| Order processing | 49 | 49 | 52 | 149 |
| Shipping lease expense | 58 | 55 | 48 | 165 |
| Professional fees | 27 | 26 | 28 | 79 |
| Depreciation | 22 | 24 | 26 | 71 |
| Advertising expense | 21 | 20 | 32 | 60 |
| Other operating expense | 133 | 171 | 124 | 424 |
| Noninterest expense | 753 | 815 | 790 | 2,352 |
| Income from continuing operations before income taxes and cumulative effect of accounting change | 310 | 467 | 423 | 1,282 |
| Income taxes | 86 | 130 | 118 | 363 |
| Income from continuing operations before cumulative effect of accounting change | 224 | 337 | 305 | 919 |
| Income from discontinued operations, net of taxes | (14) | (3) | 7 | (25) |
| Income before cumulative effect of accounting change | 210 | 334 | 312 | 894 |
| Net cumulative effect of change in accounting for forfeited stock-based awards, net of taxes | | | | |
| Income | \$ 210 | \$ 334 | \$ 312 | \$ 894 |
| Income per common share: | | | | |
| Income from continuing operations before cumulative effect of accounting change | \$.58 | \$.86 | \$.76 | \$ 2.34 |
| Income before cumulative effect of accounting change | .54 | .85 | .77 | 2.28 |
| Income | .54 | .85 | .77 | 2.28 |
| Income per common share assuming dilution: | | | | |
| Income from continuing operations before cumulative effect of accounting change | \$.57 | \$.85 | \$.74 | \$ 2.31 |
| Income before cumulative effect of accounting change | .54 | .84 | .76 | 2.25 |
| Income | .54 | .84 | .76 | 2.25 |
| Dividends declared per common share | \$.365 | \$.365 | \$.345 | \$ 1.095 |
| Weighted-average common shares outstanding (000) | 389,319 | 392,045 | 403,780 | 393,048 |
| Weighted-average common shares and potential common shares outstanding (000) | 393,164 | 396,918 | 409,428 | 397,816 |

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007
Page 14

Consolidated Average Balance Sheets, Net Interest Income and Yields /Rates
From Continuing Operations

| | Third Quarter 2007 | | | Second Quarter 2007 | | | Third Quarter 2007 |
|---|--------------------|----------|--------------|---------------------|----------|--------------|--------------------------|
| | Average Balance | Interest | Yield / Rate | Average Balance | Interest | Yield / Rate | Average Balance Interest |
| Financial and agricultural | \$ 22,393 | \$ 410 | 7.25% | \$ 21,856 | \$ 401 | 7.36% | \$ 21,648 |
| Commercial mortgage | 8,855 | 172 | 7.69 | 8,565 | 165 | 7.75 | 8,106 |
| Construction | 8,285 | 167 | 8.01 | 8,243 | 167 | 8.09 | 7,965 |
| Lease financing | 10,172 | 147 | 5.80 | 10,096 | 142 | 5.62 | 9,850 |
| Commercial loans | 49,705 | 896 | 7.16 | 48,760 | 875 | 7.19 | 47,569 |
| Residential | 1,586 | 26 | 6.68 | 1,472 | 24 | 6.57 | 1,415 |
| | 10,883 | 199 | 7.22 | 10,752 | 193 | 7.22 | 11,017 |
| Direct | 1,342 | 36 | 10.66 | 1,370 | 37 | 10.64 | 1,585 |
| Indirect | 4,164 | 70 | 6.79 | 3,961 | 67 | 6.76 | 3,594 |
| Other loans | 17,975 | 331 | 7.33 | 17,555 | 321 | 7.33 | 17,611 |
| | 67,680 | 1,227 | 7.20 | 66,315 | 1,196 | 7.23 | 65,180 |
| For sale | 4,731 | 91 | 7.59 | 4,415 | 82 | 7.50 | 4,578 |
| Securities ^a | 36 | | 6.43 | 39 | | 6.72 | 42 |
| Available for sale ^c | 7,825 | 106 | 5.45 | 7,793 | 106 | 5.45 | 7,216 |
| Investments | 1,688 | 16 | 3.99 | 1,484 | 16 | 4.19 | 1,588 |
| Receivables ^c | 1,563 | 12 | 2.99 | 1,541 | 15 | 3.68 | 1,363 |
| Assets | 83,523 | 1,452 | 6.92 | 81,587 | 1,415 | 6.95 | 79,967 |
| Loan losses | (942) | | | (942) | | | (951) |
| Other assets | 12,581 | | | 12,767 | | | 13,247 |
| | \$ 95,162 | | | \$ 93,412 | | | \$ 92,263 |
| Money market deposit accounts | \$ 24,190 | 209 | 3.41 | \$ 22,953 | 179 | 3.14 | \$ 25,230 |
| Deposits | 1,581 | | .19 | 1,633 | 1 | .19 | 1,700 |
| Time deposit (\$100,000 or more) ^d | 6,274 | 80 | 5.06 | 6,237 | 79 | 5.03 | 5,517 |
| Deposits | 11,512 | 136 | 4.68 | 12,047 | 141 | 4.70 | 11,700 |
| Foreign office ^e | 4,540 | 57 | 5.00 | 3,600 | 47 | 5.20 | 2,820 |
| Non-bearing deposits | 48,097 | 482 | 3.98 | 46,470 | 447 | 3.85 | 46,967 |
| Securities purchased and securities sold under repurchase agreements ^e | 4,470 | 55 | 4.85 | 4,748 | 59 | 5.04 | 2,315 |

Edgar Filing: KEYCORP /NEW/ - Form 425

| | | | | | | | |
|--|-----------|--------|-------|-----------|--------|-------|-----------|
| and other short-term borrowings | 2,539 | 30 | 4.70 | 1,771 | 18 | 4.14 | 2,285 |
| ot d,e | 11,801 | 173 | 5.89 | 12,909 | 185 | 5.83 | 13,763 |
| bearing liabilities | 66,907 | 740 | 4.40 | 65,898 | 709 | 4.33 | 65,330 |
| earing deposits | 14,424 | | | 13,927 | | | 13,073 |
| nse and other liabilities | 6,106 | | | 5,933 | | | 6,063 |
| s | 87,437 | | | 85,758 | | | 84,466 |
| equity | 7,725 | | | 7,654 | | | 7,797 |
| es and shareholders equity | \$ 95,162 | | | \$ 93,412 | | | \$ 92,263 |
| read (TE) | | | 2.52% | | | 2.62% | |
| come (TE) and net interest margin (TE) | | 712 | 3.40% | | 706 | 3.46% | |
| t a | | 18 | | | 20 | | |
| come, GAAP basis | | \$ 694 | | | \$ 686 | | \$ |

(a) Interest income on tax-exempt securities and loans has been adjusted to a taxable-equivalent basis using the statutory federal income tax rate of 35%.

(b) For purposes of these computations, nonaccrual loans are included in average loan balances.

(c) Yield is calculated on the basis of amortized cost.

(d) Rate calculation excludes basis adjustments

related to fair
value hedges.

- (e) Results from continuing operations exclude the dollar amount of liabilities assumed necessary to support interest-earning assets held by the discontinued Champion Mortgage finance business. The interest expense related to these liabilities, which also is excluded from continuing operations, was calculated using a matched funds transfer pricing methodology.

TE = Taxable Equivalent

GAAP = U.S. generally accepted accounting principles

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007
Page 15

**Consolidated Average Balance Sheets, Net Interest Income and Yields/Rates
From Continuing Operations**

| | Nine months ended September 30, 2007 | | | Nine months ended September 30, 2006 | | |
|--|---|----------|--------------------|---|----------|--------------------|
| | Average Balance | Interest | Yield / Rate | Average Balance | Interest | Yield / Rate |
| <i>(dollars in millions)</i> | | | | | | |
| Assets | | | | | | |
| Loans: ^{a,b} | | | | | | |
| Commercial, financial and agricultural | \$ 21,940 | \$ 1,203 | 7.33% | \$ 21,779 | \$ 1,147 | 7.04% |
| Real estate commercial mortgage | 8,617 | 500 | 7.76 | 8,089 | 461 | 7.62 |
| Real estate construction | 8,252 | 500 | 8.10 | 7,618 | 461 | 8.10 |
| Commercial lease financing | 10,121 | 435 | 5.73 | 9,733 | 435 | 5.95 |
| Total commercial loans | 48,930 | 2,638 | 7.20 | 47,219 | 2,504 | 7.09 |
| Real estate residential | 1,501 | 74 | 6.61 | 1,431 | 69 | 6.45 |
| Home equity | 10,781 | 583 | 7.22 | 10,997 | 578 | 7.03 |
| Consumer direct | 1,387 | 109 | 10.47 | 1,666 | 118 | 9.46 |
| Consumer indirect | 3,963 | 201 | 6.78 | 3,489 | 176 | 6.72 |
| Total consumer loans | 17,632 | 967 | 7.33 | 17,583 | 941 | 7.15 |
| Total loans | 66,562 | 3,605 | 7.24 | 64,802 | 3,445 | 7.10 |
| Loans held for sale | 4,365 | 248 | 7.59 | 4,041 | 235 | 7.78 |
| Investment securities ^a | 38 | 1 | 6.79 | 50 | 2 | 7.38 |
| Securities available for sale ^c | 7,723 | 312 | 5.39 | 7,147 | 251 | 4.64 |
| Short-term investments | 1,593 | 50 | 4.24 | 1,670 | 47 | 3.76 |
| Other investments ^c | 1,502 | 40 | 3.43 | 1,365 | 58 | 5.45 |
| Total earning assets | 81,783 | 4,256 | 6.95 | 79,075 | 4,038 | 6.81 |
| Allowance for loan losses | (942) | | | (956) | | |
| Accrued income and other assets | 12,727 | | | 13,128 | | |
| Total assets | \$ 93,568 | | | \$ 91,247 | | |
| Liabilities | | | | | | |
| NOW and money market deposit accounts | \$ 23,525 | 565 | 3.21 | \$ 25,012 | 512 | 2.74 |
| Savings deposits | 1,614 | 2 | .19 | 1,754 | 3 | .24 |
| Certificates of deposit (\$100,000 or more) ^d | 6,221 | 235 | 5.04 | 5,436 | 186 | 4.57 |
| Other time deposits | 11,872 | 415 | 4.68 | 11,481 | 345 | 4.02 |
| Deposits in foreign office ^e | 3,804 | 145 | 5.10 | 2,325 | 90 | 5.18 |
| Total interest-bearing deposits | 47,036 | 1,362 | 3.87 | 46,008 | 1,136 | 3.30 |

Edgar Filing: KEYCORP /NEW/ - Form 425

| | | | | | | |
|--|------------------|--------------|-------------|------------------|--------------|-------------|
| Federal funds purchased and securities sold under repurchase agreements ^e | 4,376 | 163 | 4.97 | 2,012 | 70 | 4.65 |
| Bank notes and other short-term borrowings | 1,813 | 59 | 4.37 | 2,443 | 75 | 4.11 |
| Long-term debt ^{d,e} | 12,769 | 554 | 5.87 | 13,946 | 583 | 5.57 |
| Total interest-bearing liabilities | 65,994 | 2,138 | 4.34 | 64,409 | 1,864 | 3.87 |
| Noninterest-bearing deposits | 13,867 | | | 12,928 | | |
| Accrued expense and other liabilities | 6,041 | | | 6,230 | | |
| Total liabilities | 85,902 | | | 83,567 | | |
| Shareholders equity | 7,666 | | | 7,680 | | |
| Total liabilities and shareholders equity | \$ 93,568 | | | \$ 91,247 | | |
| Interest rate spread (TE) | | | 2.61% | | | 2.94% |
| Net interest income (TE) and net interest margin (TE) | | 2,118 | 3.46% | | 2,174 | 3.67% |
| TE adjustment ^a | | 59 | | | 71 | |
| Net interest income, GAAP basis | | \$ 2,059 | | | \$ 2,103 | |

(a) Interest income on tax-exempt securities and loans has been adjusted to a taxable-equivalent basis using the statutory federal income tax rate of 35%.

(b) For purposes of these computations, nonaccrual loans are included in average loan balances.

(c) Yield is calculated on the basis of amortized cost.

(d) Rate calculation excludes basis

adjustments
related to fair
value hedges.

- (e) Results from continuing operations exclude the dollar amount of liabilities assumed necessary to support interest-earning assets held by the discontinued Champion Mortgage finance business. The interest expense related to these liabilities, which also is excluded from continuing operations, was calculated using a matched funds transfer pricing methodology.

TE = Taxable Equivalent

GAAP = U.S. generally accepted accounting principles

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007
Page 16

Noninterest Income

| <i>(in millions)</i> | Three months ended | | | Nine months ended | |
|---|---------------------------|----------------|----------------|--------------------------|----------------|
| | 9-30-07 | 6-30-07 | 9-30-06 | 9-30-07 | 9-30-06 |
| Trust and investment services income ^a | \$ 119 | \$ 115 | \$ 137 | \$ 359 | \$ 411 |
| Service charges on deposit accounts | 88 | 84 | 78 | 247 | 227 |
| Investment banking and capital markets income ^a | 9 | 52 | 44 | 105 | 161 |
| Operating lease income | 70 | 66 | 58 | 200 | 166 |
| Letter of credit and loan fees | 51 | 45 | 48 | 134 | 133 |
| Corporate-owned life insurance income | 27 | 32 | 23 | 84 | 74 |
| Electronic banking fees | 25 | 25 | 27 | 74 | 78 |
| Net gains (losses) from loan securitizations and sales | (53) | 33 | 14 | (11) | 34 |
| Net securities gains (losses) | 4 | 2 | (7) | (41) | (2) |
| Gain on sale of McDonald Investments branch network | | | | 171 | |
| Other income: | | | | | |
| Insurance income | 16 | 15 | 18 | 45 | 49 |
| Loan securitization servicing fees | 5 | 6 | 5 | 16 | 15 |
| Credit card fees | 4 | 3 | 8 | 10 | 14 |
| Net gains from principal investing | 9 | 90 | 28 | 128 | 48 |
| Gains related to Mastercard Incorporated shares | 27 | 40 | | 67 | 9 |
| Litigation settlement - automobile residual value insurance | | | | 26 | |
| Miscellaneous income | 37 | 41 | 62 | 127 | 152 |
| Total other income | 98 | 195 | 121 | 419 | 287 |
| Total noninterest income | \$ 438 | \$ 649 | \$ 543 | \$ 1,741 | \$ 1,569 |

(a) Additional detail provided in tables below.

Trust and Investment Services Income

| <i>(in millions)</i> | Three months ended | | | Nine months ended | |
|---|---------------------------|----------------|----------------|--------------------------|----------------|
| | 9-30-07 | 6-30-07 | 9-30-06 | 9-30-07 | 9-30-06 |
| Brokerage commissions and fee income | \$ 26 | \$ 28 | \$ 56 | \$ 94 | \$ 177 |
| Personal asset management and custody fees | 41 | 41 | 39 | 122 | 116 |
| Institutional asset management and custody fees | 52 | 46 | 42 | 143 | 118 |
| Total trust and investment services income | \$ 119 | \$ 115 | \$ 137 | \$ 359 | \$ 411 |

Investment Banking and Capital Markets Income

| <i>(in millions)</i> | Three months ended | | | Nine months ended | |
|---|---------------------------|----------------|----------------|--------------------------|----------------|
| | 9-30-07 | 6-30-07 | 9-30-06 | 9-30-07 | 9-30-06 |
| Investment banking income | \$ 22 | \$ 22 | \$ 21 | \$ 65 | \$ 69 |
| Income (loss) from other investments | (22) | 6 | 5 | (11) | 37 |
| Dealer trading and derivatives income (loss) | (2) | 12 | 7 | 18 | 23 |
| Foreign exchange income | 11 | 12 | 11 | 33 | 32 |
| Total investment banking and capital markets income | \$ 9 | \$ 52 | \$ 44 | \$ 105 | \$ 161 |

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007
Page 17

Noninterest Expense

| <i>(dollars in millions)</i> | Three months ended | | | Nine months ended | |
|---|---------------------------|----------------|----------------|--------------------------|----------------|
| | 9-30-07 | 6-30-07 | 9-30-06 | 9-30-07 | 9-30-06 |
| Personnel ^a | \$ 383 | \$ 411 | \$ 418 | \$ 1,222 | \$ 1,245 |
| Net occupancy | 60 | 59 | 62 | 182 | 182 |
| Computer processing | 49 | 49 | 52 | 149 | 157 |
| Operating lease expense | 58 | 55 | 48 | 165 | 134 |
| Professional fees | 27 | 26 | 28 | 79 | 101 |
| Equipment | 22 | 24 | 26 | 71 | 78 |
| Marketing | 21 | 20 | 32 | 60 | 70 |
| Other expense: | | | | | |
| Postage and delivery | 11 | 11 | 13 | 34 | 38 |
| Franchise and business taxes | 8 | 8 | 9 | 25 | 29 |
| Telecommunications | 7 | 7 | 7 | 21 | 21 |
| Provision for losses on lending-related commitments | 5 | 6 | | 3 | |
| Miscellaneous expense | 102 | 139 | 95 | 341 | 285 |
| Total other expense | 133 | 171 | 124 | 424 | 373 |
| Total noninterest expense | \$ 753 | \$ 815 | \$ 790 | \$ 2,352 | \$ 2,340 |
| Average full-time equivalent employees | 18,567 | 18,888 | 20,264 | 19,081 | 19,974 |

(a) Additional detail provided in table below.

Personnel Expense

| <i>(in millions)</i> | Three months ended | | | Nine months ended | |
|--------------------------|---------------------------|----------------|----------------|--------------------------|----------------|
| | 9-30-07 | 6-30-07 | 9-30-06 | 9-30-07 | 9-30-06 |
| Salaries | \$ 240 | \$ 236 | \$ 240 | \$ 721 | \$ 703 |
| Incentive compensation | 55 | 82 | 93 | 212 | 268 |
| Employee benefits | 67 | 73 | 67 | 222 | 222 |
| Stock-based compensation | 17 | 16 | 15 | 57 | 47 |
| Severance | 4 | 4 | 3 | 10 | 5 |
| Total personnel expense | \$ 383 | \$ 411 | \$ 418 | \$ 1,222 | \$ 1,245 |

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007
Page 18

Loan Composition

| <i>(dollars in millions)</i> | 9-30-07 | 6-30-07 | 9-30-06 | Percent change 9-30-07 | |
|--|----------------|----------------|----------------|-------------------------------|----------------|
| | | | | 6-30-07 | 9-30-06 |
| | | | | vs. | |
| Commercial, financial and agricultural | \$ 23,192 | \$ 21,814 | \$ 21,556 | 6.3% | 7.6% |
| Commercial real estate: | | | | | |
| Commercial mortgage | 9,272 | 8,629 | 8,266 | 7.5 | 12.2 |
| Construction | 8,214 | 8,214 | 8,272 | | (.7) |
| Total commercial real estate loans | 17,486 | 16,843 | 16,538 | 3.8 | 5.7 |
| Commercial lease financing | 10,309 | 10,138 | 9,860 | 1.7 | 4.6 |
| Total commercial loans | 50,987 | 48,795 | 47,954 | 4.5 | 6.3 |
| Real estate residential mortgage | 1,583 | 1,572 | 1,407 | .7 | 12.5 |
| Home equity | 10,904 | 10,879 | 10,988 | .2 | (.8) |
| Consumer direct | 1,308 | 1,366 | 1,576 | (4.2) | (17.0) |
| Consumer indirect: | | | | | |
| Marine | 3,549 | 3,444 | 2,982 | 3.0 | 19.0 |
| Other | 668 | 636 | 644 | 5.0 | 3.7 |
| Total consumer indirect loans | 4,217 | 4,080 | 3,626 | 3.4 | 16.3 |
| Total consumer loans | 18,012 | 17,897 | 17,597 | .6 | 2.4 |
| Total loans | \$ 68,999 | \$ 66,692 | \$ 65,551 | 3.5% | 5.3% |

Loans Held for Sale Composition

| <i>(dollars in millions)</i> | 9-30-07 | 6-30-07 | 9-30-06 | Percent change 9-30-07 | |
|--|----------------|----------------|----------------|-------------------------------|----------------|
| | | | | 6-30-07 | 9-30-06 |
| | | | | vs. | |
| Commercial, financial and agricultural | \$ 67 | \$ 76 | \$ 219 | (11.8)% | (69.4)% |
| Real estate commercial mortgage | 1,560 | 1,613 | 1,062 | (3.3) | 46.9 |
| Real estate construction | 237 | 172 | 198 | 37.8 | 19.7 |
| Commercial lease financing | 5 | 22 | 2 | (77.3) | 150.0 |
| Real estate residential mortgage | 36 | 39 | 21 | (7.7) | 71.4 |
| Home equity ^a | 1 | | 2,485 | N/M | (99.9) |
| Education | 2,877 | 2,616 | 3,147 | 10.0 | (8.6) |
| Automobile | 8 | 8 | 16 | | (50.0) |
| Total loans held for sale | \$ 4,791 | \$ 4,546 | \$ 7,150 | 5.4% | (33.0)% |

- (a) On August 1, 2006, Key transferred \$2.5 billion of home equity loans from the loan portfolio to loans held for sale in connection with the November 29, 2006, sale of the Champion Mortgage loan portfolio.

N/M = Not Meaningful

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007
Page 19

Summary of Loan Loss Experience

| <i>(dollars in millions)</i> | Three months ended | | | Nine months ended | |
|--|---------------------------|----------------|----------------|--------------------------|----------------|
| | 9-30-07 | 6-30-07 | 9-30-06 | 9-30-07 | 9-30-06 |
| Average loans outstanding from continuing operations | \$ 67,680 | \$ 66,315 | \$ 65,180 | \$ 66,562 | \$ 64,802 |
| Allowance for loan losses at beginning of period | \$ 945 | \$ 944 | \$ 956 | \$ 944 | \$ 966 |
| Loans charged off: | | | | | |
| Commercial, financial and agricultural | 33 | 30 | 30 | 80 | 74 |
| Real estate commercial mortgage | 2 | 5 | 3 | 13 | 9 |
| Real estate construction | 7 | 2 | 1 | 10 | 3 |
| Total commercial real estate loans | 9 | 7 | 4 | 23 | 12 |
| Commercial lease financing | 11 | 9 | 13 | 33 | 27 |
| Total commercial loans | 53 | 46 | 47 | 136 | 113 |
| Real estate residential mortgage | 1 | 1 | 2 | 3 | 5 |
| Home equity | 9 | 8 | 6 | 25 | 22 |
| Consumer direct | 8 | 8 | 7 | 23 | 26 |
| Consumer indirect | 11 | 9 | 8 | 31 | 28 |
| Total consumer loans | 29 | 26 | 23 | 82 | 81 |
| | 82 | 72 | 70 | 218 | 194 |
| Recoveries: | | | | | |
| Commercial, financial and agricultural | 11 | 6 | 8 | 24 | 27 |
| Real estate commercial mortgage | | 1 | 2 | 4 | 3 |
| Real estate construction | 1 | | 1 | 1 | 1 |
| Total commercial real estate loans | 1 | 1 | 3 | 5 | 4 |
| Commercial lease financing | 3 | 4 | 9 | 10 | 23 |
| Total commercial loans | 15 | 11 | 20 | 39 | 54 |
| Real estate residential mortgage | | 1 | | 1 | 1 |
| Home equity | 1 | 2 | 2 | 4 | 5 |
| Consumer direct | 3 | 1 | 1 | 6 | 5 |
| Consumer indirect | 4 | 4 | 4 | 12 | 13 |
| Total consumer loans | 8 | 8 | 7 | 23 | 24 |
| | 23 | 19 | 27 | 62 | 78 |

Edgar Filing: KEYCORP /NEW/ - Form 425

| | | | | | |
|--|--------|--------|--------|--------|--------|
| Net loan charge-offs | (59) | (53) | (43) | (156) | (116) |
| Provision for loan losses from continuing operations | 69 | 53 | 35 | 166 | 97 |
| Provision for loan losses from discontinued operations | | | (4) | | (3) |
| Foreign currency translation adjustment | | 1 | | 1 | |
| Allowance for loan losses at end of period | \$ 955 | \$ 945 | \$ 944 | \$ 955 | \$ 944 |
| Net loan charge-offs to average loans from continuing operations | .35% | .32% | .26% | .31% | .24% |
| Allowance for loan losses to period-end loans | 1.38 | 1.42 | 1.44 | 1.38 | 1.44 |
| Allowance for loan losses to nonperforming loans | 191.77 | 342.39 | 423.32 | 191.77 | 423.32 |

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007
Page 20

Changes in Liability for Credit Losses on Lending-Related Commitments

| <i>(in millions)</i> | Three months ended | | | Nine months ended | |
|---|---------------------------|----------------|----------------|--------------------------|----------------|
| | 9-30-07 | 6-30-07 | 9-30-06 | 9-30-07 | 9-30-06 |
| Balance at beginning of period | \$ 50 | \$ 45 | \$ 59 | \$ 53 | \$ 59 |
| Provision for losses on lending-related commitments | 5 | 6 | | 3 | |
| Charge-offs | | (1) | | (1) | |
| Balance at end of period ^a | \$ 55 | \$ 50 | \$ 59 | \$ 55 | \$ 59 |

Summary of Nonperforming Assets and Past Due Loans

| <i>(dollars in millions)</i> | 9-30-07 | 6-30-07 | 3-31-07 | 12-31-06 | 9-30-06 |
|--|-----------------|-----------------|-----------------|-----------------|----------------|
| Commercial, financial and agricultural | \$ 94 | \$ 83 | \$ 70 | \$ 38 | \$ 42 |
| Real estate commercial mortgage | 41 | 41 | 44 | 48 | 36 |
| Real estate construction | 228 | 23 | 10 | 10 | 37 |
| Total commercial real estate loans | 269 | 64 | 54 | 58 | 73 |
| Commercial lease financing | 30 | 34 | 31 | 22 | 20 |
| Total commercial loans | 393 | 181 | 155 | 118 | 133 |
| Real estate residential mortgage | 29 | 27 | 32 | 34 | 34 |
| Home equity | 61 | 55 | 52 | 50 | 46 |
| Consumer direct | 2 | 2 | 2 | 2 | 2 |
| Consumer indirect | 13 | 11 | 13 | 11 | 6 |
| Total consumer loans | 105 | 95 | 99 | 97 | 88 |
| Total nonperforming loans | 498 | 276 | 254 | 215 | 223 |
| Nonperforming loans held for sale ^b | 6 | 4 | 3 | 3 | 56 |
| OREO | 21 | 27 | 42 | 57 | 52 |
| Allowance for OREO losses | (1) | (2) | (2) | (3) | (3) |
| OREO, net of allowance | 20 | 25 | 40 | 54 | 49 |
| Other nonperforming assets | 46 ^c | 73 ^c | 56 ^c | 1 | 1 |
| Total nonperforming assets | \$ 570 | \$ 378 | \$ 353 | \$ 273 | \$ 329 |

| | | | | | |
|---|--------|--------|--------|--------|--------|
| accruing loans past due 90 days or more | \$ 190 | \$ 181 | \$ 146 | \$ 120 | \$ 123 |
| accruing loans past due 30 through 89 days | 717 | 623 | 626 | 644 | 715 |
| nonperforming loans to period-end portfolio loans | .72% | .41% | .39% | .33% | .34% |
| nonperforming assets to period-end portfolio loans plus OREO and other nonperforming assets | .83 | .57 | .54 | .41 | .50 |

Summary of Changes in Nonperforming Loans

| <i>(in millions)</i> | 3Q07 | 2Q07 | 1Q07 | 4Q06 | 3Q06 |
|--|--------|--------|--------|--------|--------|
| Balance at beginning of period | \$ 276 | \$ 254 | \$ 215 | \$ 223 | \$ 279 |
| Loans placed on nonaccrual status | 337 | 130 | 129 | 115 | 134 |
| Charge-offs | (81) | (72) | (61) | (74) | (70) |
| Loans sold | (6) | (7) | | (5) | (22) |
| Payments | (13) | (21) | (7) | (23) | (43) |
| Transfer to held-for-sale portfolio ^b | | | | | (55) |
| Transfers to OREO | (12) | | (9) | (12) | |
| Loans returned to accrual status | (3) | (8) | (13) | (9) | |
| Balance at end of period | \$ 498 | \$ 276 | \$ 254 | \$ 215 | \$ 223 |

- (a) Included in accrued expense and other liabilities on the consolidated balance sheet.
- (b) On August 1, 2006, Key transferred approximately \$55 million of home equity loans from nonperforming loans to nonperforming loans held for sale in connection with the anticipated November 29, 2006, sale of the Champion Mortgage finance business.
- (c) Primarily investments held by the Private Equity unit within Key's Real Estate Capital line of business.
-

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007
Page 21

Line of Business Results

Community Banking

| <i>(dollars in millions)</i> | 3Q07 | 2Q07 | 1Q07 | 4Q06 | 3Q06 | Percent change 3Q07 vs. | |
|--|--------|--------|--------|--------|--------|----------------------------|--------|
| | | | | | | 2Q07 | 3Q06 |
| Summary of operations | | | | | | | |
| Total revenue (TE) | \$ 626 | \$ 629 | \$ 805 | \$ 678 | \$ 687 | (.5)% | (8.9)% |
| Provision for loan losses | 1 | 21 | 14 | 23 | 22 | (95.2) | (95.5) |
| Noninterest expense | 417 | 450 | 470 | 493 | 486 | (7.3) | (14.2) |
| Net income | 131 | 99 | 200 | 101 | 112 | 32.3 | 17.0 |
| Average loans and leases | 26,947 | 26,576 | 26,456 | 26,697 | 26,794 | 1.4 | .6 |
| Average deposits | 46,727 | 46,124 | 46,521 | 47,348 | 46,939 | 1.3 | (.5) |
| Net loan charge-offs | 20 | 26 | 19 | 24 | 21 | (23.1) | (4.8) |
| Return on average allocated equity | 20.77% | 16.13% | 32.96 | 16.05% | 17.73% | N/A | N/A |
| Average full-time equivalent employees | 8,632 | 9,028 | 9,478 | 9,683 | 9,836 | (4.4) | (12.2) |

Supplementary information (lines of business)

Regional Banking

| | | | | | | | |
|--|--------|--------|--------|--------|--------|--------|--------|
| Total revenue (TE) | \$ 532 | \$ 535 | \$ 713 | \$ 579 | \$ 587 | (.6)% | (9.4)% |
| Provision for loan losses | 12 | 19 | 18 | 19 | 19 | (36.8) | (36.8) |
| Noninterest expense | 371 | 401 | 422 | 444 | 436 | (7.5) | (14.9) |
| Net income | 94 | 72 | 171 | 72 | 83 | 30.6 | 13.3 |
| Average loans and leases | 18,661 | 18,459 | 18,483 | 18,677 | 18,822 | 1.1 | (.9) |
| Average deposits | 43,229 | 42,712 | 43,039 | 43,749 | 43,495 | 1.2 | (.6) |
| Net loan charge-offs | 18 | 19 | 18 | 19 | 19 | (5.3) | (5.3) |
| Return on average allocated equity | 21.38% | 16.72% | 39.83% | 16.10% | 18.52% | N/A | N/A |
| Average full-time equivalent employees | 8,322 | 8,709 | 9,155 | 9,362 | 9,516 | (4.4) | (12.5) |

Commercial Banking

| | | | | | | | |
|--|--------|--------|--------|--------|--------|--------|--------|
| Total revenue (TE) | \$ 94 | \$ 94 | \$ 92 | \$ 99 | \$ 100 | | (6.0)% |
| Provision for loan losses | (11) | 2 | (4) | 4 | 3 | N/M | N/M |
| Noninterest expense | 46 | 49 | 48 | 49 | 50 | (6.1)% | (8.0) |
| Net income | 37 | 27 | 29 | 29 | 29 | 37.0 | 27.6 |
| Average loans and leases | 8,286 | 8,117 | 7,973 | 8,020 | 7,972 | 2.1 | 3.9 |
| Average deposits | 3,498 | 3,412 | 3,482 | 3,599 | 3,444 | 2.5 | 1.6 |
| Net loan charge-offs | 2 | 7 | 1 | 5 | 2 | (71.4) | |
| Return on average allocated equity | 19.37% | 14.73% | 16.33% | 15.91% | 15.80% | N/A | N/A |
| Average full-time equivalent employees | 310 | 319 | 323 | 321 | 320 | (2.8) | (3.1) |

KeyCorp Reports Third Quarter 2007 Earnings
October 16, 2007
Page 22

Line of Business Results (continued)

National Banking

| <i>(dollars in millions)</i> | 3Q07 | 2Q07 | 1Q07 | 4Q06 | 3Q06 | Percent change 3Q07 vs. | |
|---|--------|--------|--------|--------|--------|----------------------------|---------|
| | | | | | | 2Q07 | 3Q06 |
| Summary of operations | | | | | | | |
| Total revenue (TE) | \$ 511 | \$ 617 | \$ 599 | \$ 669 | \$ 586 | (17.2)% | (12.8)% |
| Provision for loan losses | 68 | 32 | 30 | 30 | 13 | 112.5 | 423.1 |
| Noninterest expense | 328 | 327 | 314 | 328 | 304 | .3 | 7.9 |
| Income from continuing operations | 72 | 162 | 159 | 195 | 169 | (55.6) | (57.4) |
| Net income | 58 | 159 | 151 | 30 | 176 | (63.5) | (67.0) |
| Average loans and leases ^a | 40,277 | 39,323 | 38,839 | 38,469 | 37,871 | 2.4 | 6.4 |
| Average loans held for sale ^a | 4,692 | 4,377 | 3,917 | 4,521 | 4,553 | 7.2 | 3.1 |
| Average deposits ^a | 12,633 | 12,085 | 11,294 | 11,876 | 11,106 | 4.5 | 13.7 |
| Net loan charge-offs ^a | 39 | 27 | 25 | 30 | 22 | 44.4 | 77.3 |
| Return on average allocated equity ^a | 6.90% | 15.76% | 16.06% | 19.45% | 17.27% | N/A | N/A |
| Return on average allocated equity | 5.56 | 15.46 | 15.25 | 2.82 | 16.92 | N/A | N/A |
| Average full-time equivalent employees | 3,841 | 3,820 | 4,207 | 4,293 | 4,305 | .5 | (10.8) |

Supplementary information (lines of business)

Real Estate Capital

| | | | | | | | |
|--|---------|--------|--------|--------|--------|---------|---------|
| Total revenue (TE) | \$ 104 | \$ 187 | \$ 167 | \$ 189 | \$ 170 | (44.4)% | (38.8)% |
| Provision for loan losses | 43 | 8 | 1 | 18 | 7 | 437.5 | 514.3 |
| Noninterest expense | 77 | 79 | 71 | 69 | 70 | (2.5) | 10.0 |
| Net income (loss) | (10) | 64 | 59 | 63 | 58 | N/M | N/M |
| Average loans and leases | 13,187 | 12,827 | 12,755 | 12,931 | 12,854 | 2.8 | 2.6 |
| Average loans held for sale | 1,584 | 1,241 | 1,145 | 1,125 | 1,022 | 27.6 | 55.0 |
| Average deposits | 5,559 | 4,864 | 4,293 | 4,091 | 3,593 | 14.3 | 54.7 |
| Net loan charge-offs | 7 | 3 | 1 | 8 | | 133.3 | N/M |
| Return on average allocated equity | (2.96)% | 19.58% | 19.30% | 20.42% | 19.06% | N/A | N/A |
| Average full-time equivalent employees | 1,007 | 991 | 971 | 957 | 970 | 1.6 | 3.8 |

Equipment Finance

| | | | | | | | |
|--|--------|--------|--------|--------|--------|--------|--------|
| Total revenue (TE) | \$ 139 | \$ 153 | \$ 135 | \$ 146 | \$ 137 | (9.2)% | 1.5% |
| Provision for loan losses | 16 | 16 | 13 | 7 | 11 | | 45.5 |
| Noninterest expense | 94 | 92 | 85 | 77 | 81 | 2.2 | 16.0 |
| Net income | 18 | 28 | 23 | 39 | 28 | (35.7) | (35.7) |
| Average loans and leases | 10,681 | 10,609 | 10,479 | 10,222 | 10,100 | .7 | 5.8 |
| Average loans held for sale | 6 | 10 | 4 | 33 | 6 | (40.0) | |
| Average deposits | 16 | 16 | 13 | 15 | 19 | | (15.8) |
| Net loan charge-offs | 16 | 16 | 13 | 14 | 11 | | 45.5 |
| Return on average allocated equity | 7.92% | 12.69% | 10.66% | 18.01% | 13.02% | N/A | N/A |
| Average full-time equivalent employees | 985 | 971 | 952 | 938 | 927 | 1.4 | 6.3 |

Institutional and Capital Markets

| | | | | | | | |
|--|--------|--------|--------|--------|--------|--------|--------|
| Total revenue (TE) | \$ 183 | \$ 190 | \$ 183 | \$ 222 | \$ 190 | (3.7)% | (3.7)% |
| Provision for loan losses | (3) | | 1 | (4) | 3 | N/M | N/M |
| Noninterest expense | 118 | 115 | 117 | 136 | 110 | 2.6 | 7.3 |
| Net income | 42 | 46 | 42 | 58 | 48 | (8.7) | (12.5) |
| Average loans and leases | 7,693 | 7,454 | 7,435 | 7,521 | 7,390 | 3.2 | 4.1 |
| Average loans held for sale | 373 | 468 | 140 | 387 | 454 | (20.3) | (17.8) |
| Average deposits | 6,633 | 6,815 | 6,600 | 7,372 | 7,042 | (2.7) | (5.8) |
| Net loan charge-offs (recoveries) | 5 | | 1 | (2) | 5 | N/M | |
| Return on average allocated equity | 14.34% | 15.41% | 14.31% | 18.99% | 16.46% | N/A | N/A |
| Average full-time equivalent employees | 1,320 | 1,302 | 1,350 | 1,375 | 1,385 | 1.4 | (4.7) |

Consumer Finance

| | | | | | | | |
|---|--------|--------|--------|---------|--------|--------|--------|
| Total revenue (TE) | \$ 85 | \$ 87 | \$ 114 | \$ 112 | \$ 89 | (2.3)% | (4.5)% |
| Provision for loan losses | 12 | 8 | 15 | 9 | (8) | 50.0 | N/M |
| Noninterest expense | 39 | 41 | 41 | 46 | 43 | (4.9) | (9.3) |
| Income from continuing operations | 22 | 24 | 35 | 35 | 35 | (8.3) | (37.1) |
| Net income (loss) | 8 | 21 | 27 | (130) | 42 | (61.9) | (81.0) |
| Average loans and leases ^a | 8,716 | 8,433 | 8,170 | 7,795 | 7,527 | 3.4 | 15.8 |
| Average loans held for sale ^a | 2,729 | 2,658 | 2,628 | 2,976 | 3,071 | 2.7 | (11.1) |
| Average deposits ^a | 425 | 390 | 388 | 398 | 452 | 9.0 | (6.0) |
| Net loan charge-offs ^a | 11 | 8 | 10 | 10 | 6 | 37.5 | 83.3 |
| Return on average allocated equity ^a | 11.81% | 13.17% | 19.96% | 20.30% | 20.85% | N/A | N/A |
| Return on average allocated equity | 4.29 | 11.52 | 15.40 | (55.82) | 18.29 | N/A | N/A |
| Average full-time equivalent employees | 529 | 556 | 934 | 1,023 | 1,023 | (4.9) | (48.3) |

(a) From continuing operations.

TE = Taxable Equivalent

N/A = Not Applicable

N/M = Not Meaningful

ADDITIONAL INFORMATION ABOUT THE PROPOSED KEYCORP/U.S.B. HOLDING CO., INC. MERGER

In connection with the proposed merger (the Merger) of KeyCorp and U.S.B. Holding Co., Inc. (USB), pursuant to the Amended and Restated Agreement and Plan of Merger, dated October 22, 2007, by and among KeyCorp, an Ohio corporation (Key), KYCA LLC, a Delaware limited company (the Merger Sub) and a direct wholly-owned subsidiary of Key, and USB, USB will merge with and into the Merger Sub, with the Merger Sub as the surviving entity of such merger. Subsequently, the Merger Sub will be merged into Key.

Key has filed a registration statement on Form S-4, as amended, with the Securities and Exchange Commission (SEC) under the Securities Act of 1933, as amended, that registers its common shares in the Merger and includes a Proxy Statement for USB shareholders. The registration statement, including its exhibits, contains additional relevant information about Key and USB and the proposed Merger. USB is mailing the Proxy Statement/Prospectus to its stockholders on or about October 26, 2007. Stockholders are urged to read the Registration Statement and the Proxy Statement/Prospectus regarding the Merger, as well as any other relevant documents filed with the SEC or incorporated by reference in the Proxy Statement/Prospectus, if and when they become available.

Key and USB file annual, quarterly and current reports, proxy statements and other information with the SEC. You may read and copy any nonconfidential information filed with the SEC at the Public Reference Room of the SEC at 100 F Street, N.E., Room 1024, Washington, D.C. 20549. You may obtain information on the operation of the SEC's Public Reference Room by calling the SEC at 1-800-SEC-0330.

The SEC also maintains a website that contains reports, proxy statements and other information about issuers, like Key, that file electronically with the SEC. The address of the website is <http://www.sec.gov>. The reports and other information filed by USB and Key with the SEC, are also available at Key's and USB's websites. The address of Key's website is <http://www.key.com>. The address of USB's website is <http://www.unionstate.com>.