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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d)
OF THE SECURITIES EXCHANGE ACT OF 1934

For the Quarterly Period Ended September 30, 2018

Commission File Number 001-11302

Exact name of registrant as specified in its charter:

Ohio	**34-6542451**
State or other jurisdiction of incorporation or organization:	**I.R.S. Employer Identification Number:**

127 Public Square, Cleveland, Ohio	**44114-1306**
Address of principal executive offices:	**Zip Code:**

(216) 689-3000
Registrant's telephone number, including area code:

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer Accelerated filer Non-accelerated filer
Smaller reporting company Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Common Shares with a par value of $1 each	**1,034,530,422 shares**
Title of class	**Outstanding at October 30, 2018**

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PART I. FINANCIAL INFORMATION

Item 2. Management's Discussion & Analysis of Financial Condition & Results of Operations

Introduction

This section reviews the financial condition and results of operations of KeyCorp and its subsidiaries for the quarterly and year-to-date periods ended September 30, 2018, and September 30, 2017. Some tables may include additional periods to comply with disclosure requirements or to illustrate trends in greater depth. When you read this discussion, you should also refer to the consolidated financial statements and related notes in this report. The page locations of specific sections and notes that we refer to are presented in the Table of Contents.

References to our "2017 Form 10-K" refer to our Form 10-K for the year ended December 31, 2017, which has been filed with the SEC and is available on its website (www.sec.gov) and on our website (www.key.com/ir).

Terminology

Throughout this discussion, references to "Key," "we," "our," "us," and similar terms refer to the consolidated entity consisting of KeyCorp and its subsidiaries. "KeyCorp" refers solely to the parent holding company, and "KeyBank" refers to KeyCorp's subsidiary bank, KeyBank National Association.

We want to explain some industry-specific terms at the outset so you can better understand the discussion that follows.

- We use the phrase ***continuing operations*** in this document to mean all of our businesses other than the education lending business and Austin. The education lending business and Austin have been accounted for as ***discontinued operations*** since 2009.
- Our ***exit loan portfolios*** are separate from our ***discontinued operations***. These portfolios, which are in a run-off mode, stem from product lines we decided to cease because they no longer fit with our corporate strategy. These exit loan portfolios are included in ***Other Segments.***
- We engage in ***capital markets activities*** primarily through business conducted by our Key Corporate Bank segment. These activities encompass a variety of products and services. Among other things, we trade securities as a dealer, enter into derivative contracts (both to accommodate clients' financing needs and to mitigate certain risks), and conduct transactions in foreign currencies (both to accommodate clients' needs and to benefit from fluctuations in exchange rates).
- For regulatory purposes, capital is divided into two classes. Federal regulations currently prescribe that at least one-half of a bank or BHC's ***total risk-based capital*** must qualify as ***Tier 1 capital***. Both total and Tier 1 capital serve as bases for several measures of capital adequacy, which is an important indicator of financial stability and condition. Banking regulators evaluate a component of Tier 1 capital, known as ***Common Equity Tier 1***, under the ***Regulatory Capital Rules***. The "Capital" section of this report under the heading "Capital adequacy" provides more information on total capital, Tier 1 capital, and the Regulatory Capital Rules, including Common Equity Tier 1, and describes how these measures are calculated.

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The acronyms and abbreviations identified below are used in the Management's Discussion & Analysis of Financial Condition & Results of Operations as well as in the Notes to Consolidated Financial Statements (Unaudited). You may find it helpful to refer back to this page as you read this report.

ALCO: Asset/Liability Management Committee.
ALLL: Allowance for loan and lease losses.
A/LM: Asset/liability management.
AOCI: Accumulated other comprehensive income (loss).
APBO: Accumulated postretirement benefit obligation.
ASC: Accounting Standards Codification.
Austin: Austin Capital Management, Ltd.
BHCs: Bank holding companies.
Board: KeyCorp Board of Directors.
Cain Brothers: Cain Brothers & Company, LLC.
CCAR: Comprehensive Capital Analysis and Review.
CMBS: Commercial mortgage-backed securities.
CME: Chicago Mercantile Exchange.
CMO: Collateralized mortgage obligation.
Common Shares: KeyCorp common shares, $1 par value.
DIF: Deposit Insurance Fund of the FDIC.
Dodd-Frank Act: Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010.
EBITDA: Earnings before interest, taxes, depreciation, and
amortization.
EPS: Earnings per share.
ERISA: Employee Retirement Income Security Act of 1974.
ERM: Enterprise risk management.
EVE: Economic value of equity.
FASB: Financial Accounting Standards Board.
FDIC: Federal Deposit Insurance Corporation.
Federal Reserve: Board of Governors of the Federal Reserve System.
FHLB: Federal Home Loan Bank of Cincinnati.
FHLMC: Federal Home Loan Mortgage Corporation.
FICO: Fair Isaac Corporation.
First Niagara: First Niagara Financial Group, Inc.
FNMA: Federal National Mortgage Association, or Fannie
Mae.
FSOC: Financial Stability Oversight Council.
GAAP: U.S. generally accepted accounting principles.
GNMA: Government National Mortgage Association, or Ginnie Mae.
HelloWallet: HelloWallet, LLC.
HTC: Historic tax credit.
KBCM: KeyBanc Capital Markets, Inc.
KCC: Key Capital Corporation.
KCDC: Key Community Development Corporation.
KEF: Key Equipment Finance.
KEF: Key Equipment Finance.
KIBS: Key Insurance & Benefits Services, Inc.
KMS: Key Merchant Services, LLC.
KPP: Key Principal Partners.
KREEC: Key Real Estate Equity Capital, Inc.
LCR: Liquidity coverage ratio.
LIBOR: London Interbank Offered Rate.
LIHTC: Low-income housing tax credit.
LTV: Loan-to-value.
Moody's: Moody's Investor Services, Inc.
MRC: Market Risk Committee.
MRM: Market Risk Management group.
N/A: Not applicable.
NASDAQ: The NASDAQ Stock Market LLC.
NAV: Net asset value.
N/M: Not meaningful.
NMTC: New market tax credit.
NOW: Negotiable Order of Withdrawal.
NPR: Notice of proposed rulemaking.
NYSE: New York Stock Exchange.
OCC: Office of the Comptroller of the Currency.
OCI: Other comprehensive income (loss).
OREO: Other real estate owned.
OTTI: Other-than-temporary impairment.
PBO: Projected benefit obligation.
PCI: Purchased credit impaired.
S&P: Standard and Poor's Ratings Services,
a Division of The McGraw-Hill Companies, Inc.
SEC: U.S. Securities and Exchange Commission.
TCJ Act: Tax Cuts and Jobs Act.
TDR: Troubled debt restructuring.
TE: Taxable-equivalent.
U.S. Treasury: United States Department of the Treasury.
VaR: Value at risk.
VEBA: Voluntary Employee Beneficiary Association.

ISDA: International Swaps and Derivatives Association. VIE: Variable interest entity.
KAHC: Key Affordable Housing Corporation.

Forward-looking statements

From time to time, we have made or will make forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements do not relate strictly to historical or current facts. Forward-looking statements usually can be identified by the use of words such as “goal,” “objective,” “plan,” “expect,” “assume,” “anticipate,” “intend,” “project,” “believe,” “estimate,” or other words of similar meaning. Forward-looking statements provide our current expectations or forecasts of future events, circumstances, results or aspirations. Our disclosures in this report contain forward-looking statements. We may also make forward-looking

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statements in other documents filed with or furnished to the SEC. In addition, we may make forward-looking statements orally to analysts, investors, representatives of the media, and others.

Forward-looking statements, by their nature, are subject to assumptions, risks, and uncertainties, many of which are outside of our control. Our actual results may differ materially from those set forth in our forward-looking statements. There is no assurance that any list of risks and uncertainties or risk factors is complete. Factors that could cause our actual results to differ from those described in forward-looking statements include, but are not limited to:

- deterioration of commercial real estate market fundamentals;
- defaults by our loan counterparties or clients;
- adverse changes in credit quality trends;
- declining asset prices;
- our concentrated credit exposure in commercial and industrial loans;
- the extensive regulation of the U.S. financial services industry;
- changes in accounting policies, standards, and interpretations;
- operational or risk management failures by us or critical third parties;
- breaches of security or failures of our technology systems due to technological or other factors and cybersecurity threats;
- negative outcomes from claims or litigation;
- failure or circumvention of our controls and procedures;
- the occurrence of natural or man-made disasters, conflicts, or terrorist attacks, or other adverse external events;
- evolving capital and liquidity standards under applicable regulatory rules;
- disruption of the U.S. financial system;
- our ability to receive dividends from our subsidiary, KeyBank;
- unanticipated changes in our liquidity position, including but not limited to, changes in our access to or the cost of funding and our ability to secure alternative funding sources;
- downgrades in our credit ratings or those of KeyBank;
- a reversal of the U.S. economic recovery due to financial, political or other shocks;
- our ability to anticipate interest rate changes and manage interest rate risk;
- deterioration of economic conditions in the geographic regions where we operate;
- the soundness of other financial institutions;
- tax reform and other changes in tax laws, including the impact of the TCJ Act;
- our ability to attract and retain talented executives and employees and to manage our reputational risks;
- our ability to timely and effectively implement our strategic initiatives;
- increased competitive pressure from banks and non-banks;
- our ability to adapt our products and services to industry standards and consumer preferences;
- unanticipated adverse effects of strategic partnerships or acquisitions and dispositions of assets or businesses;
- our ability to realize the anticipated benefits of the First Niagara merger; and
- our ability to develop and effectively use the quantitative models we rely upon in our business planning.

Any forward-looking statements made by us or on our behalf speak only as of the date they are made, and we do not undertake any obligation to update any forward-looking statement to reflect the impact of subsequent events or circumstances. Before making an investment decision, you should carefully consider all risks and uncertainties disclosed in our 2017 Form 10-K and any subsequent reports filed with the SEC by Key as well as our registration statements under the Securities Act of 1933, as amended, all of which are or will upon filing be accessible on the SEC's website at www.sec.gov and on our website at

www.key.com/ir.

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Selected financial data

Our financial performance for each of the last five quarters is summarized in Figure 1.

Figure 1. Selected Financial Data

	2018			2017		Nine months ended September 30,	
dollars in millions, except per share amounts	**Third**	**Second**	**First**	**Fourth**	**Third**	**2018**	**2017**
FOR THE PERIOD							
Interest income	**$ 1,239**	$ 1,205	$ 1,137	$ 1,114	$ 1,109	**$ 3,581**	$ 3,276
Interest expense	**253**	226	193	176	161	**672**	437
Net interest income	**986**	979	944	938	948	**2,909**	2,839
Provision for credit losses	**62**	64	61	49	51	**187**	180
Noninterest income	**609**	660	601	656	592	**1,870**	1,822
Noninterest expense	**964**	993	1,006	1,098	992	**2,963**	3,000
Income (loss) from continuing operations before income taxes	**569**	582	478	447	497	**1,629**	1,481
Income (loss) from continuing operations attributable to Key	**482**	479	416	195	363	**1,377**	1,094
Income (loss) from discontinued operations, net of taxes	**—**	3	2	1	1	**5**	6
Net income (loss) attributable to Key	**482**	482	418	196	364	**1,382**	1,100
Income (loss) from continuing operations attributable to Key common shareholders	**468**	464	402	181	349	**1,334**	1,038
Income (loss) from discontinued operations, net of taxes	**—**	3	2	1	1	**5**	6
Net income (loss) attributable to Key common shareholders	**468**	467	404	182	350	**1,339**	1,044
PER COMMON SHARE							
Income (loss) from continuing operations attributable to Key common shareholders	**$ .45**	$ .44	$ .38	$ .17	$ .32	**$ 1.28**	$ .96
Income (loss) from discontinued operations, net of taxes	**—**	—	—	—	—	**.01**	.01
Net income (loss) attributable to Key common shareholders [(a)]	**.45**	.44	.38	.17	.32	**1.27**	.97
Income (loss) from continuing operations attributable to Key common shareholders — assuming dilution	**.45**	.44	.38	.17	.32	**1.26**	.95
Income (loss) from discontinued operations, net of taxes — assuming dilution	**—**	—	—	—	—	**.01**	.01
Net income (loss) attributable to Key common shareholders — assuming dilution [(a)]	**.45**	.44	.38	.17	.32	**1.26**	.96
Cash dividends paid	**.17**	.12	.105	.105	.095	**.395**	.275
Book value at period end	**13.33**	13.29	13.07	13.09	13.18	**13.33**	13.18
Tangible book value at period end	**10.59**	10.59	10.35	10.35	10.52	**10.59**	10.52
Market price:							
High	**21.91**	21.05	22.40	20.58	19.48	**22.40**	19.37
Low	**19.38**	18.72	19.00	17.40	16.28	**18.72**	16.47
Close	**19.89**	19.54	19.55	20.17	18.82	**19.89**	18.82
Weighted-average common shares outstanding (000)	**1,036,479**	1,052,652	1,056,037	1,062,348	1,073,390	**1,048,397**	1,075,296
Weighted-average common shares and potential common shares outstanding (000) [(b)]	**1,049,976**	1,065,793	1,071,786	1,079,330	1,088,841	**1,062,816**	1,091,655
AT PERIOD END							
Loans	**$ 89,268**	$ 88,222	$ 88,089	$ 86,405	$ 86,492	**$ 89,268**	$ 86,492
Earning assets	**125,007**	123,472	122,961	123,490	122,625	**125,007**	122,625
Total assets	**138,805**	137,792	137,049	137,698	136,733	**138,805**	136,733
Deposits	**105,780**	104,548	104,751	105,235	103,446	**105,780**	103,446
Long-term debt	**13,849**	13,853	13,749	14,333	15,100	**13,849**	15,100
Key common shareholders' equity	**13,758**	14,075	13,919	13,998	14,224	**13,758**	14,224
Key shareholders' equity	**15,208**	15,100	14,944	15,023	15,249	**15,208**	15,249
PERFORMANCE RATIOS — FROM CONTINUING OPERATIONS							
Return on average total assets	**1.40 %**	1.41 %	1.25 %	.57 %	1.07 %	**1.35 %**	1.10 %
Return on average common equity	**13.36**	13.29	11.76	5.04	9.74	**12.81**	9.89
Return on average tangible common equity [(c)]	**16.81**	16.73	14.89	6.35	12.21	**16.16**	12.36

Net interest margin (TE)	**3.18**	3.19	3.15	3.09	3.15	**3.17**	3.19
Cash efficiency ratio [(c)]	**58.7**	58.8	62.9	66.7	62.2	**60.1**	62.4
PERFORMANCE RATIOS — FROM CONSOLIDATED OPERATIONS							
Return on average total assets	**1.39 %**	1.40 %	1.24 %	.57 %	1.06 %	**1.35 %**	1.09 %
Return on average common equity	**13.36**	13.37	11.82	5.07	9.77	**12.86**	9.95
Return on average tangible common equity [(c)]	**16.81**	16.84	14.97	6.39	12.25	**16.22**	12.43
Net interest margin (TE)	**3.16**	3.17	3.13	3.07	3.13	**3.15**	3.17
Loan-to-deposit [(d)]	**87.0**	86.9	86.9	84.4	86.2	**87.0**	86.2
CAPITAL RATIOS AT PERIOD END							
Key shareholders' equity to assets	**10.96 %**	10.96 %	10.90 %	10.91 %	11.15 %	**10.96 %**	11.15 %
Key common shareholders' equity to assets	**9.93**	10.21	10.16	10.17	10.40	**9.93**	10.40
Tangible common equity to tangible assets [(c)]	**8.05**	8.32	8.22	8.23	8.49	**8.05**	8.49
Common Equity Tier 1	**9.95**	10.13	9.99	10.16	10.26	**9.95**	10.26
Tier 1 risk-based capital	**11.11**	10.95	10.82	11.01	11.11	**11.11**	11.11
Total risk-based capital	**12.99**	12.83	12.73	12.92	13.09	**12.99**	13.09
Leverage	**10.03**	9.87	9.76	9.73	9.83	**10.03**	9.83
TRUST ASSETS							
Assets under management	**$ 40,575**	$ 39,663	$ 39,003	$ 39,588	$ 38,660	**$ 40,575**	$ 38,660
OTHER DATA							
Average full-time-equivalent employees	**18,150**	18,376	18,540	18,379	18,548	**18,354**	18,427
Branches	**1,166**	1,177	1,192	1,197	1,208	**1,166**	1,208

(a) EPS may not foot due to rounding.
(b) Assumes conversion of Common Share options and other stock awards as applicable.
(c) See Figure 2 entitled "GAAP to Non-GAAP Reconciliations," which presents the computations of certain financial measures related to "tangible common equity" and "cash efficiency." The table reconciles the GAAP performance measures to the corresponding non-GAAP measures, which provides a basis for period-to-period comparisons.
(d) Represents period-end consolidated total loans and loans held for sale divided by period-end consolidated total deposits.

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Figure 2 presents certain non-GAAP financial measures related to “tangible common equity,” “return on tangible common equity,” “pre-provision net revenue,” “cash efficiency ratio,” and “Common Equity Tier 1 under the Regulatory Capital Rules (estimates).”

The tangible common equity ratio and the return on tangible common equity ratio have been a focus for some investors, and management believes that these ratios may assist investors in analyzing Key’s capital position without regard to the effects of intangible assets and preferred stock. Since analysts and banking regulators may assess our capital adequacy using tangible common equity, we believe it is useful to enable investors to assess our capital adequacy on these same bases. Figure 2 reconciles the GAAP performance measures to the corresponding non-GAAP measures.

Figure 2 also shows the computation for and reconciliation of pre-provision net revenue, which is not formally defined by GAAP. We believe that eliminating the effects of the provision for credit losses makes it easier to analyze
our results by presenting them on a more comparable basis.

The cash efficiency ratio is a ratio of two non-GAAP performance measures. Accordingly, there is no directly comparable GAAP performance measure. The cash efficiency ratio excludes the impact of our intangible asset amortization from the calculation. We believe this ratio provides greater consistency and comparability between our results and those of our peer banks. Additionally, this ratio is used by analysts and investors as they develop earnings forecasts and peer bank analysis.

Non-GAAP financial measures have inherent limitations, are not required to be uniformly applied, and are not audited. Although these non-GAAP financial measures are frequently used by investors to evaluate a company, they have limitations as analytical tools, and should not be considered in isolation, nor as a substitute for analyses of results as reported under GAAP.

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Figure 2. GAAP to Non-GAAP Reconciliations

	Three months ended					Nine months ended	
dollars in millions	**9/30/2018**	**6/30/2018**	**3/31/2018**	**12/31/2017**	**9/30/2017**	**9/30/2018**	**9/30/2017**
Tangible common equity to tangible assets at period-end							
Key shareholders' equity (GAAP)	**$ 15,208**	$ 15,100	$ 14,944	$ 15,023	$ 15,249		
Less: Intangible assets (a)	**2,838**	2,858	2,902	2,928	2,870		
Preferred Stock (b)	**1,421**	1,009	1,009	1,009	1,009		
Tangible common equity (non-GAAP)	**$ 10,949**	$ 11,233	$ 11,033	$ 11,086	$ 11,370		
Total assets (GAAP)	**$ 138,805**	$ 137,792	$ 137,049	$ 137,698	$ 136,733		
Less: Intangible assets (a)	**2,838**	2,858	2,902	2,928	2,870		
Tangible assets (non-GAAP)	**$ 135,967**	$ 134,934	$ 134,147	$ 134,770	$ 133,863		
Tangible common equity to tangible assets ratio (non-GAAP)	**8.05 %**	8.32 %	8.22 %	8.23 %	8.49 %		
Average tangible common equity							
Average Key shareholders' equity (GAAP)	**$ 15,210**	$ 15,032	$ 14,889	$ 15,268	$ 15,241	**$ 15,045**	$ 15,208
Less: Intangible assets (average) (c)	**2,848**	2,883	2,916	2,939	2,878	**2,882**	2,802
Preferred Stock (average)	**1,316**	1,025	1,025	1,025	1,025	**1,123**	1,175
Average tangible common equity (non-GAAP)	**$ 11,046**	$ 11,124	$ 10,948	$ 11,304	$ 11,338	**$ 11,040**	$ 11,231
Return on average tangible common equity from continuing operations							
Net income (loss) from continuing operations attributable to Key common shareholders (GAAP)	**$ 468**	$ 464	$ 402	$ 181	$ 349	**$ 1,334**	$ 1,038
Average tangible common equity (non-GAAP)	**11,046**	11,124	10,948	11,304	11,338	**11,040**	11,231
Return on average tangible common equity from continuing operations (non-GAAP)	**16.81 %**	16.73 %	14.89 %	6.35 %	12.21 %	**16.16 %**	12.36 %
Return on average tangible common equity consolidated							
Net income (loss) attributable to Key common shareholders (GAAP)	**$ 468**	$ 467	$ 404	$ 182	$ 350	**$ 1,339**	$ 1,044
Average tangible common equity (non-GAAP)	**11,046**	11,124	10,948	11,304	11,338	**11,040**	11,231
Return on average tangible common equity consolidated (non-GAAP)	**16.81 %**	16.84 %	14.97 %	6.39 %	12.25 %	**16.22 %**	12.43 %
Pre-provision net revenue							
Net interest income (GAAP)	**$ 986**	$ 979	$ 944	$ 938	$ 948	**$ 2,909**	$ 2,839
Plus: Taxable-equivalent adjustment	**7**	8	8	14	14	**23**	39
Noninterest income (GAAP)	**609**	660	601	656	592	**1,870**	1,822
Less: Noninterest expense (GAAP)	**964**	993	1,006	1,098	992	**2,963**	3,000
Pre-provision net revenue from continuing operations (non-GAAP)	**$ 638**	$ 654	$ 547	$ 510	$ 562	**$ 1,839**	$ 1,700
Cash efficiency ratio							
Noninterest expense (GAAP)	**$ 964**	$ 993	$ 1,006	$ 1,098	$ 992	**$ 2,963**	$ 3,000
Less: Intangible asset amortization	**23**	25	29	26	25	**77**	69
Adjusted noninterest expense (non-GAAP)	**$ 941**	$ 968	$ 977	$ 1,072	$ 967	**$ 2,886**	$ 2,931
Net interest income (GAAP)	**$ 986**	$ 979	$ 944	$ 938	$ 948	**$ 2,909**	$ 2,839
Plus: Taxable-equivalent adjustment	**7**	8	8	14	14	**23**	39
Noninterest income (GAAP)	**609**	660	601	656	592	**1,870**	1,822
Total taxable-equivalent revenue (non-GAAP)	**$ 1,602**	$ 1,647	$ 1,553	$ 1,608	$ 1,554	**$ 4,802**	$ 4,700
Cash efficiency ratio (non-GAAP)	**58.7 %**	58.8 %	62.9 %	66.7 %	62.2 %	**60.1 %**	62.4 %

	Three months ended September 30, 2018
Common Equity Tier 1 under the Regulatory Capital Rules (estimates)	
Common Equity Tier 1 under current Regulatory Capital Rules	**$ 12,235**
Adjustments from current Regulatory Capital Rules to the fully phased-in Regulatory Capital Rules:	
Deferred tax assets and other intangible assets [(d)]	**—**
Common Equity Tier 1 anticipated under the fully phased-in Regulatory Capital Rules [(e)]	**$ 12,235**

Net risk-weighted assets under current Regulatory Capital Rules	**$ 122,908**
Adjustments from current Regulatory Capital Rules to the fully phased-in Regulatory Capital Rules:	
Mortgage servicing assets [(f)]	**755**
Deferred tax assets	**276**
Total risk-weighted assets anticipated under the fully phased-in Regulatory Capital Rules [(e)]	**$ 123,939**
Common Equity Tier 1 ratio under the fully phased-in Regulatory Capital Rules [(e)]	**9.87 %**

(a) For the three months ended September 30, 2018, June 30, 2018, March 31, 2018, December 31, 2017, and September 30, 2017, intangible assets exclude $17 million, $20 million, $23 million, $26 million, and $30 million, respectively, of period-end purchased credit card receivables.

(b) Net of capital surplus.

(c) For the three months ended September 30, 2018, June 30, 2018, March 31, 2018, December 31, 2017, and September 30, 2017, average intangible assets exclude $18 million, $21 million, $24 million, $28 million, and $32 million, respectively, of average purchased credit card receivables. For the nine months ended September 30, 2018, and September 30, 2017, average intangible assets exclude $21 million and $36 million, respectively, of average purchased credit card receivables.

(d) Includes the deferred tax assets subject to future taxable income for realization, primarily tax credit carryforwards, as well as intangible assets (other than goodwill and mortgage servicing assets) subject to the transition provisions of the final rule.

(e) The anticipated amount of regulatory capital and risk-weighted assets is based upon the federal banking agencies' Regulatory Capital Rules (as fully phased-in on January 1, 2019); we are subject to the Regulatory Capital Rules under the "standardized approach."

(f) Item is included in the 10%/15% exceptions bucket calculation and is risk-weighted at 250%.

Long-term financial targets

Our long-term financial targets are as follows:

- Generate positive operating leverage and a cash efficiency ratio in the range of 54.0% to 56.0%;
- Maintain a moderate risk profile by targeting a net loan charge-offs to average loans ratio in the range of .40% to .60%; and

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- Achieve a return on tangible common equity ratio in the range of 16.00% to 19.00%.

Figure 3 shows the evaluation of our long-term financial targets for the three and nine months ended September 30, 2018.

Figure 3. Evaluation of Our Long-Term Targets

	Key Metrics [(a)]	3Q18	YTD 2018	Targets
Positive operating leverage	Cash efficiency ratio [(b)]	58.7 %	60.1 %	54.0 - 56.0%
Moderate Risk Profile	Net loan charge-offs to average loans	.27 %	.26 %	.40 - .60%
Financial Returns	Return on average tangible common equity [(b)]	16.81 %	16.16 %	16.00 - 19.00%

(a) Calculated from continuing operations, unless otherwise noted.

(b) Non-GAAP measure; see Figure 2 entitled "GAAP to Non-GAAP Reconciliations" for reconciliation.

Strategic developments

Our actions and results during the third quarter of 2018 supported our corporate strategy described in the "Introduction" section under the "Corporate strategy" heading on page 38 of our 2017 Form 10-K.

- We continued to ***grow profitably*** during the third quarter of 2018. Our cash efficiency ratio improved to 58.7%, a decrease of over 300 basis points when compared to the year-ago quarter. This improvement was driven by an increase in both net interest income and noninterest income, with total revenue increasing 3.1% when compared to the third quarter of 2017. Net interest income benefited from higher interest rates and earning asset balances. Noninterest income saw an increase from the same period one year ago because of our continued investment in our differentiated business model.
- Our 2017 acquisitions of Cain Brothers and KMS as well as continued strength in our core businesses contributed to the increase in noninterest income during the third quarter of 2018 compared to the year-ago quarter as we ***acquire and expand targeted client relationships***. Investment banking and debt placement fees grew $25 million from the year-ago quarter, benefiting from organic growth and the Cain Brothers acquisition. Excluding the impact of the new revenue recognition accounting standard, cards and payments income increased due to growth in credit and debit card fees, purchase and prepaid card fees, and merchant services income.
- During the third quarter of 2018, we ***effectively managed risk and rewards*** as net loan charge-offs were .27% of average loans, below our targeted range. While net loan charge-offs for the three months ended September 30, 2018, increased from the same period one year ago, this was primarily due to a large recovery that occurred in the third quarter of 2017.
- ***Maintaining financial strength*** while driving long-term shareholder value was again a focus during the third quarter of 2018. At September 30, 2018, our Common Equity Tier 1 and Tier 1 risk-based capital ratios stood at 9.95% and 11.11%, respectively. Consistent with our 2018 Capital Plan, we completed $542 million of common share repurchases. The Board also declared an increase to our common share dividend, up to $.17 per share from $.12 during the quarter, consistent with our 2018 Capital Plan. In total, we have completed $3.4 billion of common share repurchases since 2012.
- During the third quarter, we were recognized by G.I. Jobs and Military Spouse magazines as a Military Friendly® and Military Friendly® Spouse Employer. Also, during the third quarter, we received the Leading Disability Employer Seal from the National Organization on Disability. In September, we hosted the 2018 KeyBank Supplier Summit to lead the conversation on supplier diversity. These awards and initiatives highlight our strategy to ***engage a high-performing, talented, and diverse workforce.***

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Demographics

We have two major business segments: Key Community Bank and Key Corporate Bank.

Key Community Bank serves individuals and small to mid-sized businesses by offering a variety of deposit and investment, lending, mortgage and home equity, credit card, and personalized wealth management products and business advisory services. Key Community Bank also purchases retail auto sales contracts via a network of auto dealerships. These products and services are provided through our relationship managers and specialists working in our 15-state branch network, which is organized into ten internally defined geographic regions: Washington, Oregon/Alaska, Rocky Mountains, Indiana/Northwest Ohio/Michigan, Central/Southwest Ohio, East Ohio/Western Pennsylvania, Atlantic, Western New York, Eastern New York, and New England. In addition, some of these product capabilities are delivered by Key Corporate Bank to clients of Key Community Bank.

Key Corporate Bank is a full-service corporate and investment bank focused principally on serving the needs of middle market clients in seven industry sectors: consumer, energy, healthcare, industrial, public sector, real estate, and technology. Key Corporate Bank delivers a broad suite of banking and capital markets products to its clients, including syndicated finance, debt and equity capital markets, commercial payments, equipment finance, commercial mortgage banking, derivatives, foreign exchange, financial advisory, and public finance. Key Corporate Bank is also a significant servicer of commercial mortgage loans and a significant special servicer of CMBS. Key Corporate Bank delivers many of its product capabilities to clients of Key Community Bank.

Supervision and regulation

The following discussion provides a summary of recent regulatory developments and should be read in conjunction with the disclosure included in our 2017 Form 10-K under the heading “Supervision and Regulation” in Item 1. Business and under the heading “II. Compliance Risk” in Item 1A. Risk Factors.

Regulatory capital requirements

The final rule to implement the Basel III international capital framework (“Basel III”) was effective January 1, 2015, with a multi-year transition period ending on December 31, 2018 (“Regulatory Capital Rules”). The Basel III capital framework and the U.S. implementation of the Basel III capital framework are discussed in more detail in Item 1. Business of our 2017 Form 10-K under the heading “Supervision and Regulation - Regulatory capital requirements.”

Under the Regulatory Capital Rules, standardized approach banking organizations, such as KeyCorp and KeyBank, are required to meet the minimum capital and leverage ratios set forth in Figure 4 below. At September 30, 2018, Key had an estimated Common Equity Tier 1 Capital Ratio of 9.87% under the fully phased-in Regulatory Capital Rules. Also, at September 30, 2018, based on the fully phased-in Regulatory Capital Rules, Key estimates that its capital and leverage ratios, after adjustment for market risk, would be as set forth in Figure 4.

Figure 4. Pro Forma Ratios vs. Minimum Capital Ratios Calculated Under the Fully Phased-In Regulatory Capital Rules

Ratios (including capital conservation buffer)	Key September 30, 2018 Pro forma	Minimum January 1, 2018	Phase-in Period	Minimum January 1, 2019

Common Equity Tier 1 [(a)]	9.87	%	4.5	%	None	4.5	%
Capital conservation buffer [(b)]			—		1/1/16-1/1/19	2.5	
Common Equity Tier 1 + Capital conservation buffer			4.5		1/1/16-1/1/19	7.0	
Tier 1 Capital	11.02	%	6.0		None	6.0	
Tier 1 Capital + Capital conservation buffer			6.0		1/1/16-1/1/19	8.5	
Total Capital	12.89	%	8.0		None	8.0	
Total Capital + Capital conservation buffer			8.0		1/1/16-1/1/19	10.5	
Leverage [(c)]	10.03	%	4.0		None	4.0	

(a) See Figure 2 entitled "GAAP to Non-GAAP Reconciliations," which presents the computation of Common Equity Tier 1 capital under the fully phased-in regulatory capital rules.
(b) Capital conservation buffer must consist of Common Equity Tier 1 capital. As a standardized approach banking organization, KeyCorp is not subject to the countercyclical capital buffer of up to 2.5% imposed upon an advanced approaches banking organization under the Regulatory Capital Rules.
(c) As a standardized approach banking organization, KeyCorp is not subject to the 3% supplemental leverage ratio requirement, which became effective January 1, 2018.

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Revised prompt corrective action framework

The federal prompt corrective action (“PCA”) framework under the FDIA groups FDIC-insured depository institutions into one of five prompt corrective action capital categories: “well capitalized,” “adequately capitalized,” “undercapitalized,” “significantly undercapitalized,” and “critically undercapitalized.” In addition to implementing the Basel III capital framework in the United States, the Regulatory Capital Rules also revised the prompt corrective action capital category threshold ratios applicable to FDIC-insured depository institutions such as KeyBank, with an effective date of January 1, 2015. The revised prompt corrective action framework table in Figure 5 identifies the capital category thresholds for a “well capitalized” and an “adequately capitalized” institution under the Prompt Corrective Action Framework.

Figure 5. "Well Capitalized" and "Adequately Capitalized" Capital Category Ratios under Revised PCA Framework

Prompt Corrective Action	**Capital Category**	
Ratio	**Well Capitalized [(a)]**	**Adequately Capitalized**
Common Equity Tier 1 Risk-Based	6.5 %	4.5 %
Tier 1 Risk-Based	8.0	6.0
Total Risk-Based	10.0	8.0
Tier 1 Leverage [(b)]	5.0	4.0

(a) A “well capitalized” institution also must not be subject to any written agreement, order, or directive to meet and maintain a specific capital level for any capital measure.
(b) As a “standardized approach” banking organization, KeyBank is not subject to the 3% supplemental leverage ratio requirement, which became effective January 1, 2018.

We believe that, as of September 30, 2018, KeyBank (consolidated) satisfied the risk-based and leverage capital requirements necessary to be considered “well capitalized” for purposes of the PCA framework. However, investors should not regard this determination as a representation of the overall financial condition or prospects of KeyBank because the prompt corrective action framework is intended to serve a limited supervisory function. Moreover, it is important to note that the prompt corrective action framework does not apply to BHCs, like KeyCorp.

Recent regulatory capital-related developments

On September 27, 2017, the federal banking agencies issued a joint proposal to simplify certain aspects of the Regulatory Capital Rules for standardized approach banking organizations (the “Simplification Proposal”), including Key. In anticipation of the Simplification Proposal, on August 22, 2017, the agencies issued a companion proposal to extend the current capital treatment for certain items that are part of the Simplification Proposal and also subject to the multi-year transition period for the Regulatory Capital Rules, which ends on December 31, 2018 (the “Transitions Proposal”). The Transitions Proposal was published as a final rule in the Federal Register on November 21, 2017, and is expected to alleviate the burden that would have resulted from the continued phase-in of those capital requirements as the agencies seek public comment on and work to finalize the Simplification Proposal. The Simplification Proposal and the Transitions Proposal are discussed in more detail in Item 1. Business of our 2017 Form 10-K under the heading “Supervision and Regulation - Regulatory capital requirements - Recent regulatory capital-related developments.”

In December 2017, the Basel Committee released its final revisions to Basel III. The revisions seek to restore credibility in the calculation of risk-weighted assets and improve the comparability of regulatory capital ratios across banking organizations. The revisions are discussed in more detail in Item 1. Business of our 2017 Form 10-K under the heading “Supervision and Regulation - Regulatory capital requirements - Recent regulatory capital-related developments.”

The U.S. federal banking agencies released a statement announcing their support for the Basel Committee’s efforts, but cautioned that they will consider how to appropriately incorporate these revisions into the Regulatory Capital Rules, and that any proposed changes based on the Basel Committee revisions would be subject to notice-and-comment rulemaking. In view of the prohibition under the Dodd-Frank Act on the use of credit ratings in federal regulation, there is some uncertainty as to whether or how the agencies would implement the ratings-based aspects of the Basel Committee revisions to Basel III, as well as any other aspect of the Basel Committee revisions that permit the U.S. agencies to exercise home-country discretion, for example, due to differences in accounting or market practices, and legal requirements.

Subsequently, in February 2018, the Basel Committee released for public consultation a proposal to update the Pillar 3 disclosure framework, to more appropriately align it to the changes adopted under the Basel Committee’s final revisions to Basel III. The public consultation period ended on May 25, 2018. Before any action is taken by the

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federal banking agencies with respect to the revised Pillar 3 disclosure framework, it first must be adopted in final form by the Basel Committee, and the federal agencies must determine whether and to what extent they will implement the final revisions to Basel III released by the Basel Committee in December 2017.

In April 2018, the federal banking agencies released a joint proposal to amend their Regulatory Capital Rules to address the regulatory capital effects of forthcoming changes to GAAP set forth in Accounting Standards Update No. 2016-13, Topic 326, Financial Instruments - Credit Losses (ASU 2016-13), which introduces the current expected credit losses methodology. The proposal identifies which credit loss allowances under the new accounting standard would be eligible for inclusion in a banking organization's regulatory capital and provides banking organizations with the option to phase in over a three-year period the adverse day-one regulatory capital effects of adoption of the new accounting standard on retained earnings, deferred tax assets, credit loss allowances, and average total consolidated assets. For SEC reporting companies, the new accounting standard will become effective for the first fiscal year starting after December 15, 2019. The banking agencies' proposal was published in the Federal Register on May 14, 2018, with a 60-day public comment period that ended on July 13, 2018.

Capital planning and stress testing

On December 7, 2017, the Federal Reserve released for public comment a package of proposals that would increase the transparency of its stress testing program while maintaining the Federal Reserve's ability to test the resilience of the nation's largest, most complex banks. The proposals responded to public and industry calls for more transparency around the CCAR program. The proposals are discussed in more detail in Item 1. Business of our 2017 Form 10-K under the heading "Supervision and Regulation - Regulatory capital requirements - Recent developments in capital planning and stress testing."

In a separate release, published April 10, 2018, the Federal Reserve invited comment on a proposal to integrate certain aspects of the Federal Reserve's Regulatory Capital Rules with the CCAR and stress test rules, in order to simplify the overall capital framework that is currently applicable to banking organizations subject to the capital plan rule (including KeyCorp). Under the proposal, the Federal Reserve would (1) amend the capital conservation buffer requirement under the Regulatory Capital Rules by replacing the static risk-weighted assets component of the buffer with a new measure, the stress capital buffer, which would be based on the results of an individual banking organization's annual supervisory stress test; (2) introduce a stress leverage buffer requirement that would replace the existing Tier 1 leverage requirement under CCAR; (3) modify certain assumptions under the supervisory stress test; (4) remove the 30% dividend payout ratio limitation as a criterion for heightened supervisory scrutiny of an organization's capital plan; and (5) eliminate the CCAR quantitative objection.

Under the proposed rule, a banking organization would not be subject to any limitations on capital distributions and discretionary bonus payments if it satisfies all minimum capital requirements and its capital conservation requirement (as amended to incorporate the stress capital buffer), stress leverage buffer requirement, and, if applicable, the advanced approaches capital conservation buffer requirement and supplementary leverage ratio standard (the latter two of which do not apply to KeyCorp). If it is adopted as a final rule, the proposal would be effective December 31, 2018; however, the stress capital buffer and stress leverage buffer requirements would generally not be effective until October 1, 2019. The comment period for this proposal ended on June 25, 2018. Key expects that the proposal would have a marginally favorable impact on its capital requirements.

Liquidity requirements

In October 2014, the federal banking agencies published a final rule to implement the Basel III liquidity coverage ratio ("Basel III LCR") for U.S. banking organizations (the "Liquidity Coverage Rules") that establishes a minimum LCR for certain internationally active bank and nonbank financial companies (excluding KeyCorp) and a modified version of the LCR ("Modified LCR") for BHCs and other depository institution holding companies with over $50 billion in consolidated assets that are not internationally active (including KeyCorp). KeyBank will not be subject to the LCR or the Modified LCR under the Liquidity Coverage Rules unless the OCC affirmatively determines that application to KeyBank is appropriate in light of KeyBank's asset size, level of complexity, risk profile, scope of operations, affiliation with foreign or domestic covered entities, or risk to the financial system.

Under the Liquidity Coverage Rules, KeyCorp must calculate a Modified LCR on a monthly basis, and was required to satisfy a minimum Modified LCR requirement of 100% by January 1, 2017. At September 30, 2018, Key's Modified LCR was above 100%. In the future, KeyCorp may change the composition of our investment portfolio,

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increase the size of the overall investment portfolio, and modify product offerings to enhance or optimize our liquidity position.

Net stable funding ratio

The federal banking agencies commenced the U.S. implementation of the Basel III net stable funding ratio ("NSFR") in April and May 2016, with the release of a proposed rule to implement a NSFR requirement for certain internationally active banking organizations (excluding KeyCorp) and a modified version of the minimum NSFR requirement ("Modified NSFR") for BHCs and other depository institution holding companies with over $50 billion in consolidated assets that are not internationally active (including KeyCorp), together with quarterly public disclosure requirements. The proposed rule would require banking organizations to satisfy a minimum NSFR requirement of 1.0 on an ongoing basis. However, banking organizations subject to the Modified NSFR (like KeyCorp) would be required to maintain a lower minimum amount of available stable funding, equal to 70% of the required stable funding under the NSFR. The proposed rule was scheduled to be effective on January 1, 2018; however, it has not been adopted in final form. The comment period for the NPR expired on August 5, 2016. If the proposed NSFR requirement is adopted as a final rule, then similar to actions taken in connection with the implementation of the Liquidity Coverage Rules, KeyCorp may adjust its balance sheet or modify product offerings to enhance its liquidity position.

Resolution and recovery planning

BHCs with at least $50 billion in total consolidated assets, like KeyCorp, are required to periodically submit to the Federal Reserve and FDIC a plan discussing how the company could be rapidly and efficiently resolved if the company failed or experienced material financial distress. Insured depository institutions with at least $50 billion in total consolidated assets, like KeyBank, are also required to submit a resolution plan to the FDIC. These plans are due annually unless the requirement to submit the plans is deferred by the regulators. On December 1, 2017, KeyCorp submitted its resolution plan to the Federal Reserve and the FDIC. KeyBank submitted its resolution plan to the FDIC on June 20, 2018. KeyCorp will not be required to submit a resolution plan for 2018 because the FDIC and Federal Reserve deferred such requirement (for 14 firms, including KeyCorp) until December 2019. KeyBank will not be required to submit a resolution plan in 2019 because the FDIC extended the next filing due date for all depository institution resolution plan submissions until no sooner than July 1, 2020. The Federal Reserve and FDIC make available on their websites the public sections of resolution plans for the companies, including KeyCorp and KeyBank, that submitted plans. The public sections of the resolution plans of KeyCorp and KeyBank are available at http://www.federalreserve.gov/supervisionreg/resolution-plans.htm and https://www.fdic.gov/regulations/reform/resplans/.

On September 28, 2016, the OCC released final guidelines that establish standards for recovery planning by certain large OCC-regulated institutions, including KeyBank. The guidelines require such institutions to establish a comprehensive framework for evaluating the financial effects of severe stress events, and recovery actions an institution may pursue to remain a viable, going concern during a period of severe financial stress. Under the final guidelines, an institution's recovery plan must include triggers to alert the institution of severe stress events, escalation procedures, recovery options, and a process for periodic review and approval by senior management and the board of directors. The recovery plan should be tailored to the complexity, scope of operations, and risk profile of the institution. Because KeyBank had average total consolidated assets of greater than $100 billion but less than $750 billion as reported on KeyBank's Consolidated Reports of Condition and Income for the four most recent consecutive quarters prior to January 1, 2017, it was required to be in compliance with the guidelines not later than January 1, 2018. We believe that KeyBank is in compliance with the guidelines. On September 19, 2018, the OCC

issued a proposal to amend its recovery planning guidelines to increase, from $50 billion to $250 billion, the asset threshold for applying the guidelines to national banks. Comments on this proposal are due by November 5, 2018. If this proposal is adopted, KeyBank will no longer be subject to the guidelines.

Economic Growth, Regulatory Relief, and Consumer Protection Act

On May 24, 2018, President Trump signed the Economic Growth, Regulatory Relief, and Consumer Protection Act ("EGRRCPA") into law. EGRRCPA made certain amendments to the Dodd-Frank Act and other federal banking laws. EGRRCPA raised, from $50 billion to $250 billion, the asset threshold above which the Federal Reserve is required to apply to BHCs enhanced prudential standards (including supervisory and company-run stress tests, resolution plan requirements, single counterparty credit limits, risk management requirements, and liquidity requirements) and early remediation requirements (collectively, "EPSs"). EPSs, which were imposed by Sections

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165 and 166 of the Dodd-Frank Act, are discussed in more detail in Item 1. Business of our 2017 Form 10-K under the heading “Supervision and Regulation - Other Regulatory Developments under the Dodd-Frank Act - Enhanced prudential standards and early remediation requirements.”

EGRRCPA raised the asset threshold for applying EPSs to BHCs in two stages. BHCs having total consolidated assets less than $100 billion were no longer subject to such EPSs immediately upon enactment of this statute. BHCs having at least $100 billion but less than $250 billion in total consolidated assets (like KeyCorp) will be no longer subject to these requirements as of 18 months after the date of enactment. However, under this statute, the Federal Reserve is required, after the end of this 18-month period, to conduct periodic supervisory stress tests of BHCs with assets between $100 billion and $250 billion (like KeyCorp), and the requirement for a publicly traded BHC to have a risk committee continues to apply if a BHC has assets of at least $50 billion. In addition, EGRRCPA gives the Federal Reserve the authority, following certain notice and comment procedures, to continue to apply other EPSs to any such firm or firms (including KeyCorp) if it determines that the application of the EPS is appropriate to prevent or mitigate risks to financial stability or to promote the safety and soundness of the BHC or BHCs, taking into consideration the BHC’s or BHCs’ capital structure, riskiness, complexity, financial activities, size, and other relevant factors. The Federal Reserve is also authorized to exempt any BHC with assets between $100 billion and $250 billion from any EPS prior to the end of the 18-month period following enactment of EGRRCPA.

On October 31, 2018, the federal banking agencies issued two Notices of Proposed Rulemaking related to the implementation of EGRRCPA. The proposed rules would establish four risk-based categories of institutions and apply tailored capital and liquidity requirements for each respective category. Based on Key’s analysis of the proposal, KeyCorp would fall into the least restrictive of those categories. We are assessing the full extent of the impact to Key.

In addition to raising the asset threshold for the application of EPSs to BHCs, EGRRCPA raised the asset threshold that triggers the requirement in Section 165(i)(2) of the Dodd-Frank Act for federally regulated banks (like KeyBank) to conduct company-run stress tests on an annual basis from $10 billion to $250 billion in total consolidated assets. This provision is effective 18 months after the date of enactment of EGRRCPA.

EGRRCPA also amended the capital requirements for certain acquisition, development, and construction (“ADC”) loans. This statute allows the federal banking agencies to require depository institutions to assign a heightened risk weight to a high volatility commercial real estate (“HVCRE”) exposure under the Regulatory Capital Rules only if such exposure comes within the definition of an HVCRE ADC Loan as defined in EGRRCPA. The effect of this provision is to narrow the scope of exposures subject to a heightened risk weight. On July 6, 2018, the federal banking agencies issued a statement providing depository institutions (including KeyBank) and BHCs (including KeyCorp) with interim guidance concerning the application of this provision. On September 18, 2018, the federal banking agencies released a proposal to amend their regulatory capital rules to revise the definition of an HVCRE exposure to conform to the statutory definition of an HVCRE ADC Loan and requested comment on various interpretive issues relating to this proposal. This proposal was published in the Federal Register on September 28, 2018, with comments due by November 27, 2018.

Single counterparty credit limits

On June 14, 2018, the Federal Reserve released a final rule establishing single counterparty credit limits for BHCs with $250 billion or more in total consolidated assets. The final rule, which implements Section

165(e) of the Dodd-Frank Act, limits the aggregate net credit exposure of such a BHC to a single counterparty to 25% of the BHC's tier 1 capital and limits the aggregate net credit exposure of a global systemically important bank ("GSIB") to another GSIB to 15% of the GSIB's tier 1 capital. Although the final rule does not apply to KeyCorp, the Federal Reserve said that it will consider, at a later date, the extent to which credit exposure limits or other EPSs should be applied to BHCs with assets between $100 billion and $250 billion (such as KeyCorp).

Volcker Rule

On June 5, 2018, five federal agencies announced that they are requesting public comment on a proposal that would amend the Volcker Rule. The Volcker Rule implements Section 619 of the Dodd-Frank Act, which prohibits "banking entities," such as KeyCorp, KeyBank, and their affiliates and subsidiaries, from owning, sponsoring, or having certain relationships with hedge funds and private equity funds (referred to as "covered funds") and engaging in short-term proprietary trading of financial instruments, including securities, derivatives, commodity futures, and options on these instruments. The Volcker Rule is discussed in more detail in Item 1. Business of our

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2017 Form 10-K under the heading “Supervision and Regulation - Other Regulatory Developments under the Dodd-Frank Act - Volcker Rule.”

The stated objective of the new proposal is to simplify and tailor compliance requirements relating to the Volcker Rule. Among other things, the new proposal would (1) tailor the rule’s compliance requirements based on the size of a firm’s trading assets and liabilities; (2) revise the term “trading account” by replacing the short-term intent-based prong with a new accounting-based prong; (3) modify the eligibility criteria for a banking entity to be able to rely on certain exemptions from the proprietary trading and covered fund prohibitions; and (4) simplify the trading activity information that a banking entity is required to provide to the agencies. In addition to requesting comment on the proposed changes, the five agencies requested comment on a large number of specific questions on various issues concerning implementation of the Volcker Rule. The proposal was published in the Federal Register on July 17, 2018, with a 60-day comment period. The comment period was later extended to October 17, 2018.

Deposit insurance and assessments

As required under the Dodd-Frank Act, in March 2015, the FDIC approved a final rule to impose a surcharge on the quarterly deposit insurance assessments of insured depository institutions having total consolidated assets of at least $10 billion (like KeyBank). The surcharge is 4.5 cents per $100 of the institution’s assessment base (after making certain adjustments). The final rule became effective on July 1, 2016. As of July 1, 2016, KeyBank must pay a surcharge to assist in bringing the reserve ratio to the statutory minimum of 1.35%. Surcharges will continue through the quarter that the DIF reserve ratio reaches or exceeds 1.35%, but not later than December 31, 2018. If the reserve ratio does not reach 1.35% by December 31, 2018 (provided it is at least 1.15%), the FDIC will impose a shortfall assessment on March 31, 2019, on insured depository institutions with total consolidated assets of $10 billion or more (like KeyBank).

In December 2016, the FDIC issued a final rule that imposes recordkeeping requirements on insured depository institutions with two million or more deposit accounts (including KeyBank) in order to facilitate rapid payment of insured deposits to customers if the institutions were to fail. The rule requires those insured depository institutions to: (i) maintain complete and accurate data on each depositor’s ownership interest by right and capacity for all of the institution’s deposit accounts; and (ii) develop the capability to calculate the insured and uninsured amounts for each deposit owner within 24 hours of failure. The FDIC will conduct periodic testing of compliance with these requirements, and institutions subject to the rule must submit to the FDIC a certification of compliance, signed by the bank’s chief executive officer, and a deposit insurance coverage summary report on or before the mandatory compliance date and annually thereafter. The final rule became effective on April 1, 2017, with a mandatory compliance date of April 1, 2020. The FDIC has been releasing Frequently Asked Questions on a rolling basis, and has committed to continue this practice as institutions subject to the rule present issues associated with its implementation that require FDIC consultation.

ERISA fiduciary standard

In April 2016, the Department of Labor published final rules and amendments to certain prohibited transaction exemptions regarding service providers who would be regarded as fiduciaries under ERISA for making investment advice recommendations to: (i) certain retirement plan fiduciaries, participants, or beneficiaries; and (ii) owners or beneficiaries of individual retirement accounts and health savings accounts, among other retirement plans. The purpose of the rules were to place fiduciary obligations, rather than the lesser legal obligations that currently apply, on these service providers. On March 15, 2018, the

United States Court of Appeals for the Fifth Circuit invalidated the rule in its entirety and issued a mandate on June 21, 2018, invalidating the rule on a nationwide basis.

Community Reinvestment Act

The Community Reinvestment Act (“CRA”) was enacted in 1977 to encourage depository institutions to help meet the credit needs of the communities that they serve, including low- and moderate-income (“LMI”) neighborhoods, consistent with the institutions’ safe and sound operations. The CRA requires the federal banking agencies to assess the record of each institution that it supervises in meeting the credit needs of its entire community, including LMI neighborhoods.

On September 5, 2018, the OCC published in the Federal Register an advance notice of proposed rulemaking (“ANPR”) requesting public input on ways to revise the agency’s CRA regulations to update the framework by which the OCC assesses a bank’s CRA performance. The OCC stated that the purpose of updating the agency’s CRA

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regulations is to encourage more community and economic development in areas that need it most, bring greater clarity, consistency and certainty to the CRA evaluation process, and provide flexibility to accommodate banks with different business strategies. The OCC invited comments on a number of questions, including ones that concern the use of a metrics-based framework, the redefinition of assessment areas, and the expansion of CRA-qualifying activities. Comments on the ANPR are due by November 19, 2018. Any revision to the OCC's CRA regulations would apply to national banks, including KeyBank.

Results of Operations

Earnings overview

The following chart provides a reconciliation of net income from continuing operations attributable to Key common shareholders for the three months ended September 30, 2017, to the three months ended September 30, 2018 (dollars in millions):
The following discussion explains the key factors that caused these elements to change.

Net interest income

One of our principal sources of revenue is net interest income. Net interest income is the difference between interest income received on earning assets (such as loans and securities) and loan-related fee income, and interest expense paid on deposits and borrowings. There are several factors that affect net interest income, including:

- the volume, pricing, mix, and maturity of earning assets and interest-bearing liabilities;
- the volume and value of net free funds, such as noninterest-bearing deposits and equity capital;
- the use of derivative instruments to manage interest rate risk;
- interest rate fluctuations and competitive conditions within the marketplace;
- asset quality; and
- fair value accounting of acquired earning assets and interest-bearing liabilities.

To make it easier to compare both the results across several periods and the yields on various types of earning assets (some taxable, some not), we present net interest income in this discussion on a "TE basis" (i.e., as if all income were taxable and at the same rate). For example, $100 of tax-exempt income would be presented as $126, an amount that, if taxed at the statutory federal income tax rate of 21%, would yield $100. Prior to 2018, $100 of tax-exempt income would be presented as $154, an amount that, if taxed at the previous statutory federal income tax rate of 35%, would yield $100.

Figure 6 shows the various components of our balance sheet that affect interest income and expense, and their respective yields or rates over the past five quarters. This figure also presents a reconciliation of TE net interest

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income to net interest income reported in accordance with GAAP for each of those quarters. The net interest margin, which is an indicator of the profitability of the earning assets portfolio less cost of funding, is calculated by dividing annualized TE net interest income by average earning assets.
TE net interest income was $993 million for the third quarter of 2018, and the net interest margin was 3.18%, compared to TE net interest income of $962 million and a net interest margin of 3.15% for the third quarter of 2017, reflecting the benefit from higher interest rates and higher earning asset balances. Third quarter 2018 net interest income included $26 million of purchase accounting accretion, a decline of $22 million from the third quarter of 2017. For the fourth quarter of 2018, we expect net interest income to be up 1% to 3% compared to the third quarter of 2018.

For the nine months ended September 30, 2018, TE net interest income was $2.9 billion and the net interest margin was 3.17%. Compared to the same period last year, net interest income increased $54 million and the net interest margin decreased two basis points. Both net interest income and the net interest margin in 2018 benefited from higher interest rates and higher earning asset balances. These benefits were partially offset by higher wholesale funding costs, in addition to a continued expected decline in purchase accounting accretion.

Average loans were $88.5 billion for the third quarter of 2018, an increase of $1.7 billion compared to the third quarter of 2017, reflecting broad-based growth in commercial and industrial loans, partially offset by higher paydowns in commercial real estate balances and home equity lines of credit. For the fourth quarter of 2018, we expect average loans to be up 1% to 3% compared to the third quarter of 2018.

Average deposits totaled $105.6 billion for the third quarter of 2018, an increase of $2.5 billion compared to the year-ago quarter, reflecting growth in higher-yielding deposit products, as well as strength in our retail banking franchise and growth from commercial relationships. For the fourth quarter of 2018, we expect average deposits to be within 2% of our third quarter of 2018 results.

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Figure 6. Consolidated Average Balance Sheets, Net Interest Income, and Yields/Rates and Components of Net Interest Income Changes from Continuing Operations

	Three months ended September 30, 2018			Three months ended September 30, 2017			Change in Net interest income due to		
dollars in millions	**Average Balance**	**Interest (a)**	**Yield/ Rate (a)**	**Average Balance**	**Interest (a)**	**Yield/ Rate (a)**	**Volume**	**Yield/Rate**	**Total**
ASSETS									
Loans [(b), (c)]									
Commercial and industrial [(d)]	**$ 44,749**	**$ 495**	**4.39 %**	$ 41,416	$ 414	3.97 %	$ 35	$ 46	$ 81
Real estate — commercial mortgage	**14,268**	**176**	**4.89**	14,850	169	4.51	(7)	14	7
Real estate — construction	**1,759**	**22**	**5.05**	2,054	23	4.51	(4)	3	(1)
Commercial lease financing	**4,444**	**43**	**3.88**	4,694	46	3.89	(2)	(1)	(3)
Total commercial loans	**65,220**	**736**	**4.49**	63,014	652	4.11	22	62	84
Real estate — residential mortgage	**5,466**	**55**	**3.99**	5,493	54	3.92	—	1	1
Home equity loans	**11,415**	**137**	**4.80**	12,314	136	4.41	(10)	11	1
Consumer direct loans	**1,789**	**35**	**7.71**	1,774	33	7.26	—	2	2
Credit cards	**1,095**	**32**	**11.43**	1,049	30	11.34	1	1	2
Consumer indirect loans	**3,482**	**37**	**4.25**	3,170	37	4.64	3	(3)	—
Total consumer loans	**23,247**	**296**	**5.06**	23,800	290	4.85	(6)	12	6
Total loans	**88,467**	**1,032**	**4.64**	86,814	942	4.31	16	74	90
Loans held for sale	**1,117**	**12**	**4.59**	1,607	17	4.13	(5)	—	(5)
Securities available for sale [(b), (e)]	**17,631**	**102**	**2.22**	18,574	91	1.96	(5)	16	11
Held-to-maturity securities [(b)]	**12,065**	**72**	**2.40**	10,469	55	2.12	9	8	17
Trading account assets	**787**	**7**	**3.37**	889	7	2.74	(1)	1	—
Short-term investments	**2,928**	**15**	**1.93**	2,166	6	1.21	3	6	9
Other investments [(e)]	**685**	**6**	**3.27**	728	5	2.46	—	1	1
Total earning assets	**123,680**	**1,246**	**3.98**	121,247	1,123	3.68	17	106	123
Allowance for loan and lease losses	**(886)**			(868)					
Accrued income and other assets	**13,935**			13,977					
Discontinued assets	**1,186**			1,417					
Total assets	**$ 137,915**			$ 135,773					
LIABILITIES									
NOW and money market deposit accounts	**$ 56,391**	**82**	**.58**	$ 53,826	37	.27	2	43	45
Savings deposits	**5,413**	**3**	**.20**	6,697	5	.25	(1)	(1)	(2)
Certificates of deposit ($100,000 or more)	**8,186**	**38**	**1.86**	6,402	21	1.31	7	10	17
Other time deposits	**5,026**	**17**	**1.40**	4,664	9	.81	1	7	8
Total interest-bearing deposits	**75,016**	**140**	**.74**	71,589	72	.40	9	59	68
Federal funds purchased and securities sold under repurchase agreements	**552**	**1**	**1.00**	456	—	.23	—	1	1
Bank notes and other short-term borrowings	**596**	**4**	**2.76**	865	3	1.49	(1)	2	1
Long-term debt [(f), (g)]	**12,678**	**108**	**3.34**	12,631	86	2.75	—	22	22
Total interest-bearing liabilities	**88,842**	**253**	**1.13**	85,541	161	.75	8	84	92
Noninterest-bearing deposits	**30,610**			31,516					
Accrued expense and other liabilities	**2,065**			2,057					
Discontinued liabilities (g)	**1,186**			1,417					
Total liabilities	**122,703**			120,531					
EQUITY									
Key shareholders' equity	**15,210**			15,241					
Noncontrolling interests	**2**			1					
Total equity	**15,212**			15,242					

Total liabilities and equity	**$ 137,915**			$ 135,773		
Interest rate spread (TE)			**2.85 %**			2.93 %
Net interest income (TE) and net interest margin (TE)		**993**	**3.18 %**		962	3.15 %
TE adjustment (b)		**7**			14	
Net interest income, GAAP basis		**$ 986**			$ 948	

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(a) Results are from continuing operations. Interest excludes the interest associated with the liabilities referred to in (g), calculated using a matched funds transfer pricing methodology.

(b) Interest income on tax-exempt securities and loans has been adjusted to a taxable-equivalent basis using the statutory federal income tax rate of 21% and 35% for the three months ended September 30, 2018, and September 30, 2017, respectively.

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

(d) Commercial and industrial average balances include $128 million and $117 million of assets from commercial credit cards for the three months ended September 30, 2018, and September 30, 2017, respectively.

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

(f) Rate calculation excludes basis adjustments related to fair value hedges.

(g) A portion of long-term debt and the related interest expense is allocated to discontinued liabilities as a result of applying our matched funds transfer pricing methodology to discontinued operations.

Figure 6. Consolidated Average Balance Sheets, Net Interest Income, and Yields/Rates and Components of Net Interest Income Changes from Continuing Operations

	Nine months ended September 30, 2018			Nine months ended September 30, 2017			Change in Net interest income due to		
dollars in millions	Average Balance	Interest (a)	Yield/ Rate (a)	Average Balance	Interest (a)	Yield/ Rate (a)	Volume	Yield/Rate	Total
ASSETS									
Loans [(b), (c)]									
Commercial and industrial [(d)]	**$ 44,178**	**$ 1,414**	**4.28 %**	$ 40,700	$ 1,196	3.93 %	$ 107	$ 111	$ 218
Real estate — commercial mortgage	**14,137**	**513**	**4.85**	15,043	520	4.62	(32)	25	(7)
Real estate — construction	**1,834**	**67**	**4.88**	2,203	80	4.86	(13)	—	(13)
Commercial lease financing	**4,552**	**125**	**3.67**	4,673	140	3.99	(4)	(11)	(15)
Total commercial loans	**64,701**	**2,119**	**4.38**	62,619	1,936	4.13	58	125	183
Real estate — residential mortgage	**5,466**	**163**	**3.97**	5,507	160	3.88	(1)	4	3
Home equity loans	**11,629**	**406**	**4.67**	12,465	402	4.32	(28)	32	4
Consumer direct loans	**1,774**	**101**	**7.59**	1,760	94	7.10	1	6	7
Credit cards	**1,085**	**92**	**11.32**	1,053	88	11.15	3	1	4
Consumer indirect loans	**3,363**	**107**	**4.27**	3,081	112	4.85	10	(15)	(5)
Total consumer loans	**23,317**	**869**	**4.98**	23,866	856	4.79	(15)	28	13
Total loans	**88,018**	**2,988**	**4.54**	86,485	2,792	4.31	43	153	196
Loans held for sale	**1,226**	**40**	**4.40**	1,293	39	4.01	(2)	3	1
Securities available for sale [(b), (e)]	**17,653**	**294**	**2.14**	18,582	276	1.96	(14)	32	18
Held-to-maturity securities [(b)]	**12,111**	**213**	**2.35**	10,311	161	2.08	30	22	52
Trading account assets	**879**	**21**	**3.19**	966	21	2.84	(2)	2	—
Short-term investments	**2,334**	**31**	**1.76**	1,918	14	1.00	4	13	17
Other investments [(e)]	**706**	**17**	**3.10**	708	12	2.20	—	5	5
Total earning assets	**122,927**	**3,604**	**3.90**	120,263	3,315	3.68	59	230	289
Allowance for loan and lease losses	**(879)**			(862)					
Accrued income and other assets	**13,966**			13,801					
Discontinued assets	**1,243**			1,477					
Total assets	**$ 137,257**			$ 134,679					
LIABILITIES									
NOW and money market deposit accounts	**$ 54,891**	**187**	**.46**	$ 54,178	103	.25	1	83	84
Savings deposits	**5,971**	**13**	**.28**	6,635	10	.19	(1)	4	3
Certificates of deposit ($100,000 or more)	**7,563**	**97**	**1.72**	6,050	56	1.24	16	25	41
Other time deposits	**4,947**	**46**	**1.25**	4,673	27	.78	2	17	19
Total interest-bearing deposits	**73,372**	**343**	**.63**	71,536	196	.37	18	129	147
Federal funds purchased and securities sold under repurchase agreements	**1,146**	**10**	**1.22**	570	1	.27	2	7	9
Bank notes and other short-term borrowings	**1,015**	**17**	**2.19**	1,291	12	1.27	(3)	8	5
Long-term debt [(f), (g)]	**12,631**	**302**	**3.17**	11,510	228	2.66	24	50	74
Total interest-bearing liabilities	**88,164**	**672**	**1.02**	84,907	437	.69	41	194	235
Noninterest-bearing deposits	**30,701**			31,123					
Accrued expense and other liabilities	**2,102**			1,962					
Discontinued liabilities (g)	**1,243**			1,478					
Total liabilities	**122,210**			119,470					
EQUITY									
Key shareholders' equity	**15,045**			15,208					
Noncontrolling interests	**2**			1					
Total equity	**15,047**			15,209					
Total liabilities and equity	**$ 137,257**			$ 134,679					

Interest rate spread (TE)		**2.88 %**		2.99 %			
Net interest income (TE) and net interest margin (TE)	**2,932**	**3.17 %**	2,878	3.19 %	$18	$ 36	$54
TE adjustment (b)	**23**		39				
Net interest income, GAAP basis	**$ 2,909**		$ 2,839				

(a) Results are from continuing operations. Interest excludes the interest associated with the liabilities referred to in (g) below, calculated using a matched funds transfer pricing methodology.

(b) Interest income on tax-exempt securities and loans has been adjusted to a taxable-equivalent basis using the statutory federal income tax rate of 21% and 35% for the nine months ended September 30, 2018, and September 30, 2017, respectively.

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

(d) Commercial and industrial average balances include $125 million and $116 million of assets from commercial credit cards for the nine months ended September 30, 2018, and September 30, 2017, respectively.

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

(f) Rate calculation excludes basis adjustments related to fair value hedges.

(g) A portion of long-term debt and the related interest expense is allocated to discontinued liabilities as a result of applying Key's matched funds transfer pricing methodology to discontinued operations.

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Provision for credit losses

Our provision for credit losses was $62 million for the three months ended September 30, 2018, compared to $51 million for the three months ended September 30, 2017. The increase of $11 million in our provision for credit losses was related to an increase in net loan-charge offs during the third quarter of 2018 compared to one year ago. For the fourth quarter of 2018, we expect the provision for credit losses and net loan charge-offs to remain relatively stable with our third quarter of 2018 results.

Noninterest income

As shown in Figure 7, noninterest income was $609 million for the third quarter of 2018, compared to $592 million for the year-ago quarter. Noninterest income represented 38% and 39% of total revenue for the three and nine months ended September 30, 2018, respectively, compared to 38% and 39% for the three and nine months ended September 30, 2017, respectively. For the fourth quarter of 2018, we expect noninterest income to be up 4% to 6% compared to the third quarter of 2018.

The following discussion explains the composition of certain elements of our noninterest income and the factors that caused those elements to change.

Figure 7. Noninterest Income

(a) Other noninterest income includes operating lease income and other leasing gains, corporate services income, corporate-owned life insurance income, consumer mortgage income, mortgage servicing fees, and other income. See the "Consolidated Statements of Income" in Item 1. Financial Statements of this report.

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Trust and investment services income

Trust and investment services income consists of brokerage commissions, trust and asset management fees, and insurance income. The assets under management that primarily generate these revenues are shown in Figure 8. For the three months ended September 30, 2018, trust and investment services income decreased $18 million, or 13.3%, compared to the same period one year ago. For the nine months ended September 30, 2018, trust and investment services income was down $26 million, or 6.4%, from the nine months ended September 30, 2017. These decreases were primarily the result of the sale of KIBS in the second quarter of 2018 and lower equity and fixed income commissions in the Key Corporate Bank line of business.

A significant portion of our trust and investment services income depends on the value and mix of assets under management. At September 30, 2018, our bank, trust, and registered investment advisory subsidiaries had assets under management of $40.6 billion, compared to $38.7 billion at September 30, 2017. The increase in assets under management, as shown in Figure 8, was primarily attributable to market growth over the past 12 months.

Figure 8. Assets Under Management

in millions	**September 30, 2018**	**June 30, 2018**	**March 31, 2018**	**December 31, 2017**	**September 30, 2017**
Assets under management by investment type:					
Equity	**$ 24,958**	$ 24,125	$ 23,629	$ 24,081	$ 23,342
Securities lending	**1,049**	977	837	947	876
Fixed income	**10,946**	11,276	11,098	10,930	11,009
Money market	**3,622**	3,285	3,439	3,630	3,433
Total assets under management	**$ 40,575**	$ 39,663	$ 39,003	$ 39,588	$ 38,660

Investment banking and debt placement fees

Investment banking and debt placement fees consists of syndication fees, debt and equity financing fees, financial adviser fees, gains on sales of commercial mortgages, and agency origination fees. Investment banking and debt placement fees increased $25 million, or 17.7%, from the year-ago quarter. For the nine months ended September

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30, 2018, investment banking and debt placement fees increased $61 million, or 15.1%, from the nine months ended September 30, 2017. These increases were caused by growth in investment banking advisory fees, partially driven by the acquisition of Cain Brothers in the fourth quarter of 2017.

Cards and payments income

Cards and payments income, which consists of debit card, consumer and commercial credit card, and merchant services income, decreased $6 million, or 8.0%, from the year-ago quarter. For the nine months ended September 30, 2018, cards and payments income was down $8 million, or 3.8%, from the nine months ended September 30, 2017. Cards and payments income and other expense were both impacted by the 2018 adoption of the revenue recognition accounting standard. The new accounting standard had no impact to net income during 2018. Excluding the impact of the new revenue recognition accounting standard, cards and payments income increased for the three and nine months ended September 30, 2018, due to growth in credit and debit card fees, purchase and prepaid card fees, and merchant services income.

Service charges on deposit accounts

Service charges on deposit accounts decreased $6 million, or 6.6%, for the three months ended September 30, 2018, compared to the same period one year ago. For the nine months ended September 30, 2018, service charges on deposit accounts was down $3 million, or 1.1%, from the nine months ended September 30, 2017.

Other noninterest income

Other noninterest income includes operating lease income and other leasing gains, corporate services income,
corporate-owned life insurance income, consumer mortgage income, mortgage servicing fees, and other income. Other noninterest income increased $22 million, or 14.7%, from the year-ago quarter. This increase was primarily attributable to an increase in operating lease income and other leasing gains due to higher volumes, as well as $13 million of lease residual losses in the year-ago period.

For the nine months ended September 30, 2018, other noninterest income was up $24 million, or 4.5%, from the nine months ended September 30, 2017. Other income included a $78 million gain related to the sale of KIBS during the second quarter of 2018, compared to a $64 million gain from acquiring the remaining ownership in a merchant services joint venture in the second quarter of 2017. Corporate services income also contributed to the increase due to higher derivative income. Operating lease income and other leasing gains were negatively impacted by a $42 million lease residual loss in the second quarter of 2018, partially offset by $13 million of lease residual losses recognized in the third quarter of 2017.

Noninterest expense

As shown in Figure 9, noninterest expense was $964 million for the third quarter of 2018, compared to $992 million for the third quarter of 2017. Figure 9 gives a breakdown of our major categories of noninterest expense as a percentage of total noninterest expense for the third quarter of 2018. For the fourth quarter of 2018, we expect noninterest expense to be within 2% of our third quarter of 2018 results.

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Figure 9. Noninterest Expense

(a) Other noninterest expense includes equipment, operating lease expense, marketing, FDIC assessment, intangible asset amortization, OREO expense, net, and other expense. See the "Consolidated Statements of Income" in Item 1. Financial Statements of this report.

(a) See Figure 2 entitled "GAAP to Non-GAAP Reconciliations" which presents the computations of certain financial measures related to "cash efficiency." The table reconciles the GAAP performance measures to the corresponding non-GAAP measure, which provides a basis for period-to-period comparisons.

Personnel

As shown in Figure 10, personnel expense, the largest category of our noninterest expense, decreased by $6 million, or 1.1%, for the three months ended September 30, 2018, compared to the same period one year ago. This decrease was driven by lower levels of severance, salaries, and contract labor.

For the nine months ended September 30, 2018, personnel expense was up $64 million, or 3.8%, from the nine months ended September 30, 2017. This increase was partially due to recent acquisitions as well as accelerated technology investments and higher performance-based compensation.

Figure 10. Personnel Expense

	Three months ended September 30,		Change		Nine months ended September 30,		Change	
dollars in millions	**2018**	**2017**	**Amount**	**Percent**	**2018**	**2017**	**Amount**	**Percent**
Salaries and contract labor	**$ 335**	$ 339	$ (4)	(1.2)%	**$ 1,015**	$ 995	$ 20	2.0 %
Incentive and stock-based compensation	**138**	134	4	3.0	**430**	398	32	8.0
Employee benefits	**79**	81	(2)	(2.5)	**266**	256	10	3.9
Severance	**1**	5	(4)	(80.0)	**22**	20	2	10.0
Total personnel expense	**$ 553**	$ 559	$ (6)	(1.1)%	**$ 1,733**	$ 1,669	$ 64	3.8 %

Net occupancy

Net occupancy expense increased $2 million, or 2.7%, for the third quarter of 2018, compared to the same period one year ago. The increase during the third quarter of 2018 was primarily due to higher property reserve expenses partially offset by lower rental expenses.

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For the nine months ended September 30, 2018, net occupancy expense was down $6 million, or 2.5%, from the nine months ended September 30, 2017. The decrease was primarily due to lower property reserves, rental expenses, and property management fees.

Other noninterest expense

Other noninterest expense includes equipment, operating lease expense, marketing, FDIC assessment, intangible asset amortization, OREO expense, and other miscellaneous expense categories. Other noninterest expense decreased $14 million, or 5.5%, from the year-ago quarter. For the nine months ended September 30, 2018, other noninterest expense was down $74 million, or 9.5%, from the nine months ended September 30, 2017. The declines in other expense were primarily driven by $20 million charitable contributions made in both the first and second quarters of 2017. Other miscellaneous expenses also declined from the three and nine months ended September 30, 2017. These declines were partially offset by higher operating lease expenses driven by increased operating lease originations and costs related to recent acquisitions.

Income taxes

We recorded tax expense from continuing operations of $87 million for the third quarter of 2018 and $134 million for the third quarter of 2017. For the nine months ended September 30, 2018, we recorded tax expense from continuing operations of $252 million, compared to $386 million for the same period one year ago.

Our federal tax expense differs from the amount that would be calculated using the federal statutory tax rate, primarily because we generate income from investments in tax-advantaged assets, such as corporate-owned life insurance and credits associated with renewable energy and low-income housing investments, and make periodic adjustments to our tax reserves. Tax expense for the three months ended September 30, 2018, and September 30, 2017, was affected by net discrete income tax benefits of $12 million and $13 million, respectively. Excluding the discrete income tax expense, the tax expense for the third quarter of 2018 was $99 million.

Additional information pertaining to how our tax expense (benefit) and the resulting effective tax rates were derived is included in Note 14 ("Income Taxes") beginning on page 156 of our 2017 Form 10-K.

Line of Business Results

This section summarizes the financial performance of our two major business segments (operating segments): Key Community Bank and Key Corporate Bank. Note 18 ("Line of Business Results") describes the products and services offered by each of these business segments, provides more detailed financial information pertaining to the segments, and explains "Other Segments" and "Reconciling Items."

Figure 11 summarizes the contribution made by each major business segment to our "taxable-equivalent revenue from continuing operations" and "income (loss) from continuing operations attributable to Key" for the three- and nine-month periods ended September 30, 2018, and September 30, 2017.

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Figure 11. Major Business Segments — Taxable-Equivalent Revenue from Continuing Operations and Income (Loss) from Continuing Operations Attributable to Key

	Three months ended September 30,		Change		Nine months ended September 30,		Change	
dollars in millions	**2018**	**2017**	**Amount**	**Percent**	**2018**	**2017**	**Amount**	**Percent**
REVENUE FROM CONTINUING OPERATIONS (TE)								
Key Community Bank	**$994**	$945	$49	5.2 %	**$2,949**	$2,834	$115	4.1 %
Key Corporate Bank	**574**	561	13	2.3	**1,674**	1,736	(62)	(3.6)
Other Segments	**24**	42	(18)	(42.9)	**99**	132	(33)	(25.0)
Total Segments	**1,592**	1,548	44	2.8	**4,722**	4,702	20	.4
Reconciling Items [(a)]	**10**	6	4	N/M	**80**	(2)	82	N/M
Total	**$1,602**	$1,554	$48	3.1 %	**$4,802**	$4,700	$102	2.2 %
INCOME (LOSS) FROM CONTINUING OPERATIONS ATTRIBUTABLE TO KEY								
Key Community Bank	**$241**	$163	$78	47.9 %	**$681**	$506	$175	34.6 %
Key Corporate Bank	**199**	190	9	4.7	**574**	595	(21)	(3.5)
Other Segments	**22**	21	1	4.8	**65**	66	(1)	(1.5)
Total Segments	**462**	374	88	23.5	**1,320**	1,167	153	13.1
Reconciling Items [(a)]	**20**	(11)	31	N/M	**57**	(73)	130	N/M
Total	**$482**	$363	$119	32.8 %	**$1,377**	$1,094	$283	25.9 %

(a) Reconciling items consists primarily of the gain on the sale of KIBS for the nine-months ended September 30, 2018, the unallocated portion of merger-related charges for the three- and nine-months ended September 30, 2017, and items not allocated to the business segments because they do not reflect their normal operations.

Key Community Bank summary of operations

As shown in Figure 12, Key Community Bank recorded net income attributable to Key of $241 million for the third quarter of 2018, compared to $163 million for the year-ago quarter, benefiting from momentum in Key's core businesses and a lower tax rate as a result of tax reform.

TE net interest income increased in the third quarter of 2018 compared to the third quarter of 2017, primarily attributable to the benefit from higher interest rates and balance sheet growth, partially offset by lower purchase accounting accretion. Average loans and leases increased from the year-ago quarter largely driven by an $831 million, or 4.4%, increase in commercial and industrial loans. Additionally, average deposits increased driven by growth across multiple businesses, from the third quarter of 2017.

The provision for credit losses decreased from the year-ago quarter. Net loan charge-offs increased $2 million, or 4.9%, from the third quarter of 2017, as overall credit quality remained stable.

Noninterest income was down from the year-ago quarter, driven by lower service charges on deposit accounts and cards and payments income, which were impacted by the revenue recognition changes. This was partially offset by higher trust and investment services income which increased primarily due to higher assets under management from market growth.

Noninterest expense increased from the year-ago quarter. Personnel expense increased, primarily driven by higher production related incentive compensation and ongoing investments, including residential mortgage.

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Figure 12. Key Community Bank

dollars in millions	Three months ended September 30, 2018	2017	Change Amount	Percent	Nine months ended September 30, 2018	2017	Change Amount	Percent
SUMMARY OF OPERATIONS								
Net interest income (TE)	**$726**	$673	$53	7.9 %	**$2,129**	$1,978	$151	7.6 %
Noninterest income	**268**	272	(4)	(1.5)	**820**	856	(36)	(4.2)
Total revenue (TE)	**994**	945	49	5.2	**2,949**	2,834	115	4.1
Provision for credit losses	**43**	59	(16)	(27.1)	**128**	152	(24)	(15.8)
Noninterest expense	**635**	626	9	1.4	**1,928**	1,876	52	2.8
Income (loss) before income taxes (TE)	**316**	260	56	21.5	**893**	806	87	10.8
Allocated income taxes and TE adjustments	**75**	97	(22)	(22.7)	**212**	300	(88)	(29.3)
Net income (loss) attributable to Key	**$241**	$163	$78	47.9 %	**$681**	$506	$175	34.6 %
AVERAGE BALANCES								
Loans and leases	**$47,862**	$47,614	$248	.5 %	**$47,844**	$47,396	$448	.9 %
Total assets	**51,740**	51,642	98	.2	**51,739**	51,361	378	.7
Deposits	**82,259**	79,563	2,696	3.4	**81,053**	79,439	1,614	2.0
Assets under management at period end	**$40,575**	$38,660	$1,915	5.0 %	**$40,575**	$38,660	$1,915	5.0 %

ADDITIONAL KEY COMMUNITY BANK DATA

dollars in millions	Three months ended September 30, 2018	2017	Change Amount	Percent	Nine months ended September 30, 2018	2017	Change Amount	Percent
NONINTEREST INCOME								
Trust and investment services income	**$90**	$85	$5	5.9 %	**$271**	$253	$18	7.1 %
Services charges on deposit accounts	**72**	78	(6)	(7.7)	**226**	230	(4)	(1.7)
Cards and payments income	**59**	65	(6)	(9.2)	**170**	180	(10)	(5.6)
Other noninterest income	**47**	44	3	6.8	**153**	193	(40)	(20.7)
Total noninterest income	**$268**	$272	$(4)	(1.5)%	**$820**	$856	$(36)	(4.2)%
AVERAGE DEPOSITS OUTSTANDING								
NOW and money market deposit accounts	**$45,967**	$44,481	$1,486	3.3	**$45,129**	$44,795	$334	.7 %
Savings deposits	**4,923**	5,165	(242)	(4.7)%	**5,019**	5,242	(223)	(4.3)
Certificates of deposits ($100,000 or more)	**5,608**	4,195	1,413	33.7	**5,269**	4,031	1,238	30.7
Other time deposits	**5,019**	4,657	362	7.8	**4,937**	4,663	274	5.9
Noninterest-bearing deposits	**20,742**	21,065	(323)	(1.5)	**20,699**	20,708	(9)	—
Total deposits	**$82,259**	$79,563	$2,696	3.4 %	**$81,053**	$79,439	$1,614	2.0 %
HOME EQUITY LOANS								
Average balance	**$11,317**	$12,182						
Combined weighted-average loan-to-value ratio (at date of origination)	**70 %**	69 %						
Percent first lien positions	**60**	60						
OTHER DATA								
Branches	**1,166**	1,208						
Automated teller machines	**1,518**	1,588						

Key Corporate Bank summary of operations

As shown in Figure 13, Key Corporate Bank recorded net income attributable to Key of $199 million for the third quarter of 2018, compared to $190 million for the same period one year ago.

TE net interest income decreased in the third quarter of 2018 compared to the third quarter of 2017. This decline is primarily related to $7 million of lower purchase accounting accretion, as well as loan spread compression. Average loans and leases increased from the year-ago quarter driven by broad-based growth in commercial and industrial loans. Average deposit balances decreased from the year-ago quarter driven by the managed exit of higher cost corporate and public sector deposits offsetting growth in core deposits.

The provision for credit losses increased compared to the third quarter of 2017, mostly due to higher net loan charge-offs.

Noninterest income was up from the prior year. Investment banking and debt placement fees increased related to the acquisition of Cain Brothers and organic growth. Operating lease income and other leasing gains increased due

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to higher volumes, as well as lease residual losses in the year-ago period. These increases were slightly offset by lower trust and investment services income as well as declines in both mortgage fees due to lower transactional fees and corporate services income due to lower derivatives income.

Noninterest expense increased from the third quarter of 2017. The increase from the prior year was largely related to acquisitions and investments made throughout the year driving increases in personnel expense and intangible amortization, as well as higher operating lease expense, driven by increased volume.

Figure 13. Key Corporate Bank

	Three months ended September 30,		Change		Nine months ended September 30,		Change	
dollars in millions	2018	2017	Amount	Percent	2018	2017	Amount	Percent
SUMMARY OF OPERATIONS								
Net interest income (TE)	**$273**	$292	$(19)	(6.5)%	**$822**	$909	$(87)	(9.6)%
Noninterest income	**301**	269	32	11.9	**852**	827	25	3.0
Total revenue (TE)	**574**	561	13	2.3	**1,674**	1,736	(62)	(3.6)
Provision for credit losses	**20**	(11)	31	N/M	**62**	26	36	138.5
Noninterest expense	**316**	303	13	4.3	**953**	902	51	5.7
Income (loss) before income taxes (TE)	**238**	269	(31)	(11.5)	**659**	808	(149)	(18.4)
Allocated income taxes and TE adjustments	**39**	79	(40)	(50.6)	**85**	213	(128)	(60.1)
Net income (loss) attributable to Key	**$199**	$190	$9	4.7 %	**$574**	$595	$(21)	(3.5)%
AVERAGE BALANCES								
Loans and leases	**$39,714**	$38,021	$1,693	4.5 %	**$39,232**	$37,804	$1,428	3.8 %
Loans held for sale	**1,042**	1,521	(479)	(31.5)	**1,152**	1,208	(56)	(4.6)
Total assets	**46,860**	45,257	1,603	3.5	**46,544**	44,506	2,038	4.6
Deposits	**21,056**	21,559	(503)	(2.3)%	**20,977**	21,237	(260)	(1.2)%

ADDITIONAL KEY CORPORATE BANK DATA

	Three months ended September 30,		Change		Nine months ended September 30,		Change	
dollars in millions	2018	2017	Amount	Percent	2018	2017	Amount	Percent
NONINTEREST INCOME								
Trust and investment services income	**$27**	$34	$(7)	(20.6)%	**$85**	$106	$(21)	(19.8)%
Investment banking and debt placement fees	**162**	137	25	18.2	**456**	395	61	15.4
Operating lease income and other leasing gains	**34**	13	21	161.5	**51**	56	(5)	(8.9)
Corporate services income	**37**	40	(3)	(7.5)	**124**	116	8	6.9
Service charges on deposit accounts	**13**	13	—	—	**39**	37	2	5.4
Cards and payments income	**10**	10	—	—	**32**	29	3	10.3
Payments and services income	**60**	63	(3)	(4.8)	**195**	182	13	7.1
Mortgage servicing fees	**15**	18	(3)	(16.7)	**51**	47	4	8.5
Other noninterest income	**3**	4	(1)	(25.0)	**14**	41	(27)	(65.9)
Total noninterest income	**$301**	$269	$32	11.9 %	**$852**	$827	$25	3.0 %

Other Segments

Other Segments consist of Corporate Treasury, Key’s Principal Investing unit, and various exit portfolios. Other Segments generated net income attributable to Key of $22 million for the third quarter of 2018, compared to $21 million for the same period last year.

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Financial Condition

Loans and loans held for sale

Figure 14. Breakdown of Loans at September 30, 2018

[a] Other consumer loans include Consumer direct loans, Credit cards, and Consumer indirect loans. See Note 3 ("Loan Portfolio") Item 1. Financial Statements of this report.

At September 30, 2018, total loans outstanding from continuing operations were $89.3 billion, compared to $86.4 billion at December 31, 2017. For more information on balance sheet carrying value, see Note 1 ("Summary of Significant Accounting Policies") under the headings "Loans" and "Loans Held for Sale" on page 100 of our 2017 Form 10-K.

Commercial loan portfolio

Commercial loans outstanding were $66.0 billion at September 30, 2018, an increase of $3.2 billion, or 5.2%, compared to December 31, 2017, primarily driven by an increase in commercial and industrial loans. Figure 15 provides our commercial loan portfolios by industry classification at September 30, 2018, and December 31, 2017.

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Figure 15. Commercial Loans by Industry

September 30, 2018 *dollars in millions*	**Commercial and industrial**	**Commercial real estate**	**Commercial lease financing**	**Total commercial loans**	**Percent of total**
Industry classification:					
Agriculture	**$ 1,022**	**$ 174**	**$ 119**	**$ 1,315**	**2.0 %**
Automotive	**1,943**	**452**	**46**	**2,441**	**3.7**
Business products	**1,527**	**122**	**35**	**1,684**	**2.6**
Business services	**2,791**	**139**	**223**	**3,153**	**4.8**
Chemicals	**930**	**39**	**57**	**1,026**	**1.6**
Commercial real estate	**5,868**	**10,985**	**20**	**16,873**	**25.6**
Construction materials and contractors	**1,757**	**216**	**199**	**2,172**	**3.3**
Consumer discretionary	**3,805**	**534**	**485**	**4,824**	**7.3**
Consumer services	**3,252**	**779**	**212**	**4,243**	**6.4**
Equipment	**1,609**	**96**	**81**	**1,786**	**2.7**
Finance	**5,182**	**610**	**349**	**6,141**	**9.3**
Healthcare	**3,129**	**1,951**	**375**	**5,455**	**8.3**
Materials manufacturing and mining	**1,077**	**53**	**38**	**1,168**	**1.8**
Oil and gas	**1,647**	**42**	**59**	**1,748**	**2.6**
Public exposure	**2,670**	**47**	**992**	**3,709**	**5.6**
Technology	**930**	**26**	**66**	**1,022**	**1.5**
Transportation	**1,388**	**210**	**801**	**2,399**	**3.6**
Utilities	**3,912**	**4**	**313**	**4,229**	**6.4**
Other	**584**	**—**	**—**	**584**	**.9**
Total	**$ 45,023**	**$ 16,479**	**$ 4,470**	**$ 65,972**	**100.0 %**

December 31, 2017 *dollars in millions*	**Commercial and industrial**	**Commercial real estate**	**Commercial lease financing**	**Total commercial loans**	**Percent of total**
Industry classification:					
Agriculture	$ 995	$ 188	$ 142	$ 1,325	2.1 %
Automotive	2,156	473	73	2,702	4.3
Business products	1,395	132	36	1,563	2.5
Business services	2,735	159	237	3,131	5.0
Chemicals	856	48	63	967	1.5
Commercial real estate	5,731	10,600	23	16,354	26.1
Construction materials and contractors	1,635	243	161	2,039	3.3
Consumer discretionary	3,642	584	546	4,772	7.6
Consumer services	2,907	800	263	3,970	6.3
Equipment	1,496	134	89	1,719	2.7
Finance	3,999	49	341	4,389	7.0
Healthcare	3,236	2,224	390	5,850	9.3
Materials manufacturing and mining	1,156	46	38	1,240	2.0
Oil and gas	1,163	30	60	1,253	2.0
Public exposure	2,796	52	1,054	3,902	6.2
Technology	961	24	80	1,065	1.7
Transportation	1,435	245	890	2,570	4.1
Utilities	3,075	10	340	3,425	5.5
Other	490	7	—	497	.8
Total	$ 41,859	$ 16,048	$ 4,826	$ 62,733	100.0 %

Commercial and industrial. Commercial and industrial loans are the largest component of our loan portfolio, representing 50% of our total loan portfolio at September 30, 2018, and 48% at December 31, 2017. This portfolio is approximately 83% variable rate and consists of loans originated in both Key Corporate Bank and Key Community Bank to large corporate, middle market, and small business clients.

Commercial and industrial loans totaled $45.0 billion at September 30, 2018, an increase of $3.2 billion, or 7.6%, compared to December 31, 2017. The growth was broad-based and spread across most industry categories, including increased lending in the finance, utilities, and oil and gas industries, which, combined, accounted for approximately 79% of the growth at September 30, 2018.

Commercial real estate loans. Our commercial real estate portfolio includes both mortgage and construction loans, and is originated through two primary sources: our 15-state banking franchise, and KeyBank
Real Estate Capital, a national line of business that cultivates relationships with owners of commercial real estate
located both within and beyond the branch system. Approximately 70% of our average commercial real estate loans are generated by our KeyBank Real Estate Capital line of business. Nonowner-occupied properties, generally properties for which at least 50% of the debt service is provided by rental income from nonaffiliated third parties, represented 81% of total commercial real estate loans outstanding at September 30, 2018. Construction loans, which provide a stream of funding for properties not fully leased at origination to support debt service payments over the term of the contract or project, represented 11% of commercial real estate loans at period end.

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At September 30, 2018, commercial real estate loans totaled $16.5 billion, which includes $1.8 billion of construction loans. Compared to December 31, 2017, this portfolio increased $431 million, or 2.7%. We continue to focus primarily on owners of completed and stabilized commercial real estate in accordance with our relationship strategy.

As shown in Figure 16, our commercial real estate loan portfolio includes various property types and geographic
locations of the underlying collateral. These loans include commercial mortgage and construction loans in both Key
Community Bank and Key Corporate Bank.

Figure 16. Commercial Real Estate Loans

	Geographic Region							Total	Percent of Total	Construction	Commercial Mortgage
dollars in millions	West	Southwest	Central	Midwest	Southeast	Northeast	National				
September 30, 2018											
Nonowner-occupied:											
Retail properties	$ 130	$ 95	$ 117	$ 191	$ 186	$ 723	$ 352	$ 1,794	10.9 %	$ 125	$ 1,669
Multifamily properties	441	335	892	516	1,082	1,861	840	5,967	36.2	1,212	4,755
Health facilities	53	—	55	107	189	792	448	1,644	10.0	9	1,635
Office buildings	249	7	125	115	160	946	121	1,723	10.4	107	1,616
Warehouses	87	33	16	41	62	291	131	661	4.0	56	605
Manufacturing facilities	24	—	19	40	25	61	64	233	1.4	16	217
Hotels/Motels	95	—	19	—	6	225	30	375	2.3	—	375
Residential properties	1	—	—	3	20	159	—	183	1.1	72	111
Land and development	22	4	5	2	1	58	—	92	.6	70	22
Other	96	—	47	102	3	372	18	638	3.9	12	626
Total nonowner-occupied	1,198	474	1,295	1,117	1,734	5,488	2,004	13,310	80.8	1,679	11,631
Owner-occupied	858	24	266	504	69	1,448	—	3,169	19.2	84	3,085
Total	$ 2,056	$ 498	$ 1,561	$ 1,621	$ 1,803	$ 6,936	$ 2,004	16,479	100.0 %	$ 1,763	$ 14,716
December 31, 2017											
Total	$ 2,071	$ 387	$ 1,320	$ 1,730	$ 1,939	$ 7,758	$ 843	$ 16,048		$ 1,960	$ 14,088
September 30, 2018											
Nonowner-occupied:											
Nonperforming loans	—	—	—	$ 1	$ 9	$ 10	$ 62	$ 82	N/M	—	$ 82
Accruing loans past due 90 days or more	—	—	—	3	—	16	—	19	N/M	$ 6	13
Accruing loans past due 30 through 89 days	$ 7	$ —	$ 1	8	11	50	—	77	N/M	35	42

West – Alaska, California, Hawaii, Idaho, Montana, Oregon, Washington, and Wyoming
Southwest – Arizona, Nevada, and New Mexico
Central – Arkansas, Colorado, Oklahoma, Texas, and Utah
Midwest – Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin
Southeast – Alabama, Delaware, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, Washington D.C., and West Virginia
Northeast – Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont
National – Accounts in three or more regions

Consumer loan portfolio

Consumer loans outstanding decreased by $376 million, or 1.6%, from December 31, 2017, driven by continued declines in the home equity loan portfolio, largely the result of paydowns on home equity lines of credit, partly offset by growth in indirect auto lending.

The home equity portfolio is comprised of loans originated by our Key Community Bank within our 15-state footprint and is the largest segment of our consumer loan portfolio, representing 49% of consumer loans outstanding at September 30, 2018.

As shown in Figure 12, we held the first lien position for approximately 60% of the Key Community Bank home equity portfolio at both September 30, 2018, and September 30, 2017. For loans with real estate collateral, we track borrower performance monthly. Regardless of the lien position, credit metrics are refreshed quarterly, including recent FICO scores as well as updated loan-to-value ratios. This information is used in establishing the ALLL. Our methodology is described in Note 1 (“Summary of Significant Accounting Policies”) under the heading “Allowance for Loan and Lease Losses” beginning on page 102 of our 2017 Form 10-K.

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Figure 17. Consumer Loans by State

September 30, 2018	Real estate — residential mortgage	Home equity loans	Consumer direct loans	Credit cards	Consumer indirect loans	Total
State						
New York	$ 1,140	$2,949	$ 399	$396	$ 745	$5,629
Ohio	461	1,568	389	242	451	3,111
Washington	700	1,745	227	101	11	2,784
Pennsylvania	280	746	79	48	261	1,414
California	49	28	13	4	42	136
Colorado	248	516	78	34	2	878
Connecticut	1,124	424	26	22	147	1,743
Texas	1	16	9	3	19	48
Oregon	357	909	82	45	3	1,396
Massachusetts	263	50	21	5	336	675
Other	874	2,386	484	197	1,538	5,479
Total	$ 5,497	$11,339	$ 1,807	$1,098	$ 3,555	$23,296
December 31, 2017						
Total	$ 5,483	$12,028	$ 1,794	$1,106	$ 3,261	$23,672

Loan sales

As shown in Figure 18, during the first nine months of 2018, we sold $8.3 billion of loans. Sales of loans classified as held for sale generated net gains of $130 million in the first nine months of 2018.

Figure 18 summarizes our loan sales for the first nine months of 2018 and all of 2017.

Figure 18. Loans Sold (Including Loans Held for Sale)

in millions	Commercial	Commercial Real Estate	Commercial Lease Financing	Residential Real Estate	Total
2018					
Third quarter	**$ 45**	**$ 2,161**	**$ 52**	**$ 302**	**$2,560**
Second quarter	**253**	**2,266**	**144**	**308**	**2,971**
First quarter	**141**	**2,251**	**66**	**284**	**2,742**
Total	**$ 439**	**$ 6,678**	**$ 262**	**$ 894**	**$8,273**
2017					
Fourth quarter	$ 88	$ 3,394	$ 81	$ 275	$3,838
Third quarter	337	2,534	93	279	3,243
Second quarter	205	2,097	14	230	2,546
First quarter	49	2,011	83	194	2,337
Total	$ 679	$ 10,036	$ 271	$ 978	$11,964

Figure 19 shows loans that are either administered or serviced by us, but not recorded on the balance sheet; this includes loans that were sold.

Figure 19. Loans Administered or Serviced

in millions	**September 30, 2018**	**June 30, 2018**	**March 31, 2018**	**December 31, 2017**	**September 30, 2017**
Commercial real estate loans	**$ 270,771**	$ 256,062	$ 246,089	$ 238,718	$ 224,361
Residential mortgage	**5,046**	4,893	4,585	4,582	4,458
Education loans	**804**	845	888	932	974
Commercial lease financing	**892**	915	873	862	856
Commercial loans	**534**	518	498	488	458
Total	**$ 278,047**	$ 263,233	$ 252,933	$ 245,582	$ 231,107

In the event of default by a borrower, we are subject to recourse with respect to approximately $3.8 billion of the $278.0 billion of loans administered or serviced at September 30, 2018. Additional information about this recourse arrangement is included in Note 15 (“Contingent Liabilities and Guarantees”) under the heading “Recourse agreement with FNMA.”

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We derive income from several sources when retaining the right to administer or service loans that are sold. We earn noninterest income (recorded as "mortgage servicing fees") from fees for servicing or administering loans. This fee income is reduced by the amortization of related servicing assets. In addition, we earn interest income from investing funds generated by escrow deposits collected in connection with the servicing loans. Additional information about our mortgage servicing assets is included in Note 8 ("Mortgage Servicing Assets").

Securities

Our securities portfolio totaled $30.2 billion at September 30, 2018, compared to $30.0 billion at December 31, 2017. Available-for-sale securities were $18.3 billion at September 30, 2018, compared to $18.1 billion at December 31, 2017. Held-to-maturity securities were $11.9 billion at September 30, 2018, and $11.8 billion at December 31, 2017.

As shown in Figure 20, all of our mortgage-backed securities, which include both securities available for sale and held-to-maturity securities, are issued by government-sponsored enterprises or GNMA and traded in liquid secondary markets. These securities are recorded on the balance sheet at fair value for the available-for-sale portfolio and at amortized cost for the held-to-maturity portfolio. For more information about these securities, see Note 5 ("Fair Value Measurements") under the heading "Qualitative Disclosures of Valuation Techniques," and Note6 ("Securities").

Figure 20. Mortgage-Backed Securities by Issuer

in millions	**September 30, 2018**	**December 31, 2017**
FHLMC	**$ 5,820**	$ 5,897
FNMA	**10,781**	10,328
GNMA	**13,425**	13,543
Total [(a)]	**$ 30,026**	$ 29,768

(a) Includes securities held in the available-for-sale and held-to-maturity portfolios.

Securities available for sale

The majority of our securities available for sale portfolio consists of federal agency CMOs and mortgage-backed securities. CMOs are debt securities secured by a pool of mortgages or mortgage-backed securities. These mortgage securities generate interest income, serve as collateral to support certain pledging agreements, and provide liquidity value under regulatory requirements.

Figure 21 shows the composition, yields, and remaining maturities of our securities available for sale. For more information about these securities, including gross unrealized gains and losses by type of security and securities pledged, see Note 6 ("Securities").

Figure 21. Securities Available for Sale

dollars in millions	**U.S. Treasury, Agencies, and Corporations**	**States and Political Subdivisions**	**Agency Residential Collateralized Mortgage Obligations (a)**	**Agency Residential Mortgage-backed Securities (a)**	**Agency Commercial Mortgage-backed Securities (a)**	**Other Securities**	**Total**	**Weighted-Average Yield (b)**
September 30, 2018								
Remaining maturity:								
One year or less	**—**	**$ 3**	**$ 77**	**$ 13**	**—**	**—**	**$93**	**3.32 %**

After one through five years	**$ 143**	**4**	**8,465**	**1,177**	**$ 2,037**	**$ 20**	**11,846**	**2.30**
After five through ten years	**1**	**—**	**5,650**	**460**	**279**	**—**	**6,390**	**2.40**
After ten years	**1**	**—**	**—**	**11**	**—**	**—**	**12**	**3.06**
Fair value	**$ 145**	**$ 7**	**$ 14,192**	**$ 1,661**	**$ 2,316**	**$ 20**	**$ 18,341**	**—**
Amortized cost	**150**	**7**	**14,804**	**1,708**	**2,439**	**17**	**19,125**	**2.34 %**
Weighted-average yield (b)	**1.78 %**	**5.30 %**	**2.31 %**	**2.41 %**	**2.53 %**	**—**	**2.34 %**	**—**
Weighted-average maturity	**3.6 years**	**1.4 years**	**4.8 years**	**4.2 years**	**4.1 years**	**1.5 years**	**4.6 years**	**—**
December 31, 2017								
Fair value	$ 157	$ 9	$ 14,660	$ 1,439	$ 1,854	$ 20	$ 18,139	—
Amortized cost	159	9	14,985	1,456	1,920	17	18,546	2.09 %

(a) Maturity is based upon expected average lives rather than contractual terms.
(b) Weighted-average yields are calculated based on amortized cost. Such yields have been adjusted to a TE basis using the statutory federal income tax rate in effect that calendar year.

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Held-to-maturity securities

Federal agency CMOs and mortgage-backed securities constitute essentially all of our held-to-maturity securities. The remaining balance is comprised of foreign bonds. Figure 22 shows the composition, yields, and remaining maturities of these securities.

Figure 22. Held-to-Maturity Securities

dollars in millions	**Agency Residential Collateralized Mortgage Obligations (a)**	**Agency Residential Mortgage-backed Securities (a)**	**Agency Commercial Mortgage-backed Securities (a)**	**Other Securities**	**Total**	**Weighted-Average Yield (b)**
September 30, 2018						
Remaining maturity:						
One year or less	**$ 25**	**—**	**—**	**$ 6**	**$31**	**2.32 %**
After one through five years	**4,104**	**—**	**$ 2,071**	**6**	**6,181**	**2.36**
After five through ten years	**3,201**	**$ 508**	**1,948**	**—**	**5,657**	**2.45**
After ten years	**—**	**—**	**—**	**—**	**—**	**—**
Amortized cost	**$ 7,330**	**$ 508**	**$ 4,019**	**$ 12**	**$11,869**	**2.40 %**
Fair value	**6,930**	**486**	**3,833**	**12**	**11,261**	**—**
Weighted-average yield	**2.10 %**	**2.68 %**	**2.91 %**	**2.85 %**	**2.40 %**	**—**
Weighted-average maturity	**4.8 years**	**6.2 years**	**6.2 years**	**1.2 years**	**5.3 years**	**—**
December 31, 2017						
Amortized cost	$ 8,055	$ 574	$ 3,186	$ 15	$11,830	2.27 %
Fair value	7,831	571	3,148	15	11,565	—

(a) Maturity is based upon expected average lives rather than contractual terms.
(b) Weighted-average yields are calculated based on amortized cost. Such yields have been adjusted to a TE basis using the statutory federal income tax rate in effect that calendar year.

Deposits and other sources of funds

Figure 23. Breakdown of Deposits at September 30, 2018
Deposits are our primary source of funding. At September 30, 2018, our deposits totaled $105.8 billion, an increase of $545 million compared to December 31, 2017. The increase reflects strength in our retail banking franchise and growth from commercial relationships, as well as clients shifting to higher-yielding deposit products.

Wholesale funds, consisting of short-term borrowings and long-term debt, totaled $15.8 billion at September 30, 2018, compared to $15.3 billion at December 31, 2017. The increase in wholesale funds from December 31, 2017, reflects an increase in short-term borrowings driven by commercial lending.

Capital

The objective of capital management is to maintain capital levels consistent with our risk appetite and of a sufficient amount to operate under a wide range of economic conditions. We have identified three primary uses of capital:

1. Investing in our businesses, supporting our clients, and loan growth;
2. Maintaining or increasing our Common Share dividend; and

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3. Returning capital in the form of Common Share repurchases to our shareholders.

The following sections discuss certain ways we have deployed our capital. For further information, see the Consolidated Statements of Changes in Equity and Note 17 (“Shareholders' Equity”).

Dividends

Consistent with our 2018 capital plan, we paid a quarterly dividend of $.17 per Common Share for the third quarter of 2018. We made a payment of $12.50 per depositary share on the depositary shares related to our Series D Preferred Stock during the third quarter of 2018, for a total of $7 million. We made a payment of $.382813 per depositary share on the depositary shares related to our Series E Preferred Stock during the third quarter of 2018, for a total of $7 million.

Further information regarding the capital planning process and CCAR is included under the heading “Capital planning and stress testing” in the “Supervision and Regulation” section beginning on page 12 of our 2017 Form 10-K.

Common shares outstanding

Our Common Shares are traded on the NYSE under the symbol KEY with 34,865 holders of record at September 30, 2018. Our book value per Common Share was $13.33 based on 1.034 billion shares outstanding at September 30, 2018, compared to $13.09 per Common Share based on 1.069 billion shares outstanding at December 31, 2017. At September 30, 2018, our tangible book value per Common Share was $10.59, compared to $10.35 per Common Share at December 31, 2017.

Figure 24 shows activities that caused the change in outstanding common shares over the past five quarters.

Figure 24. Changes in Common Shares Outstanding

	2018			**2017**	
in thousands	**Third**	**Second**	**First**	**Fourth**	**Third**
Shares outstanding at beginning of period	**1,058,944**	**1,064,939**	**1,069,084**	1,079,039	1,092,739
Open market repurchases and return of shares under employee compensation plans	**(25,418)**	**(6,259)**	**(9,399)**	(10,617)	(15,298)
Shares issued under employee compensation plans (net of cancellations)	**761**	**264**	**5,254**	662	1,598
Shares outstanding at end of period	**1,034,287**	**1,058,944**	**1,064,939**	1,069,084	1,079,039

As shown above, Common Shares outstanding decreased by 24.7 million shares during the third quarter of 2018. This decrease was primarily due to common share repurchases under our 2018 capital plan.

At September 30, 2018, we had 222.4 million treasury shares, compared to 187.6 million treasury shares at December 31, 2017. Going forward we expect to reissue treasury shares as needed in connection with stock-based compensation awards and for other corporate purposes.

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Information on repurchases of Common Shares by KeyCorp is included in Part II, Item 2. “Unregistered Sales of Equity Securities and Use of Proceeds” of this report.

Preferred stock

On July 30, 2018, we issued $425 million of depositary shares, each representing a 1/40th ownership interest in a share of our Fixed Rate Perpetual Noncumulative Series F Preferred Stock. For more information on our preferred stock, see Note 17 (“Shareholders' Equity”).

Capital adequacy

Capital adequacy is an important indicator of financial stability and performance. All of our capital ratios remained in excess of regulatory requirements at September 30, 2018. Our capital and liquidity levels are intended to position us to weather an adverse operating environment while continuing to serve our clients’ needs, as well as to meet the Regulatory Capital Rules described in the “Supervision and regulation” section of Item 2 of this report. Our shareholders’ equity to assets ratio was10.96% at September 30, 2018, compared to 10.91% at December 31, 2017. Our tangible common equity to tangible assets ratio was 8.05% at September 30, 2018, compared to 8.23% at December 31, 2017. The minimum capital and leverage ratios under the Regulatory Capital Rules together with the estimated ratios of KeyCorp at September 30, 2018, calculated on a fully phased-in basis, are set forth under the heading “Basel III” in the “Supervision and regulation — Regulatory capital requirements” section in Item 2 of this report.

Figure 25 represents the details of our regulatory capital positions at September 30, 2018, and December 31, 2017, under the Regulatory Capital Rules. Information regarding the regulatory capital ratios of KeyCorp’s banking subsidiaries is presented annually, in Note24 (“Shareholders' Equity”) beginning on page 182 of our 2017 Form 10-K.

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Figure 25. Capital Components and Risk-Weighted Assets

dollars in millions	**September 30, 2018**	December 31, 2017
COMMON EQUITY TIER 1		
Key shareholders' equity (GAAP)	**$15,208**	$15,023
Less: Preferred Stock [a]	**1,421**	1,009
Common Equity Tier 1 capital before adjustments and deductions	**13,787**	14,014
Less: Goodwill, net of deferred taxes	**2,460**	2,495
Intangible assets, net of deferred taxes	**267**	266
Deferred tax assets	**27**	2
Net unrealized gains (losses) on available-for-sale securities, net of deferred taxes	**(599)**	(311)
Accumulated gains (losses) on cash flow hedges, net of deferred taxes	**(220)**	(122)
Amounts in AOCI attributed to pension and postretirement benefit costs, net of deferred taxes	**(383)**	(391)
Total Common Equity Tier 1 capital	**$12,235**	$12,075
TIER 1 CAPITAL		
Common Equity Tier 1	**$12,235**	$12,075
Additional Tier 1 capital instruments and related surplus	**1,421**	1,009
Less: Deductions	**—**	1
Total Tier 1 capital	**13,656**	13,083
TIER 2 CAPITAL		
Tier 2 capital instruments and related surplus	**1,344**	1,310
Allowance for losses on loans and liability for losses on lending-related commitments [b]	**962**	952
Less: Deductions	**—**	—
Total Tier 2 capital	**2,306**	2,262
Total risk-based capital	**$15,962**	$15,345
RISK-WEIGHTED ASSETS		
Risk-weighted assets on balance sheet	**$98,200**	$94,735
Risk-weighted off-balance sheet exposure	**23,725**	23,058
Market risk-equivalent assets	**983**	1,019
Gross risk-weighted assets	**122,908**	118,812
Less: Excess allowance for loan and lease losses	**—**	—
Net risk-weighted assets	**$122,908**	$118,812
AVERAGE QUARTERLY TOTAL ASSETS	**$136,201**	$134,484
CAPITAL RATIOS		
Tier 1 risk-based capital	**11.11%**	11.01%
Total risk-based capital	**12.99**	12.92
Leverage [c]	**10.03**	9.73
Common Equity Tier 1	**9.95**	10.16

(a) Net of capital surplus.

(b) The ALLL included in Tier 2 capital is limited by regulation to 1.25% of the institution's standardized total risk-weighted assets (excluding its standardized market risk-weighted assets). The ALLL includes $14 million and $16 million of allowance classified as "discontinued assets" on the balance sheet at September 30, 2018, and December 31, 2017, respectively.

(c) This ratio is Tier 1 capital divided by average quarterly total assets as defined by the Federal Reserve less: (i) goodwill, (ii) the disallowed intangible and deferred tax assets, and (iii) other deductions from assets for leverage capital purposes.

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Risk Management

Overview

Like all financial services companies, we engage in business activities and assume the related risks. The most significant risks we face are credit, compliance, operational, liquidity, market, reputation, strategic, and model risks. Our risk management activities are focused on ensuring that we properly identify, measure, and manage such risks across the entire enterprise to maintain safety and soundness, and to maximize profitability. There have been no significant changes in our Risk Management practices as described under the heading “Risk Management” beginning on page 67 of our 2017 Form 10-K.

Market risk management

Market risk is the risk that movements in market risk factors, including interest rates, foreign exchange rates, equity prices, commodity prices, credit spreads, and volatilities will reduce Key’s income and the value of its portfolios. These factors influence prospective yields, values, or prices associated with the instrument. We are exposed to market risk both in our trading and nontrading activities, which include asset and liability management activities. Information regarding our fair value policies, procedures, and methodologies is provided in Note 1 (“Summary of Significant Accounting Policies”) under the heading “Fair Value Measurements” on page 103 of our2017 Form 10-K and Note 5 (“Fair Value Measurements”) in this report.

Trading market risk

Key incurs market risk as a result of trading activities that are used in support of client facilitation and hedging activities, principally within our investment banking and capital markets businesses. Key has exposures to a wide range of risk factors including interest rates, equity prices, foreign exchange rates, credit spreads, and commodity prices, as well as the associated implied volatilities and spreads. Our primary market risk exposures are a result of trading and hedging activities in the derivative, fixed income, and foreign exchange markets, including securitization exposures. At September 30, 2018, we did not have any re-securitization positions. We maintain modest trading inventories to facilitate customer flow, make markets in securities, and hedge certain risks including but not limited to credit risk and interest rate risk. The risks associated with these activities are mitigated in accordance with the Market Risk hedging policy. The majority of our positions are traded in active markets.

Market risk management is an integral part of Key’s risk culture. The Risk Committee of our Board provides oversight of trading market risks. The ERM Committee and the Market Risk Committee regularly review and discuss market risk reports prepared by our MRM that contain our market risk exposures and results of monitoring activities. Market risk policies and procedures have been defined and approved by the Market Risk Committee, a Tier 2 Risk Governance Committee, and take into account our tolerance for risk and consideration for the business environment. For more information regarding monitoring of trading positions and the activities related to the Market Risk Rule compliance see ”Market Risk Management” beginning on page 68 of our 2017 Form 10-K.

VaR and stressed VaR. VaR is the estimate of the maximum amount of loss on an instrument or portfolio due to adverse market conditions during a given time interval within a stated confidence level. Stressed VaR is used to assess extreme conditions on market risk within our trading portfolios. The MRM calculates VaR and stressed VaR on a daily basis, and the results are distributed to appropriate management. VaR and stressed VaR results are also provided to our regulators and utilized in regulatory capital calculations.

We use a historical simulation VaR model to measure the potential adverse effect of changes in interest rates, foreign exchange rates, equity prices, and credit spreads on the fair value of our covered positions and other non-covered positions. We analyze market risk by portfolios and do not separately measure and monitor our portfolios by risk type. VaR is calculated using daily observations over a one-year time horizon and approximates a 95% confidence level. Statistically, this means that we would expect to incur losses greater than VaR, on average, five out of 100 trading days, or three to four times each quarter. We also calculate VaR and stressed VaR at a 99% confidence level. For more information regarding our VaR model, its governance and assumptions, see "Market Risk Management" on page 68 of our 2017 Form 10-K.

Actual losses for the total covered positions did not exceed aggregate daily VaR on any day during the quarters ended September 30, 2018, and September 30, 2017. The MRM backtests our VaR model on a daily basis to evaluate its predictive power. The test compares VaR model results at the 99% confidence level to daily held profit

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and loss. Results of backtesting are provided to the MRC. Backtesting exceptions occur when trading losses exceed VaR. We do not engage in correlation trading, or utilize the internal model approach for measuring default and credit migration risk. Our net VaR approach incorporates diversification, but our VaR calculation does not include the impact of counterparty risk and our own credit spreads on derivatives.

The aggregate VaR at the 99% confidence level with a one day holding period for all covered positions was $.8 million at September 30, 2018, and $.6 million at September 30, 2017. Figure 26 summarizes our VaR at the 99% confidence level with a one day holding period for significant portfolios of covered positions for the three months ended September 30, 2018, and September 30, 2017.

Figure 26. VaR for Significant Portfolios of Covered Positions

	2018				2017			
	Three months ended September 30,				Three months ended September 30,			
in millions	High	Low	Mean	September 30,	High	Low	Mean	September 30,
Trading account assets:								
Fixed income	**$ .9**	**$ .4**	**$ .7**	**$ .4**	$ 1.0	$ .3	$ .6	$ .3
Derivatives:								
Interest rate	**$ .2**	**.1**	**$ .1**	**$ .1**	$ .2	$ .1	$ .1	$ .1

Stressed VaR is calculated by running the portfolios through a predetermined stress period which is approved by the MRC and is calculated at the 99% confidence level using the same model and assumptions used for general VaR. The aggregate stressed VaR for all covered positions was $5.9 million at September 30, 2018, and $2.9 million at September 30, 2017. Figure 27 summarizes our stressed VaR at the 99% confidence level with a one day holding period for significant portfolios of covered positions for the three months ended September 30, 2018, and September 30, 2017.

Figure 27. Stressed VaR for Significant Portfolios of Covered Positions

	2018				2017			
	Three months ended September 30,				Three months ended September 30,			
in millions	High	Low	Mean	September 30,	High	Low	Mean	September 30,
Trading account assets:								
Fixed income	**$ 4.9**	**$ 2.7**	**$ 4.0**	**$ 4.2**	$ 4.0	$ 1.9	$ 2.5	$ 1.9
Derivatives:								
Interest rate	**$ .7**	**$ .3**	**$ .4**	**$ .7**	$ .4	$ .1	$ .2	$ .4

Internal capital adequacy assessment. Market risk is a component of our internal capital adequacy assessment. Our risk-weighted assets include a market risk-equivalent asset amount, which consists of a VaR component, stressed VaR component, a *de minimis* exposure amount, and a specific risk add-on including the securitization positions. The aggregate market value of the securitization positions as defined by the Market Risk Rule was $27 million at September 30, 2018, all of which were nonagency mortgage-backed securities positions. Specific risk is the price risk of individual financial instruments, which is not accounted for by changes in broad market risk factors and is measured through a standardized approach. Market risk weighted assets, including the specific risk calculations, are run quarterly by the MRM in accordance with the Market Risk Rule, and approved by the Chief Market Risk Officer.

Nontrading market risk

Most of our nontrading market risk is derived from interest rate fluctuations and its impacts on our traditional loan and deposit products, as well as investments, hedging relationships, long-term debt, and certain short-term borrowings. Interest rate risk, which is inherent in the banking industry, is measured by the potential for fluctuations in net interest income and the EVE that result from changes in interest rates and differences in the repricing and maturity characteristics of assets and liabilities. We manage the exposure to changes in net interest income and the EVE in accordance with our risk appetite and in accordance with the Board approved ERM policy.

Interest rate risk positions are influenced by a number of factors, including the balance sheet positioning that arises out of customer preferences for loan and deposit products, economic conditions, the competitive environment within our markets, changes in market interest rates that affect client activity, and our hedging, investing, funding, and capital positions. The primary components of interest rate risk exposure consist of reprice risk, basis risk, yield curve risk, and option risk.

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- ***"Reprice risk"*** is the exposure to changes in the level of interest rates and occurs when the volume of interest-bearing liabilities and the volume of interest-earning assets they fund (e.g., deposits used to fund loans) do not mature or reprice at the same time.
- ***"Basis risk"*** is the exposure to asymmetrical changes in interest rate indices and occurs when floating-rate assets and floating-rate liabilities reprice at the same time, but in response to different market factors or indexes.
- ***"Yield curve risk"*** is the exposure to nonparallel changes in the slope of the yield curve (where the yield curve depicts the relationship between the yield on a particular type of security and its term to maturity) and occurs when interest-bearing liabilities and the interest-earning assets that they fund do not price or reprice to the same term point on the yield curve.
- ***"Option risk"*** is the exposure to a customer or counterparty's ability to take advantage of the interest rate environment and terminate or reprice one of our assets, liabilities, or off-balance sheet instruments prior to contractual maturity without a penalty. Option risk occurs when exposures to customer and counterparty early withdrawals or prepayments are not mitigated with an offsetting position or appropriate compensation.

The management of nontrading market risk is centralized within Corporate Treasury. The Risk Committee of our Board provides oversight of nontrading market risk. The ERM Committee and the ALCO review reports on the interest rate risk exposures described above. In addition, the ALCO reviews reports on stress tests and sensitivity analyses related to interest rate risk. The ERM Committee and the ALCO have various responsibilities related to managing nontrading market risk, including recommending, approving, and monitoring strategies that maintain risk positions within approved tolerance ranges. The A/LM policy provides the framework for the oversight and management of interest rate risk and is administered by the ALCO. The MRM, as the second line of defense, provides additional oversight.

Net interest income simulation analysis. The primary tool we use to measure our interest rate risk is simulation analysis. For purposes of this analysis, we estimate our net interest income based on the current and projected composition of our on- and off-balance sheet positions, accounting for recent and anticipated trends in customer activity. The analysis also incorporates assumptions for the current and projected interest rate environments, and balance sheet growth projections based on a most likely macroeconomic view. The results of simulation analysis reflect management's desired interest rate risk positioning. The modeling incorporates investment portfolio and swap portfolio balances consistent with management's desired interest rate risk positioning. The simulation model estimates the amount of net interest income at risk by simulating the change in net interest income that would occur if interest rates were to gradually increase or decrease over the next 12 months. Our standard rate scenarios encompass a gradual, parallel increase or decrease of 200 basis points. After calculating the amount of net interest income at risk to interest rate changes, we compare that amount with the net interest income generated in an unchanged interest rate environment.

Figure 28 presents the results of the simulation analysis at September 30, 2018, and September 30, 2017. At September 30, 2018, our simulated impact to changes in interest rates was modestly asset-sensitive. In September 2018, the Federal Reserve increased the range for the Federal Funds Target Rate, which led to an increase in the magnitude of the declining rate scenario to 200 basis points. Tolerance levels for risk management require the development of remediation plans to maintain residual risk within tolerance if simulation modeling demonstrates that a gradual, parallel 200 basis point increase or 200 basis point decrease in interest rates over the next 12 months would adversely affect net interest income over the same period by more than 5.5%.

Figure 28. Simulated Change in Net Interest Income

	September 30, 2018		**September 30, 2017**	
Basis point change assumption (short-term rates)	**-200**	**+200**	-125	+200
Tolerance level	**-5.50%**	**-5.50%**	-5.50%	-5.50%
Interest rate risk assessment	**-5.25%**	**2.95 %**	-5.24%	1.07 %

Simulation analysis produces a sophisticated estimate of interest rate exposure based on assumptions input into the model. We tailor certain assumptions to the specific interest rate environment and yield curve shape being modeled, and validate those assumptions on a regular basis. However, actual results may differ from those derived in simulation analysis due to unanticipated changes to the balance sheet composition, customer behavior, product pricing, market interest rates, changes in management's desired interest rate risk positioning, investment, funding and hedging activities, and repercussions from unanticipated or unknown events.

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We also perform regular stress tests and sensitivity analyses on the model inputs that could materially change the resulting risk assessments. Assessments are performed using different shapes of the yield curve, including steepening or flattening of the yield curve, immediate changes in market interest rates, and changes in the relationship of money market interest rates. Assessments are also performed on changes to the following assumptions: loan and deposit balances, the pricing of deposits without contractual maturities, changes in lending spreads, prepayments on loans and securities, investment, funding and hedging activities, and liquidity and capital management strategies.

The results of additional assessments indicate that net interest income could increase or decrease from the base simulation results presented in Figure 28. Net interest income is highly dependent on the timing, magnitude, frequency, and path of interest rate changes and the associated assumptions for deposit repricing relationships, lending spreads, and the balance behavior of transaction accounts. If fixed rate assets increase by $1 billion, or fixed rate liabilities decrease by $1 billion, then the benefit to rising rates would decrease by approximately 25 basis points. If the interest-bearing liquid deposit beta assumption increases or decreases by 5% (e.g. 50% to 55%), then the benefit to rising rates would change by approximately 85 basis points.

Our current interest rate risk position could fluctuate to higher or lower levels of risk depending on the competitive environment and client behavior that may affect the actual volume, mix, maturity, and repricing characteristics of loan and deposit flows. Corporate Treasury discretionary activities related to funding, investing, and hedging may also change as a result of changes in customer business flows or changes in management’s desired interest rate risk positioning. As changes occur to both the configuration of the balance sheet and the outlook for the economy, management proactively evaluates hedging opportunities that may change our interest rate risk profile.

We also conduct simulations that measure the effect of changes in market interest rates in the second and third years of a three-year horizon. These simulations are conducted in a manner similar to those based on a 12-month horizon. To capture longer-term exposures, we calculate exposures to changes of the EVE as discussed in the following section.

Economic value of equity modeling. EVE complements net interest income simulation analysis as it estimates risk exposure beyond 12-, 24-, and 36-month horizons. EVE modeling measures the extent to which the economic values of assets, liabilities and off-balance sheet instruments may change in response to fluctuations in interest rates. EVE is calculated by subjecting the balance sheet to an immediate 200 basis point increase or decrease in interest rates, measuring the resulting change in the values of assets, liabilities, and off-balance sheet instruments, and comparing those amounts with the base case of the current interest rate environment. This analysis is highly dependent upon assumptions applied to assets and liabilities with non-contractual maturities. Those assumptions are based on historical behaviors, as well as our expectations. We develop remediation plans that would maintain residual risk within tolerance if this analysis indicates that our EVE will decrease by more than 15% in response to an immediate increase or decrease in interest rates. We are operating within these guidelines as of September 30, 2018.

Management of interest rate exposure. We use the results of our various interest rate risk analyses to formulate A/LM strategies to achieve the desired risk profile while managing to our objectives for capital adequacy and liquidity risk exposures. Specifically, we manage interest rate risk positions by purchasing securities, issuing term debt with floating or fixed interest rates, and using derivatives. We predominantly use interest rate swaps and options, which modify the interest rate characteristics of certain assets and

liabilities. During the three months ended September 30, 2018, we terminated $5.2 billion of swaps that were scheduled to mature in 2019 and invested in interest rate floor contracts to enhance our asset sensitivity position and maintain our moderate risk profile.

Figure 29 shows all swap positions that we hold for A/LM purposes. These positions are used to convert the contractual interest rate index of agreed-upon amounts of assets and liabilities (i.e., notional amounts) to another interest rate index. For example, fixed-rate debt is converted to a floating rate through a “receive fixed/pay variable” interest rate swap. The volume, maturity, and mix of portfolio swaps change frequently as we adjust our broader A/LM objectives and the balance sheet positions to be hedged. For more information about how we use interest rate swaps to manage our risk profile, see Note 7 (“Derivatives and Hedging Activities”).

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Figure 29. Portfolio Swaps by Interest Rate Risk Management Strategy

	September 30, 2018					December 31, 2017	
			Weighted-Average				
dollars in millions	Notional Amount	Fair Value	Maturity (Years)	Receive Rate	Pay Rate	Notional Amount	Fair Value
Receive fixed/pay variable — conventional A/LM [a]	**$ 12,345**	**$ (217)**	**2.4**	**2.0 %**	**2.1 %**	$ 16,425	$ (126)
Receive fixed/pay variable — conventional debt	**10,141**	**(145)**	**3.0**	**1.9**	**2.2**	9,691	(9)
Floors — conventional A/LM [b]	**4,760**	**—**	**1.0**	**—**	**—**	—	—
Pay fixed/receive variable — conventional debt	**50**	**(2)**	**9.8**	**2.3**	**3.6**	50	(6)
Total portfolio swaps	**$ 27,296**	**$ (364)** [c]	**2.4**	**1.6 %**	**1.8 %**	$ 26,166	$ (141) [c]

(a) Portfolio swaps designated as A/LM are used to manage interest rate risk tied to both assets and liabilities.
(b) Conventional A/LM floors do not have a stated receive rate or pay rate and are given a strike price on the option.
(c) Excludes accrued interest of $404 million and $176 million at September 30, 2018, and December 31, 2017, respectively.

Liquidity risk management

Liquidity risk, which is inherent in the banking industry, is measured by our ability to accommodate liability maturities and deposit withdrawals, meet contractual obligations, and fund new business opportunities at a reasonable cost, in a timely manner, and without adverse consequences. Liquidity management involves maintaining sufficient and diverse sources of funding to accommodate planned, as well as unanticipated, changes in assets and liabilities under both normal and adverse conditions.

Factors affecting liquidity

Our liquidity could be adversely affected by both direct and indirect events. An example of a direct event would be a downgrade in our public credit ratings by a rating agency. Examples of indirect events (events unrelated to us) that could impair our access to liquidity would be an act of terrorism or war, natural disasters, political events, or the default or bankruptcy of a major corporation, mutual fund or hedge fund. Similarly, market speculation, or rumors about us or the banking industry in general, may adversely affect the cost and availability of normal funding sources.

Our credit ratings at September 30, 2018, are shown in Figure 30. We believe these credit ratings, under normal conditions in the capital markets, would enable KeyCorp or KeyBank to issue fixed income securities to investors.

Figure 30. Credit Ratings

September 30, 2018	Short-Term Borrowings	Long-Term Deposits	Senior Long-Term Debt	Subordinated Long-Term Debt	Capital Securities	Preferred Stock
KEYCORP (THE PARENT COMPANY)						
Standard & Poor's	A-2	N/A	BBB+	BBB	BB+	BB+
Moody's	P-2	N/A	Baa1	Baa1	Baa2	Baa3
Fitch Ratings, Inc.	F1	N/A	A-	BBB+	BB+	BB
DBRS, Inc.	R-1 (low)	N/A	A (low)	BBB (high)	BBB (high)	BBB (low)
KEYBANK						
Standard & Poor's	A-2	N/A	A-	BBB+	N/A	N/A
Moody's	P-2	Aa3	A3	Baa1	N/A	N/A
Fitch Ratings, Inc.	F1	A	A-	BBB+	N/A	N/A
DBRS, Inc.	R-1 (low)	A	A	A (low)	N/A	N/A

Sources of liquidity

Our primary source of funding for KeyBank is retail and commercial deposits. As of September 30, 2018, our loan-to-deposit ratio was 87%. In addition, we also have access to various sources of wholesale funding, maintain a portfolio of liquid assets, and have borrowing capacity at the FHLB and Federal Reserve Bank of Cleveland. Our liquid asset portfolio at September 30, 2018, totaled $23.5 billion, consisting of $21.3 billion of unpledged securities, $217 million of securities available for secured funding at the FHLB, and $2.0 billion of net balances of federal funds sold and balances in our Federal Reserve account. Additionally, as of September 30, 2018, our unused borrowing capacity secured by loan collateral was $26.0 billion at the Federal Reserve Bank of Cleveland and $7.2 billion at the FHLB. During the third quarter of 2018, our outstanding FHLB advances increased as $30 million of term advances were added.

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Liquidity for KeyCorp

The primary source of liquidity for KeyCorp is from subsidiary dividends, primarily from KeyBank. KeyCorp has sufficient liquidity when it can service its debt, support customary corporate operations and activities (including acquisitions), support occasional guarantees of subsidiaries' obligations in transactions with third parties at a reasonable cost, in a timely manner, and without adverse consequences, and pay dividends to shareholders.

At September 30, 2018, KeyCorp held $3.1 billion in cash, which we projected to be sufficient to meet our projected obligations, including the repayment of our maturing debt obligations for the periods prescribed by our risk tolerance.

Typically, KeyCorp meets its liquidity requirements through regular dividends from KeyBank. During the third quarter of 2018, KeyBank paid $400 million in dividends to KeyCorp. As of September 30, 2018, KeyBank had regulatory capacity to pay $1.3 billion in dividends to KeyCorp without prior regulatory approval.

Our liquidity position and recent activity

Over the past quarter, our liquid asset portfolio, which includes overnight and short-term investments, as well as unencumbered, high quality liquid securities held as protection against a range of potential liquidity stress scenarios, has decreased as a result of lower balances held at the Federal Reserve. The liquid asset portfolio continues to exceed the amount that we estimate would be necessary to manage through an adverse liquidity event by providing sufficient time to develop and execute a longer-term solution.

We generate cash flows from operations and from investing and financing activities. We have approximately $157 million of cash, cash equivalents, and short-term investments in international tax jurisdictions as of September 30, 2018. As we consider alternative long-term strategic and liquidity plans, opportunities to repatriate these amounts would result in approximately $2 million in taxes to be paid. We have included the appropriate amount as a deferred tax liability at September 30, 2018.

The Consolidated Statements of Cash Flows summarize our sources and uses of cash by type of activity for the nine-month periods ended September 30, 2018, and September 30, 2017.

For more information regarding liquidity governance structure, factorings affecting liquidity, management of liquidity risk at KeyBank and KeyCorp, long-term liquidity strategies, and other liquidity programs, see "Liquidity Risk Management" beginning on page 73 of our 2017 Form 10-K.

Credit risk management

Credit risk is the risk of loss to us arising from an obligor's inability or failure to meet contractual payment or performance terms. Like other financial services institutions, we make loans, extend credit, purchase securities, add financial and payments products, and enter into financial derivative contracts, all of which have related credit risk.

Credit policy, approval, and evaluation

We manage credit risk exposure through a multifaceted program. The Credit Risk Committee approves management credit policies and recommends for approval significant credit policies to the appropriate Board committee or to the Board. These policies are communicated throughout the organization to foster a consistent approach to granting credit. There have been no significant changes in our Credit Risk Management practices as described under the heading “Credit risk management” beginning on page 76 of our 2017 Form 10-K.

Allowance for loan and lease losses

We estimate the appropriate level of the ALLL on at least a quarterly basis. The methodology used is described in Note 1 (“Summary of Significant Accounting Policies”) under the heading “Allowance for Loan and Lease Losses” beginning on page 102 of our2017 Form 10-K. Briefly, our allowance applies incurred loss rates to existing loans with similar risk characteristics. We exercise judgment to assess any adjustment to the incurred loss rates for the impact of factors such as changes in economic conditions, lending policies including underwriting standards, and the level of credit risk associated with specific industries and markets. The ALLL at September 30, 2018, represents

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our best estimate of the incurred credit losses inherent in the loan portfolio at that date. For more information about impaired loans, see Note 4 (“Asset Quality”).

As shown in Figure 31, our ALLL from continuing operations increased by $10 million, or 1.1%, from December 31, 2017. Our commercial ALLL increased by $19 million, or 2.6%, from December 31, 2017, primarily because of loan growth in the commercial and industrial loan portfolio, as well as credit quality migration. Our consumer ALLL decreased by $9 million, or 6.3%, from December 31, 2017, primarily due to continued improvement in credit quality metrics and modest decreases in the portfolio.

Figure 31. Allocation of the Allowance for Loan Lease Losses

	September 30, 2018			**December 31, 2017**		
dollars in millions	**Amount**	**Percent of Allowance to Total Allowance**	**Percent of Loan Type to Total Loans**	**Amount**	**Percent of Allowance to Total Allowance**	**Percent of Loan Type to Total Loans**
Commercial and industrial	**$ 543**	**61.2 %**	**50.4 %**	$ 529	60.3 %	48.4 %
Commercial real estate:						
Commercial mortgage	**143**	**16.1**	**16.5**	133	15.2	16.3
Construction	**31**	**3.5**	**2.0**	30	3.4	2.3
Total commercial real estate loans	**174**	**19.6**	**18.5**	163	18.6	18.6
Commercial lease financing	**37**	**4.2**	**5.0**	43	4.9	5.6
Total commercial loans	**754**	**85.0**	**73.9**	735	83.8	72.6
Real estate — residential mortgage	**9**	**1.0**	**6.2**	7	.8	6.3
Home equity loans	**34**	**3.8**	**12.7**	43	4.9	13.9
Consumer direct loans	**26**	**2.9**	**2.0**	28	3.2	2.1
Credit cards	**45**	**5.1**	**1.2**	44	5.0	1.3
Consumer indirect loans	**19**	**2.2**	**4.0**	20	2.3	3.8
Total consumer loans	**133**	**15.0**	**26.1**	142	16.2	27.4
Total loans [(a)]	**$ 887**	**100.0 %**	**100.0 %**	$ 877	100.0 %	100.0 %

(a) Excludes allocations of the ALLL related to the discontinued operations of the education lending business in the amount of $14 million at September 30, 2018, and $16 million at December 31, 2017.

Net loan charge-offs

Figure 32 shows the trend in our net loan charge-offs by loan type, while the composition of loan charge-offs and recoveries by type of loan is presented in Figure 33.

Over the past 12 months, net loan charge-offs increased $28 million. This increase includes a large recovery that occurred in the third quarter of 2017.

Figure 32. Net Loan Charge-offs from Continuing Operations [(a)]

	2018			**2017**	
dollars in millions	**Third**	**Second**	**First**	**Fourth**	**Third**
Commercial and industrial	**$ 33**	**$ 32**	**$ 31**	$ 24	$ 4
Real estate — Commercial mortgage	**5**	**1**	**1**	1	5
Real estate — Construction	**—**	**—**	**(1)**	—	2
Commercial lease financing	**1**	**4**	**—**	4	(2)
Total commercial loans	**39**	**37**	**31**	29	9
Real estate — Residential mortgage	**—**	**—**	**1**	1	(1)

Home equity loans	**1**	**3**	**1**	4	2
Consumer direct loans	**9**	**7**	**6**	6	7
Credit cards	**8**	**10**	**11**	9	10
Consumer indirect loans	**3**	**3**	**4**	3	5
Total consumer loans	**21**	**23**	**23**	23	23
Total net loan charge-offs	**$60**	**$ 60**	**$ 54**	$52	$ 32
Net loan charge-offs to average loans	**.27 %**	**.27 %**	**.25 %**	.24 %	.15 %
Net loan charge-offs from discontinued operations — education lending business	**$3**	**$ 2**	**$ 2**	$4	$ 8

(a) Credit amounts indicate that recoveries exceeded charge-offs.

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Figure 33. Summary of Loan and Lease Loss Experience from Continuing Operations

	Three months ended September 30,		Nine months ended September 30,	
dollars in millions	**2018**	**2017**	**2018**	**2017**
Average loans outstanding	**$88,467**	$86,814	**$88,018**	$86,485
Allowance for loan and lease losses at beginning of period	**$887**	$870	**$877**	$858
Loans charged off:				
Commercial and industrial	**38**	29	**114**	101
Real estate — commercial mortgage	**6**	6	**9**	9
Real estate — construction	**—**	2	**—**	2
Commercial lease financing	**4**	1	**9**	9
Total commercial loans	**48**	38	**132**	121
Real estate — residential mortgage	**2**	—	**3**	2
Home equity loans	**4**	6	**14**	23
Consumer direct loans	**10**	8	**27**	26
Credit cards	**10**	11	**34**	34
Consumer indirect loans	**7**	8	**22**	24
Total consumer loans	**33**	33	**100**	109
Total loans charged off	**81**	71	**232**	230
Recoveries:				
Commercial and industrial	**5**	25	**18**	32
Real estate — commercial mortgage	**1**	1	**2**	1
Real estate — construction	**—**	—	**1**	1
Commercial lease financing	**3**	3	**4**	5
Total commercial loans	**9**	29	**25**	39
Real estate — residential mortgage	**2**	1	**2**	4
Home equity loans	**3**	4	**9**	12
Consumer direct loans	**1**	1	**5**	4
Credit cards	**2**	1	**5**	4
Consumer indirect loans	**4**	3	**12**	11
Total consumer loans	**12**	10	**33**	35
Total recoveries	**21**	39	**58**	74
Net loan charge-offs	**(60)**	(32)	**(174)**	(156)
Provision (credit) for loan and lease losses	**60**	42	**184**	178
Allowance for loan and lease losses at end of period	**$887**	$880	**$887**	$880
Liability for credit losses on lending-related commitments at beginning of period	**$58**	$48	**$57**	$55
Provision (credit) for losses on lending-related commitments	**2**	9	**3**	2
Liability for credit losses on lending-related commitments at end of period [(a)]	**$60**	$57	**$60**	$57
Total allowance for credit losses at end of period	**$947**	$937	**$947**	$937
Net loan charge-offs to average total loans	**.27 %**	.15 %	**.26 %**	.24 %
Allowance for loan and lease losses to period-end loans	**.99**	1.02	**.99**	1.02
Allowance for credit losses to period-end loans	**1.06**	1.08	**1.06**	1.08
Allowance for loan and lease losses to nonperforming loans	**137.5**	170.2	**137.5**	170.2
Allowance for credit losses to nonperforming loans	**146.8**	181.2	**146.8**	181.2
Discontinued operations — education lending business:				
Loans charged off	**$4**	$10	**$11**	$20
Recoveries	**1**	2	**4**	6
Net loan charge-offs	**$(3)**	$(8)	**$(7)**	$(14)

(a) Included in “accrued expense and other liabilities” on the balance sheet.

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Nonperforming assets

Figure 34 shows the composition of our nonperforming assets. As shown in Figure 34, nonperforming assets at September 30, 2018, increased $140 million from December 31, 2017. This increase was largely driven by several credits that were not concentrated in a particular industry or geography. Overall, our credit quality trends remain benign. For a summary of our nonaccrual and charge-off policies, see Note 1 ("Summary of Significant Accounting Policies") under the headings "Nonperforming Loans," "Impaired Loans," and "Allowance for Loan and Lease Losses" beginning on page 101 of our 2017 Form 10-K.

Figure 34. Summary of Nonperforming Assets and Past Due Loans from Continuing Operations

dollars in millions	**September 30, 2018**	**June 30, 2018**	**March 31, 2018**	**December 31, 2017**	**September 30, 2017**
Commercial and industrial	**$ 227**	$ 178	$ 189	$ 153	$ 169
Real estate — commercial mortgage	**98**	42	33	30	30
Real estate — construction	**2**	2	2	2	2
Total commercial real estate loans [(a)]	**100**	44	35	32	32
Commercial lease financing	**10**	21	5	6	11
Total commercial loans [(b)]	**337**	243	229	191	212
Real estate — residential mortgage	**62**	55	59	58	57
Home equity loans	**221**	222	229	229	227
Consumer direct loans	**4**	4	4	4	3
Credit cards	**2**	2	2	2	2
Consumer indirect loans	**19**	19	18	19	16
Total consumer loans	**308**	302	312	312	305
Total nonperforming loans [(c)]	**645**	545	541	503	517
OREO	**28**	26	28	31	39
Other nonperforming assets	**1**	—	—	—	—
Total nonperforming assets [(c)]	**$ 674**	$ 571	$ 569	$ 534	$ 556
Accruing loans past due 90 days or more	**$ 87**	$ 103	$ 82	$ 89	$ 86
Accruing loans past due 30 through 89 days	**368**	429	305	359	329
Restructured loans — accruing and nonaccruing [(d)]	**366**	347	317	317	315
Restructured loans included in nonperforming loans [(d)]	**211**	184	179	189	187
Nonperforming assets from discontinued operations — education lending business	**6**	6	6	7	8
Nonperforming loans to period-end portfolio loans [(c)]	**.72 %**	.62 %	.61 %	.58 %	.60 %
Nonperforming assets to period-end portfolio loans plus OREO and other nonperforming assets [(c)]	**.75**	.65 %	.65 %	.62 %	.64 %

(a) See Figure 16 and the accompanying discussion in the "Loans and loans held for sale" section for more information related to our commercial real estate loan portfolio.

(b) See Figure 15 and the accompanying discussion in the "Loans and loans held for sale" section for more information related to our commercial loan portfolio.

(c) Nonperforming loan balances exclude $606 million, $629 million, $690 million, $738 million, and $783 million of PCI loans at September 30, 2018, June 30, 2018, March 31, 2018, December 31, 2017, and September 30, 2017, respectively.

(d) Restructured loans (i.e., TDRs) are those for which Key, for reasons related to a borrower's financial difficulties, grants a concession to the borrower that it would not otherwise consider. These concessions are made to improve the collectability of the loan and generally take the form of a reduction of the interest rate, extension of the maturity date or reduction in the principal balance.

Figure 35 shows the types of activity that caused the change in our nonperforming loan balance during each of the last five quarters.

Figure 35. Summary of Changes in Nonperforming Loans from Continuing Operations

	2018			**2017**	
in millions	**Third**	**Second**	**First**	**Fourth**	**Third**
Balance at beginning of period	**$545**	**$ 541**	**$503**	$517	$507

Loans placed on nonaccrual status	**263**	**175**	**182**	137	181
Charge-offs	**(81)**	**(78)**	**(70)**	(67)	(71)
Loans sold	**—**	**(1)**	**—**	—	(1)
Payments	**(57)**	**(33)**	**(29)**	(52)	(32)
Transfers to OREO	**(5)**	**(5)**	**(4)**	(8)	(10)
Loans returned to accrual status	**(20)**	**(54)**	**(41)**	(24)	(57)
Balance at end of period [(a)]	**$645**	**$545**	**$541**	$503	$517

(a) Nonperforming loan balances exclude $606 million, $629 million, $690 million, $738 million, and $783 million of PCI loans at September 30, 2018, June 30, 2018, March 31, 2018, December 31, 2017, and September 30, 2017, respectively.

Operational and compliance risk management

Like all businesses, we are subject to operational risk, which is the risk of loss resulting from human error or malfeasance, inadequate or failed internal processes and systems, and external events. These events include,

among other things, threats to our cybersecurity, as we are reliant upon information systems and the Internet to conduct our business activities. Operational risk also encompasses compliance risk, which is the risk of loss from violations of, or noncompliance with, laws, rules and regulations, prescribed practices, and ethical standards. Under the Dodd-Frank Act, large financial companies like Key are subject to heightened prudential standards and regulation. This heightened level of regulation has increased our operational risk. Resulting operational risk losses and/or additional regulatory compliance costs could take the form of explicit charges, increased operational costs, harm to our reputation, or foregone opportunities.

We seek to mitigate operational risk through identification and measurement of risk, alignment of business strategies with risk appetite and tolerance, and a system of internal controls and reporting. We continuously strive to strengthen our system of internal controls to improve the oversight of our operational risk and to ensure compliance with laws, rules, and regulations. For example, an operational event database tracks the amounts and sources of operational risk and losses. This tracking mechanism helps to identify weaknesses and to highlight the need to take corrective action. We also rely upon software programs designed to assist in assessing operational risk and monitoring our control processes. This technology has enhanced the reporting of the effectiveness of our controls to senior management and the Board.

The Operational Risk Management Program provides the framework for the structure, governance, roles, and responsibilities, as well as the content, to manage operational risk for Key. The Compliance Risk Committee serves the same function in managing compliance risk for Key. The Operational Risk Committee supports the ERM Committee by identifying early warning events and trends, escalating emerging risks, and discussing forward-looking assessments. The Operational Risk Committee includes attendees from each of the Three Lines of Defense. Primary responsibility for managing and monitoring internal control mechanisms lies with the managers of our various lines of business. The Operational Risk Committee and Compliance Risk Committee are senior management committees that oversee our level of operational and compliance risk and direct and support our operational and compliance infrastructure and related activities. These committees and the Operational Risk Management and Compliance functions are an integral part of our ERM Program. Our Risk Review function regularly assesses the overall effectiveness of our Operational Risk Management and Compliance Programs and our system of internal controls. Risk Review reports the results of reviews on internal controls and systems to senior management and the Risk and Audit Committees and independently supports the Risk Committee’s oversight of these controls.

Cybersecurity

We maintain comprehensive Cyber Incident Response Plans, and we devote significant time and resources to maintaining and regularly updating our technology systems and processes to protect the security of our computer systems, software, networks, and other technology assets against attempts by third parties to obtain unauthorized access to confidential information, destroy data, disrupt or degrade service, sabotage systems, or cause other damage. We and many other U.S. financial institutions have experienced distributed denial-of-service attacks from technologically sophisticated third parties. These attacks are intended to disrupt or disable online banking services and prevent banking transactions. We also periodically experience other attempts to breach the security of our systems and data. These cyberattacks have not, to date, resulted in any material disruption of our operations or material harm to our customers, and have not had a material adverse effect on our results of operations.

Cyberattack risks may also occur with our third-party technology service providers, and may result in financial loss or liability that could adversely affect our financial condition or results of operations. Cyberattacks could also interfere with third-party providers’ ability to fulfill their contractual obligations to us. Recent high-profile cyberattacks have targeted retailers, credit bureaus, and other businesses for the

purpose of acquiring the confidential information (including personal, financial, and credit card information) of customers, some of whom are customers of ours. We may incur expenses related to the investigation of such attacks or related to the protection of our customers from identity theft as a result of such attacks. We may also incur expenses to enhance our systems or processes to protect against cyber or other security incidents. Risks and exposures related to cyberattacks are expected to remain high for the foreseeable future due to the rapidly evolving nature and sophistication of these threats, as well as due to the expanding use of Internet banking, mobile banking, and other technology-based products and services by us and our clients.

As described in more detail starting on page 67 of our 2017 Form 10-K under the heading “Risk Management - Overview,” the Board serves in an oversight capacity ensuring that Key’s risks are managed in a manner that is effective and balanced and adds value for the shareholders. The Board’s Risk Committee has primary oversight for

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enterprise-wide risk at KeyCorp, including operational risk (which includes cybersecurity). The Risk Committee reviews and provides oversight of management's activities related to the enterprise-wide risk management framework, including cyber-related risk. The ERM Committee, chaired by the Chief Executive Officer and comprising other senior level executives, is responsible for managing risk (including cyber-related risk) and ensuring that the corporate risk profile is managed in a manner consistent with our risk appetite. The ERM Committee reports to the Board's Risk Committee.

Critical Accounting Policies and Estimates

Our business is dynamic and complex. Consequently, we must exercise judgment in choosing and applying accounting policies and methodologies. These choices are critical – not only are they necessary to comply with GAAP, they also reflect our view of the appropriate way to record and report our overall financial performance. All accounting policies are important, and all policies described in Note 1 ("Summary of Significant Accounting Policies") beginning on page 100 of our2017 Form 10-K should be reviewed for a greater understanding of how we record and report our financial performance. Note 1 ("Basis of Presentation and Accounting Policies") of this report should also be reviewed for more information on accounting standards that have been adopted during the period.

In our opinion, some accounting policies are more likely than others to have a critical effect on our financial results and to expose those results to potentially greater volatility. These policies apply to areas of relatively greater business importance, or require us to exercise judgment and to make assumptions and estimates that affect amounts reported in the financial statements. Because these assumptions and estimates are based on current circumstances, they may prove to be inaccurate, or we may find it necessary to change them.

We rely heavily on the use of judgment, assumptions, and estimates to make a number of core decisions, including accounting for the ALLL; contingent liabilities, guarantees and income taxes; derivatives and related hedging activities; and assets and liabilities that involve valuation methodologies. In addition, we may employ outside valuation experts to assist us in determining fair values of certain assets and liabilities. A brief discussion of each of these areas appears on pages 86 through 89 of our 2017 Form 10-K.

During the first nine months of 2018, we did not significantly alter the manner in which we applied our critical accounting policies or developed related assumptions and estimates.

Accounting and Reporting Developments

Accounting Guidance Pending Adoption at September 30, 2018

Standard	Required Adoption	Description	Effect on Financial Statements or Other Significant Matters
ASU 2016-02, Leases (Topic 842) ASU 2018-01, Leases (Topic 842): Land Easement Practical Expedient ASU 2018-10 Codification Improvements to	January 1, 2019 Early adoption is permitted	The ASU creates ASC Topic 842, *Leases*, and supersedes Topic 840, *Leases.* The ASU requires that a lessee recognize assets and liabilities for leases with lease terms of more than 12 months. For leases with a term of 12 months or less, a lessee is permitted to make an accounting policy election by class of underlying asset not to recognize lease assets and lease liabilities. Leveraged leases that commenced before the effective date of the new guidance are grandfathered. The recognition, measurement, and presentation of expenses and cash flows arising from a lease by a lessee primarily will depend on its classification as a finance or operating lease.	The implementation team has substantially completed the identification of leases for adoption of the standard including the evaluation of service contracts for embedded leases. Ongoing implementation efforts include the consideration of available practical expedients, development of new lease accounting policies, and deployment of a new lease software solution. Additionally, in conjunction with the implementation, Key is reviewing business processes and evaluating potential changes to the control environment. Key's adoption of this guidance on January 1, 2019, will result in an increase in right-of-use assets and associated lease liabilities arising from operating leases in which Key is the lessee on our Consolidated Balance Sheet. Key will utilize the adoption date

Topic 842 ASU 2018-11, Leases (Topic 842): Targeted Improvements	However, the ASU will require both types of leases to be recognized on the balance sheet. It also requires enhanced disclosures to better understand the amount, timing, and uncertainty of cash flows arising from leases. These disclosures include qualitative and quantitative requirements, providing additional information about the amounts recorded in the financial statements. The guidance should be adopted using a modified retrospective approach. However, entities may choose to measure and present the changes at the beginning of the earliest period presented, or to reflect the changes as of the adoption date.	transition method and record a cumulative effect adjustment to retained earnings on January 1, 2019. Therefore, right of use assets, lease liabilities, and other changes as a result of adoption will not be reflected in comparable periods presented prior to that date. The amount of the right-of-use assets and associated lease liabilities recorded at adoption will be primarily based on the present value of unpaid future minimum lease payments, the amount of which will reflect the population of leases in effect at the date of adoption. Key’s minimum future rental payments under noncancelable operating leases at December 31, 2017 were $962 million (refer to Note 22 (“Commitments, Contingent Liabilities, and Guarantees”) in our 2017 Form 10-K). Based on the lease portfolio at that time, Key would anticipate a balance sheet impact upon adoption in the range of $850 million to $950 million. Key expects the impact on January 1, 2019, to be consistent with this estimate, subject to changes to Key’s lease portfolio and the applicable discount rates at adoption. The evaluation and review of leases and service contracts will continue through the adoption date as Key enters into new agreements and as lease portfolios change. We do not expect the adoption of this guidance to have a material impact on the recognition of operating lease expense in our Consolidated Statements of Income.

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Standard	Required Adoption	Description	Effect on Financial Statements or Other Significant Matters
ASU 2017-08, *Premium Amortization on Purchased Callable Debt Securities*	January 1, 2019 Early adoption is permitted.	The ASU amends ASC Topic 310-20, *Receivables — Nonrefundable Fees and Other Costs*, and shortens the amortization period to the earliest call date for certain callable debt securities held at a premium. Securities held at a discount will continue to be amortized to maturity. The guidance should be implemented on a modified retrospective basis using a cumulative-effect adjustment.	The adoption of this guidance is not expected to have a material effect on our financial condition or results of operations.
ASU 2016-13 *Measurement of Credit Losses on Financial Instruments*	January 1, 2020 Early adoption is permitted as of January 1, 2019	The ASU amends ASC Topic 326, *Financial Instruments-Credit Losses,* and significantly changes how entities will measure credit losses for most financial assets and certain other instruments that are not measured at fair value through net income. The standard replaces today's "incurred loss" approach with an "expected loss" model for instruments such as loans and held-to-maturity securities that are measured at amortized cost. The standard requires credit losses relating to available-for-sale debt securities to be recorded through an allowance rather than a reduction of the carrying amount. It also changes the accounting for purchased credit-impaired debt securities and loans. The ASU retains many of the current disclosure requirements in current GAAP and expands certain disclosure requirements.	This new guidance will affect the accounting for our loans, debt securities held to maturity and available for sale, and liabilities for credit losses on unfunded lending related commitments as well as purchased financial assets with a more-than insignificant amount of credit deterioration since origination. Key has formed cross-functional implementation working groups comprised of teams throughout Key, including finance, credit, and modeling. The implementation team has developed a detailed project plan, identified and documented certain key policy decisions, and determined modeling techniques and technology solutions to meet the requirements of the new guidance. Education sessions on the substantial changes caused by the standard are ongoing. Significant progress has been made on the identification of required data, development and validation of models, establishment of macroeconomic forecasting methodologies and approaches, including the reasonable and supportable period, and documentation of accounting policy decisions. Additionally, a software tool is being implemented to execute models in a controlled, automated environment. A CECL parallel production is expected to be run during 2019. Key expects that the new guidance will generally result in an increase in its allowance for credit losses for loans, unfunded lending-related commitments, and purchased financial assets with credit deterioration, as it will cover credit losses over the full remaining expected life of loans and commitments and will consider future changes in macroeconomic conditions. Since the magnitude of the anticipated increase in the allowance for credit losses will be impacted by economic conditions and trends in the Company's portfolio at the time of adoption and the implementation and testing of forecasting methodologies, the quantitative impact cannot yet be reasonably estimated. While we are still assessing the new standard, the adoption of this guidance is not anticipated to have a material impact on the available-for-sale debt securities or held-to-maturity securities measured at amortized cost.
ASU 2017-04, *Simplifying the Test for Goodwill Impairment*	January 1, 2020 Early adoption is permitted	The ASU amends ASC Topic 350, *Intangibles - Goodwill and Other* and eliminates the second step of the test for goodwill impairment. Under the new guidance, entities will compare the fair value of a reporting unit with its carrying amount. If the carrying amount exceeds the reporting unit's fair value, the entity is required to recognize an impairment charge for this amount. The new method applies to all reporting units and the performance of a qualitative assessment is still allowable. The guidance should be implemented using a prospective approach.	The adoption of this accounting guidance is not expected to have a material effect on our financial condition or results of operations.

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Standard	**Required Adoption**	**Description**	**Effect on Financial Statements or Other Significant Matters**
ASU 2018-14, *Changes to the Disclosure Requirements for Defined Benefit Plans*	January 1, 2020 Early adoption is permitted	The ASU amends the disclosure requirements for sponsors of defined benefit plans. Entities are required to provide new disclosures, including the weighted-average interest crediting rate for cash balance plans and explanations for the significant gains and losses related to changes in the benefit obligation for the period. Certain existing disclosure requirements are eliminated. The guidance should be adopted using a retrospective approach.	The adoption of this standard will not result in significant changes to Key's disclosures and there will be no effect to our financial condition or results of operations.
ASU 2018-15, *Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement That is a Service Contract*	January 1, 2020 Early adoption is permitted	The ASU amends ASC Topic 350-40 to align the accounting for costs incurred in a cloud computing arrangement with the guidance on developing internal use software. Specifically, if a cloud computing arrangement is deemed to be a service contract, certain implementation costs are eligible for capitalization. The new guidance prescribes the balance sheet and income statement presentation and cash flow classification for the capitalized costs and related amortization expense. It also requires additional quantitative and qualitative disclosures. The guidance may be adopted prospectively or retrospectively.	Key is evaluating the impact of the adoption of this accounting guidance on its financial statements and related disclosures.

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European Sovereign and Nonsovereign Debt Exposures

Our total European sovereign and Nonsovereign debt exposure is presented in Figure 36.

Figure 36. European Sovereign and Nonsovereign Debt Exposures

September 30, 2018 *in millions*	Short-and Long-Term Commercial Total [a]	Foreign Exchange and Derivatives with Collateral [b]	Net Exposure
France:			
Sovereigns	—	—	—
Nonsovereign financial institutions	—	$ (2)	$ (2)
Nonsovereign non-financial institutions	$ 2	—	2
Total	2	(2)	—
Germany:			
Sovereigns	—	—	—
Nonsovereign financial institutions	—	—	—
Nonsovereign non-financial institutions	19	—	19
Total	19	—	19
Italy:			
Sovereigns	—	—	—
Nonsovereign financial institutions	—	—	—
Nonsovereign non-financial institutions	4	—	4
Total	4	—	4
Luxembourg:			
Sovereigns	—	—	—
Nonsovereign financial institutions	—	—	—
Nonsovereign non-financial institutions	8	—	8
Total	8	—	8
Spain:			
Sovereigns	—	—	—
Nonsovereign financial institutions	—	—	—
Nonsovereign non-financial institutions	1	—	1
Total	1	—	1
Switzerland:			
Sovereigns	—	—	—
Nonsovereign financial institutions	—	(1)	(1)
Nonsovereign non-financial institutions	56	—	56
Total	56	(1)	55
United Kingdom:			
Sovereigns	—	—	—
Nonsovereign financial institutions	—	142	142
Nonsovereign non-financial institutions	29	—	29
Total	29	142	171
Other Europe: [c]			
Sovereigns	—	—	—
Nonsovereign financial institutions	—	—	—
Nonsovereign non-financial institutions	—	—	—
Total	—	—	—
Total Europe:			
Sovereigns	—	—	—

Nonsovereign financial institutions	—	139	139
Nonsovereign non-financial institutions	119	—	119
Total	$ 119	$ 139	$ 258

(a) Represents our outstanding leases.

(b) Represents contracts to hedge our balance sheet asset and liability needs, and to accommodate our clients' trading and/or hedging needs. Our derivative mark-to-market exposures are calculated and reported on a daily basis. These exposures are largely covered by cash or highly marketable securities collateral with daily collateral calls.

(c) Other Europe consists of the following countries: Austria, Belarus, Belgium, Bulgaria, Cyprus, Czech Republic, Denmark, Finland, Greece, Hungary, Iceland, Ireland, Lithuania, Luxembourg, Malta, Norway, Poland, Portugal, Romania, Russia, Slovakia, Slovenia, Sweden, and Ukraine. 100% of our current exposure in Other Europe is in Austria.

Our credit risk exposure is largely concentrated in developed countries with emerging market exposure essentially limited to commercial facilities; these exposures are actively monitored by management. We do not have at-risk exposures in the rest of the world.

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Item 1. Financial Statements

Consolidated Balance Sheets

in millions, except per share data	**September 30, 2018** **(Unaudited)**		December 31, 2017	
ASSETS				
Cash and due from banks	**$**	**319**	$	671
Short-term investments	**2,272**		4,447	
Trading account assets	**958**		836	
Securities available for sale	**18,341**		18,139	
Held-to-maturity securities (fair value: $11,261 and $11,565)	**11,869**		11,830	
Other investments	**681**		726	
Loans, net of unearned income of $674 and $736	**89,268**		86,405	
Less: Allowance for loan and lease losses	**(887**	**)**	(877	)
Net loans	**88,381**		85,528	
Loans held for sale [(a)]	**1,618**		1,107	
Premises and equipment	**891**		930	
Operating lease assets	**930**		821	
Goodwill	**2,516**		2,538	
Other intangible assets	**338**		416	
Corporate-owned life insurance	**4,156**		4,132	
Accrued income and other assets	**4,378**		4,237	
Discontinued assets	**1,157**		1,340	
Total assets	**$**	**138,805**	$	137,698
LIABILITIES				
Deposits in domestic offices:				
NOW and money market deposit accounts	**$**	**57,219**	$	53,627
Savings deposits	**4,948**		6,296	
Certificates of deposit ($100,000 or more)	**8,453**		6,849	
Other time deposits	**5,130**		4,798	
Total interest-bearing deposits	**75,750**		71,570	
Noninterest-bearing deposits	**30,030**		33,665	
Total deposits	**105,780**		105,235	
Federal funds purchased and securities sold under repurchase agreements	**1,285**		377	
Bank notes and other short-term borrowings	**637**		634	
Accrued expense and other liabilities	**2,044**		2,094	
Long-term debt	**13,849**		14,333	
Total liabilities	**123,595**		122,673	
EQUITY				
Preferred stock	**1,450**		1,025	
Common Shares, $1 par value; authorized 1,400,000,000 shares; issued 1,256,702,081, and 1,256,702,081 shares	**1,257**		1,257	

Capital surplus	**6,315**	6,335	
Retained earnings	**11,262**	10,335	
Treasury stock, at cost (222,414,857 and 187,617,832 shares)	**(3,910)**	(3,150)	
Accumulated other comprehensive income (loss)	**(1,166)**	(779)	
Key shareholders’ equity	**15,208**	15,023	
Noncontrolling interests	**2**	2	
Total equity	**15,210**	15,025	
Total liabilities and equity	**$ 138,805**	$ 137,698	

(a) Total loans held for sale include real estate — residential mortgage loans held for sale at fair value of $87 million at September 30, 2018, and $71 million at December 31, 2017.
See Notes to Consolidated Financial Statements (Unaudited).

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Consolidated Statements of Income

dollars in millions, except per share amounts	**Three months ended September 30,**		**Nine months ended September 30,**	
(Unaudited)	**2018**	**2017**	**2018**	**2017**
INTEREST INCOME				
Loans	**$1,025**	$ 928	**$2,965**	$ 2,753
Loans held for sale	**12**	17	**40**	39
Securities available for sale	**102**	91	**294**	276
Held-to-maturity securities	**72**	55	**213**	161
Trading account assets	**7**	7	**21**	21
Short-term investments	**15**	6	**31**	14
Other investments	**6**	5	**17**	12
Total interest income	**1,239**	1,109	**3,581**	3,276
INTEREST EXPENSE				
Deposits	**140**	72	**343**	196
Federal funds purchased and securities sold under repurchase agreements	**1**	—	**10**	1
Bank notes and other short-term borrowings	**4**	3	**17**	12
Long-term debt	**108**	86	**302**	228
Total interest expense	**253**	161	**672**	437
NET INTEREST INCOME	**986**	948	**2,909**	2,839
Provision for credit losses	**62**	51	**187**	180
Net interest income after provision for credit losses	**924**	897	**2,722**	2,659
NONINTEREST INCOME				
Trust and investment services income	**117**	135	**378**	404
Investment banking and debt placement fees	**166**	141	**464**	403
Service charges on deposit accounts	**85**	91	**265**	268
Operating lease income and other leasing gains	**35**	16	**61**	69
Corporate services income	**52**	54	**175**	163
Cards and payments income	**69**	75	**202**	210
Corporate-owned life insurance income	**34**	31	**98**	94
Consumer mortgage income	**9**	7	**23**	19
Mortgage servicing fees	**19**	21	**61**	54
Other income [a]	**23**	21	**143**	138
Total noninterest income	**609**	592	**1,870**	1,822
NONINTEREST EXPENSE				
Personnel	**553**	559	**1,733**	1,669
Net occupancy	**76**	74	**233**	239
Computer processing	**52**	56	**155**	171
Business services and professional fees	**43**	49	**135**	140
Equipment	**27**	29	**79**	83
Operating lease expense	**31**	24	**88**	64
Marketing	**26**	34	**77**	85
FDIC assessment	**21**	21	**63**	62
Intangible asset amortization	**23**	25	**77**	69
OREO expense, net	**3**	3	**5**	8
Other expense	**109**	118	**318**	410
Total noninterest expense	**964**	992	**2,963**	3,000
INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	**569**	497	**1,629**	1,481

Income taxes	**87**	134	**252**	386
INCOME (LOSS) FROM CONTINUING OPERATIONS	**482**	363	**1,377**	1,095
Income (loss) from discontinued operations	**—**	1	**5**	6
NET INCOME (LOSS)	**482**	364	**1,382**	1,101
Less: Net income (loss) attributable to noncontrolling interests	**—**	—	**—**	1
NET INCOME (LOSS) ATTRIBUTABLE TO KEY	**$482**	$ 364	**$1,382**	$ 1,100
Income (loss) from continuing operations attributable to Key common shareholders	**$468**	$ 349	**$1,334**	$ 1,038
Net income (loss) attributable to Key common shareholders	**468**	350	**1,339**	1,044
Per Common Share:				
Income (loss) from continuing operations attributable to Key common shareholders	**$.45**	$ .32	**$1.28**	$ .96
Income (loss) from discontinued operations, net of taxes	**—**	—	**.01**	.01
Net income (loss) attributable to Key common shareholders [(b)]	**.45**	.32	**1.27**	.97
Per Common Share — assuming dilution:				
Income (loss) from continuing operations attributable to Key common shareholders	**$.45**	$ .32	**$1.26**	$ .95
Income (loss) from discontinued operations, net of taxes	**—**	—	**.01**	.01
Net income (loss) attributable to Key common shareholders [(b)]	**.45**	.32	**1.26**	.96
Cash dividends declared per Common Share	**$.17**	$ .095	**$.395**	$ .275
Weighted-average Common Shares outstanding (000)	**1,036,479**	1,073,390	**1,048,397**	1,075,296
Effect of Common Share options and other stock awards	**13,497**	15,451	**14,419**	16,359
Weighted-average Common Shares and potential Common Shares outstanding (000) [(c)]	**1,049,976**	1,088,841	**1,062,816**	1,091,655

(a) For the three and nine months ended September 30, 2018, net securities gains totaled less than $1 million. For the three and nine months ended September 30, 2017, net securities gains totaled $1 million. For the three and nine months ended September 30, 2018, and September 30, 2017, we did not have any impairment losses related to securities.
(b) EPS may not foot due to rounding.
(c) Assumes conversion of Common Share options and other stock awards and/or convertible preferred stock, as applicable.
See Notes to Consolidated Financial Statements (Unaudited).

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Consolidated Statements of Comprehensive Income

in millions	Three months ended September 30,		Nine months ended September 30,	
(Unaudited)	**2018**	**2017**	**2018**	**2017**
Net income (loss)	**$482**	$364	**$1,382**	$1,101
Other comprehensive income (loss), net of tax:				
Net unrealized gains (losses) on securities available for sale, net of income taxes of ($22), $0, ($89), and $24	**(72)**	—	**(288)**	40
Net unrealized gains (losses) on derivative financial instruments, net of income taxes of ($5), ($6), ($29), and ($16)	**(12)**	(10)	**(92)**	(27)
Foreign currency translation adjustments, net of income taxes of $0, $4, $3, and $8	**1**	7	**(15)**	14
Net pension and postretirement benefit costs, net of income taxes of $1, $1, $3, and $4	**2**	3	**8**	8
Total other comprehensive income (loss), net of tax	**(81)**	—	**(387)**	35
Comprehensive income (loss)	**401**	364	**995**	1,136
Less: Comprehensive income attributable to noncontrolling interests	**—**	—	**—**	1
Comprehensive income (loss) attributable to Key	**$401**	$364	**$995**	$1,135

See Notes to Consolidated Financial Statements (Unaudited).

Consolidated Statements of Changes in Equity

dollars in millions, except per share amounts (Unaudited)	Key Shareholders' Equity Preferred Shares Outstanding (000)	Common Shares Outstanding (000)	Preferred Stock	Common Shares	Capital Surplus	Retained Earnings	Treasury Stock, at Cost	Accumulated Other Comprehensive Income (Loss)	Noncontrolling Interests
BALANCE AT DECEMBER 31, 2017	521	1,069,084	$ 1,025	$ 1,257	$ 6,335	$ 10,335	$ (3,150)	$ (779)	$ 2
Cumulative effect from changes in accounting principle [(a)]						(2)			
Other reclassification of AOCI						5			
Net income (loss)						1,382			—
Other comprehensive income (loss)								(387)	
Deferred compensation					16				
Cash dividends declared									
Common Shares ($.395 per share)						(415)			
Series D Preferred Stock ($37.50 per depositary share)						(20)			
Series E Preferred Stock ($1.148439 per depositary share)						(23)			
Issuance of Series F Preferred Stock	425		425		(13)				
Open market Common Share repurchases		(38,806)					(820)		
Employee equity compensation program Common Share repurchases		(2,271)					(47)		
Common Shares reissued (returned) for stock options and other employee benefit plans		6,280			(23)		107		
BALANCE AT SEPTEMBER 30, 2018	**946**	**1,034,287**	**$ 1,450**	**$ 1,257**	**$ 6,315**	**$ 11,262**	**$ (3,910)**	**$ (1,166)**	**$ 2**
BALANCE AT JUNE 30, 2018	521	1,058,944	1,025	1,257	6,315	10,970	(3,382)	(1,085)	2
Net income (loss)						482			—
Other comprehensive income (loss)								(81)	
Deferred compensation					4				
Cash dividends declared									
Common Shares ($.17 per share)						(176)			
Series D Preferred Stock ($12.50 per depositary share)						(7)			
Series E Preferred Stock ($.382813 per depositary share)						(7)			
Issuance of Series F Preferred Stock	425		425		(13)				
Open market Common Share repurchases		(25,368)					(541)		
Employee equity compensation program Common Share repurchases		(50)					(1)		
Common Shares reissued (returned) for stock options and other employee benefit plans		761			9		14		
Net contribution from (distribution to) noncontrolling interests									—
BALANCE AT SEPTEMBER 30, 2018	**946**	**1,034,287**	**$ 1,450**	**$ 1,257**	**$ 6,315**	**$ 11,262**	**$ (3,910)**	**$ (1,166)**	**$ 2**

(a) Includes the impact of implementing ASU 2014-09, ASU 2016-01, and ASU 2017-12.
See Notes to Consolidated Financial Statements (Unaudited).

Consolidated Statements of Changes in Equity

dollars in millions, except per share amounts (Unaudited)	Key Shareholders' Equity Preferred Shares Outstanding (000)	Common Shares Outstanding (000)	Preferred Stock	Common Shares	Capital Surplus	Retained Earnings	Treasury Stock, at Cost	Accumulated Other Comprehensive Income (Loss)	Noncontrolling Interests
BALANCE AT DECEMBER 31, 2016	17,421	1,079,314	$ 1,665	$ 1,257	$ 6,385	$ 9,378	$ (2,904)	$ (541)	$ —
Net income (loss)						1,100			1
Other comprehensive income (loss)								35	
Deferred compensation					11				
Cash dividends declared									
Common Shares ($.275 per share)						(296)			

Series A Preferred Stock ($1.9375 per share)						(6)			
Series C Preferred Stock ($.539063 per share)						(7)			
Series D Preferred Stock ($37.50 per depositary share)						(20)			
Series E Preferred Stock ($1.161199 per depositary share)						(24)			
Open market Common Share repurchases		(25,564)					(466)		
Employee equity compensation program Common Share repurchases		(3,479)					(65)		
Series A Preferred Stock exchanged for Common Shares	(2,900)	20,568	(290)		(49)		338		
Redemption of Series C Preferred Stock	(14,000)		(350)						
Common Shares reissued (returned) for stock options and other employee benefit plans		8,200			(37)		135		
BALANCE AT SEPTEMBER 30, 2017	521	1,079,039	$1,025	$1,257	$6,310	$10,125	$(2,962)	$(506)	$1
BALANCE AT JUNE 30, 2017	521	1,092,739	$1,025	$1,257	$6,310	$9,878	$(2,711)	$(506)	$2
Net income (loss)						364			—
Other comprehensive income (loss):								$—	
Deferred compensation					4				
Cash dividends declared									
Common Shares ($.095 per share)						(102)			
Series D Preferred Stock ($12.50 per depositary share)						(7)			
Series E Preferred Stock ($.382813 per depositary share)						(8)			
Open market Common Share repurchases		(14,962)					(270)		
Employee equity compensation program Common Share repurchases		(336)					(6)		
Common shares reissued (returned) for stock options and other employee benefit plans		1,598			(4)		25		
Net contribution from (distribution to) noncontrolling interests									(1)
BALANCE AT SEPTEMBER 30, 2017	521	1,079,039	$1,025	$1,257	$6,310	$10,125	$(2,962)	$(506)	$1

See Notes to Consolidated Financial Statements (Unaudited).

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Consolidated Statements of Cash Flows

in millions	Nine months ended September 30,	
(Unaudited)	**2018**	**2017**
OPERATING ACTIVITIES		
Net income (loss)	**$1,382**	$1,101
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:		
Provision for credit losses	**187**	180
Depreciation and amortization expense, net	**290**	301
Accretion of acquired loans	**69**	171
Increase in cash surrender value of corporate-owned life insurance	**(84)**	(85)
Stock-based compensation expense	**78**	74
FDIC reimbursement (payments), net of FDIC expense	**2**	(2)
Deferred income taxes (benefit)	**103**	134
Proceeds from sales of loans held for sale	**8,234**	8,109
Originations of loans held for sale, net of repayments	**(8,631)**	(8,287)
Net losses (gains) on sales of loans held for sale	**(130)**	(111)
Net losses (gains) and writedown on OREO	**(2)**	3
Net losses (gains) on leased equipment	**(34)**	2
Net securities losses (gains)	**—**	(1)
Net losses (gains) on sales of fixed assets	**8**	16
Net decrease (increase) in trading account assets	**(122)**	84
Gain on sale of KIBS	**(83)**	—
Other operating activities, net	**(473)**	(610)
NET CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES	**794**	1,079
INVESTING ACTIVITIES		
Cash received (used) in acquisitions, net of cash acquired	**—**	(74)
Proceeds from sale of KIBS	**124**	—
Net decrease (increase) in short-term investments, excluding acquisitions	**2,175**	(1,218)
Purchases of securities available for sale	**(3,058)**	(2,725)
Proceeds from sales of securities available for sale	**—**	914
Proceeds from prepayments and maturities of securities available for sale	**2,456**	3,038
Proceeds from prepayments and maturities of held-to-maturity securities	**1,206**	1,350
Purchases of held-to-maturity securities	**(1,242)**	(1,395)
Purchases of other investments	**(21)**	(78)
Proceeds from sales of other investments	**36**	99
Proceeds from prepayments and maturities of other investments	**37**	2
Net decrease (increase) in loans, excluding acquisitions, sales and transfers	**(3,249)**	(896)
Proceeds from sales of portfolio loans	**143**	129
Proceeds from corporate-owned life insurance	**60**	40
Purchases of premises, equipment, and software	**(73)**	(56)
Proceeds from sales of premises and equipment	**1**	—
Proceeds from sales of OREO	**22**	37
NET CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES	**(1,383)**	(833)
FINANCING ACTIVITIES		
Net increase (decrease) in deposits, excluding acquisitions	**545**	(641)
Net increase (decrease) in short-term borrowings	**911**	(1,322)
Net proceeds from issuance of long-term debt	**1,802**	2,850

Payments on long-term debt	**(2,127)**	(43)
Issuance of preferred shares	**412**	—
Open market Common Share repurchases	**(820)**	(466)
Employee equity compensation program Common Share repurchases	**(47)**	(65)
Redemption of Preferred Stock Series C	**—**	(350)
Net proceeds from reissuance of Common Shares	**19**	29
Cash dividends paid	**(458)**	(353)
NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES	**237**	(361)
NET INCREASE (DECREASE) IN CASH AND DUE FROM BANKS	**(352)**	(115)
CASH AND DUE FROM BANKS AT BEGINNING OF PERIOD	**671**	677
CASH AND DUE FROM BANKS AT END OF PERIOD	**$ 319**	$ 562
Additional disclosures relative to cash flows:		
Interest paid	**$ 632**	$ 442
Income taxes paid (refunded)	**22**	3
Noncash items:		
Reduction of secured borrowing and related collateral	**$ 18**	33
Loans transferred to portfolio from held for sale	**21**	93
Loans transferred to held for sale from portfolio	**7**	41
Loans transferred to OREO	**19**	29

See Notes to Consolidated Financial Statements (Unaudited).

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Notes to Consolidated Financial Statements (Unaudited)
1. Basis of Presentation and Accounting Policies

The consolidated financial statements include the accounts of KeyCorp and its subsidiaries. All significant intercompany accounts and transactions have been eliminated in consolidation. Some previously reported amounts have been reclassified to conform to current reporting practices.

The consolidated financial statements include any voting rights entities in which we have a controlling financial interest. In accordance with the applicable accounting guidance for consolidations, we consolidate a VIE if we have: (i) a variable interest in the entity; (ii) the power to direct activities of the VIE that most significantly affect the entity’s economic performance; and (iii) the obligation to absorb losses of the entity or the right to receive benefits from the entity that could potentially be significant to the VIE (i.e., we are considered to be the primary beneficiary). Variable interests can include equity interests, subordinated debt, derivative contracts, leases, service agreements, guarantees, standby letters of credit, loan commitments, and other contracts, agreements, and financial instruments. See Note 9 (“Variable Interest Entities”) for information on our involvement with VIEs.

We use the equity method to account for unconsolidated investments in voting rights entities or VIEs if we have significant influence over the entity’s operating and financing decisions (usually defined as a voting or economic interest of 20% to 50%, but not controlling). Unconsolidated investments in voting rights entities or VIEs in which we have a voting or economic interest of less than 20% are carried at the cost measurement alternative or at fair value. Investments held by our registered broker-dealer and investment company subsidiaries (principal investing entities and Real Estate Capital line of business) are carried at fair value.

We believe that the unaudited consolidated interim financial statements reflect all adjustments of a normal recurring nature and disclosures that are necessary for a fair presentation of the results for the interim periods presented. The results of operations for the interim period are not necessarily indicative of the results of operations to be expected for the full year. The interim financial statements should be read in conjunction with the audited consolidated financial statements and related notes included in our 2017 Form 10-K.

In preparing these financial statements, subsequent events were evaluated through the time the financial statements were issued. Financial statements are considered issued when they are widely distributed to all shareholders and other financial statement users or filed with the SEC.

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Accounting Guidance Adopted in 2018

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Standard	**Date of Adoption**	**Description**	**Effect on Financial Statements or Other Significant Matters**
ASU 2018-13, *Fair Value Measurement: Disclosure Framework*	September 30, 2018 (removed disclosures only) An entity is permitted to early adopt any removed or modified disclosures upon issuance of this ASU and delay adoption of the additional disclosures until their effective date	The ASU amends disclosure requirements related to fair value measurements. Specifically, entities are no longer required to disclose transfers between Level 1 and Level 2 of the fair value hierarchy, or qualitatively disclose the valuation process for Level 3 fair value measurements. The updated guidance requires disclosure of the changes in unrealized gains and losses for the period included in Other Comprehensive Income for recurring Level 3 fair value measurements. Entities also will be required to disclose the range and weighted average used to develop significant unobservable inputs for Level 3 fair value measurements. The additional provisions of the guidance should be adopted prospectively, while the eliminated requirements should be adopted retrospectively.	Key has early adopted the disclosures no longer required by the guidance as of September 30, 2018, and anticipates early adopting the additional provisions of the standard in the first quarter of 2019. The adoption of this standard will not result in significant changes to Key's disclosures and there will be no effect to our financial condition or results of operations.
ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)* ASU 2015-14, *Deferral of Effective Date* ASU 2016-08, *Principal versus Agent Considerations* ASU 2016-10, *Identifying Performance Obligations and Licensing* ASU 2016-11, *Rescission of SEC Guidance because of Accounting Standard Updates 2014-09 and 2014-16 pursuant to Staff Announcements at the March 3, 2016 EITF Meeting* ASU 2016-12, *Narrow-scope Improvements and Practical Expedients* ASU 2016-20, *Technical Corrections and Improvements to Topic 606, Revenue from Contracts with Customers*	January 1, 2018	These ASUs supersede the revenue recognition guidance in ASC 605, *Revenue Recognition,* and most industry-specific guidance. The core principle of these ASUs is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. These ASUs can be implemented using a retrospective method, or a cumulative-effect approach to new contracts and existing contracts with performance obligations as of the effective date.	On January 1, 2018, we adopted ASC 606, Revenue from Contracts with Customers (ASC 606), using the modified retrospective method for those contracts which were not completed as of that date. Results for reporting periods beginning January 1, 2018, are presented under ASC 606. As allowed under the new guidance, the comparative information has not been restated and continues to be reported under the accounting standards in effect for those periods. As a result of adopting ASC 606, we changed the timing of recognition for revenues related to insurance commissions, securities underwriting, and deposit account maintenance fees, however, those changes did not have a material impact on our consolidated financial statements, results of operations, equity, or cash flows as of the adoption date or for the nine months ended September 30, 2018. The presentation of underwriting costs and reimbursed out-of-pocket expenses related to underwriting and M&A advisory services was changed from net to gross within the income statement as Key acts as the principal in the transactions. Securities underwriting revenue is recorded within "investment banking and debt placement fees" and underwriting costs and reimbursed out-of-pocket expenses within "other expense" on the income statement. Additionally, because Key acts as an agent, certain credit and debit card reward costs and certain card network costs were changed from a gross presentation to net within "cards and payment income" on the income statement. Credit and debit card reward costs and card network costs were recorded as "other expense" on the income statement in prior periods. These changes in presentation did not have a material impact on our consolidated financial statements for the nine months ended September 30, 2018. ASC 606 requires quantitative disclosure of the allocation of the transaction price to the remaining performance obligations when those amounts are expected to be recognized as revenue. However, the standard provides exemptions from this disclosure for (i) contracts with an original expected length of one year or less and (ii) contracts for which we recognize revenue at the amount to which we have the right to invoice for services provided.

			Most of our revenue subject to ASC 606 fits into one of these exemptions, or is immaterial. We elected to use the optional exemption to not disclose the aggregate amount of the transaction price to remaining performance obligations.
ASU 2017-12, *Targeted Improvements to Accounting for Hedging Activities*	January 1, 2018	The ASU amends ASC Topic 815, *Derivatives and Hedging*, to simplify the requirements for hedge accounting and facilitate financial reporting that more closely aligns with an entity's risk management activities. Key amendments include: eliminating the requirement to separately measure and report hedge ineffectiveness, requiring changes in the value of the hedging instrument to be presented in the same income statement line as the earnings effect of the hedged item, and the ability to measure the hedged item based on the benchmark interest rate component of the total contractual coupon for fair value hedges. Additional disclosures are also required for reporting periods subsequent to the date of adoption. The guidance should be implemented on a modified retrospective basis to existing hedge relationships as of the adoption date.	On January 1, 2018, we adopted this ASU using a modified retrospective basis. Accordingly, our financial statements for the quarter ended September 30, 2018, include an immaterial cumulative-effect adjustment to decrease opening retained earnings to reflect the application of the new guidance as of January 1, 2018. The primary impact to Key at adoption was the election to measure the change in fair value of hedged items in fair value hedges on the basis of the benchmark interest rate component of contractual coupon cash flows. This change has resulted in a reduction of hedge ineffectiveness for impacted fair value hedges. Instruments designated as hedges are recorded at fair value and included in "accrued income and other assets" or "accrued expense and other liabilities" on the balance sheet. Under the revised guidance, the change in the fair value of an instrument designated as a fair value hedge is recorded in earnings at the same time and in the same income statement line as the offsetting change in the fair value of the hedged item. For cash flow hedges, the change in the fair value of an instrument designated as a cash flow hedge is initially recorded in AOCI on the balance sheet. This amount is subsequently reclassified into income when the hedged transaction affects earnings and is presented in the same income statement line item as the earnings effect of the hedged item.

Standard	**Date of Adoption**	**Description**	**Effect on Financial Statements or Other Significant Matters**
ASU 2016-01, *Recognition and Measurement of Financial Assets and Financial Liabilities*	January 1, 2018	The ASU amends ASC Topic 825, *Financial Instruments-Overall,* and requires equity investments, except those accounted for under the equity method of accounting or consolidated, to be measured at fair value with changes recognized in net income. If there is no readily determinable fair value, the guidance allows entities the ability to measure investments at cost less impairment, whereby impairment is based on a qualitative assessment. The guidance eliminates the requirement to disclose the methods and significant assumptions used to estimate the fair value of financial instruments measured at amortized cost and changes the presentation of financial assets and financial liabilities on the balance sheet or in the footnotes. If an entity has elected the fair value option to measure liabilities, the new accounting guidance requires the portion of the change in the fair value of a liability resulting from credit risk to be presented in OCI. With the exception of disclosure requirements that will be adopted prospectively, the ASU must be adopted on a modified retrospective basis.	The adoption of this guidance did not have a material effect on our financial condition or results of operations.
ASU 2016-15, *Classification of Certain Cash Receipts and Cash Payments*	January 1, 2018	The ASU amends ASC Topic 230, *Statement of Cash Flows*, and clarifies how cash receipts and cash payments in certain transactions should be presented and classified in the statement of cash flows. These specific transactions include, but are not limited to, debt prepayment or extinguishment costs, contingent considerations made after a business combination, proceeds from the settlement of insurance claims, proceeds from the settlement of corporate-owned life insurance policies, and distributions from equity method investees. This guidance also clarifies that in instances of cash flows with multiple aspects that cannot be separately identified, classification should be based on the activity that is likely to be the predominant source of or use of cash flow. The guidance should be implemented using a retrospective approach.	The adoption of this guidance did not have a material effect on our financial condition or results of operations.
ASU 2017-01, *Clarifying the Definition of a Business*	January 1, 2018	The ASU amends Topic 805, *Business Combinations,* and clarifies the definition of a business and removes the requirement for a market participant to consider whether it could replace missing elements in an integrated set of assets and activities. The guidance states that if substantially all of the fair value of the assets acquired or disposed of is concentrated in a single identifiable asset or a group of similar identifiable assets, the set is not a business.	The adoption of this guidance did not have a material effect on our financial condition or results of operations.

		The guidance should be implemented using a prospective approach.	
ASU 2017-05, *Other Income- Gains and Losses from the Derecognition of Nonfinancial Assets*	January 1, 2018	The ASU amends ASC Topic 610-20, *Other Income - Gains and Losses from the Derecognition of Nonfinancial Assets* to clarify the scope of the Topic by clarifying the definition of the term "in substance nonfinancial asset" and also adding guidance for partial sales of nonfinancial assets. Under the new guidance, an entity will derecognize a nonfinancial asset when it does not have or ceases to have a controlling interest in the legal entity that holds the asset and when control of the asset has transferred in accordance with ASC 606. The ASU can be adopted on a retrospective or modified retrospective approach.	The adoption of this guidance did not have a material effect on our financial condition or results of operations.
ASU 2017-07, *Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost*	January 1, 2018	The ASU amends ASC Topic 715, *Compensation - Retirement Benefits*, and requires service costs to be included in the same line item as certain other compensation costs related to services rendered by employees. We record compensation costs under personnel expense on the income statement. Other elements of net benefit cost should be presented separately. The guidance should be implemented on a retrospective basis.	The adoption of this guidance did not have a material effect on our financial condition or results of operations.
ASU 2017-09, *Scope of Modification Accounting*	January 1, 2018	The ASU amends ASC Topic 718, *Compensation - Stock Compensation*, and clarifies when changes to terms and conditions for share-based payment awards should be accounted for as modifications. Under the new guidance, entities should apply the modification guidance unless the fair value of the modified award is the same as the fair value of the original award immediately before modification, the vesting conditions of the modified award are the same as the vesting conditions of the original award immediately before modification, and the classification of the modified award (as equity or liability instrument) is the same as the classification of the original award immediately before modification. The guidance should be applied on a prospective basis.	The adoption of this guidance did not have a material effect on our financial condition or results of operations.

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2. Earnings Per Common Share

Basic earnings per share is the amount of earnings (adjusted for dividends declared on our preferred stock) available to each Common Share outstanding during the reporting periods. Diluted earnings per share is the amount of earnings available to each Common Share outstanding during the reporting periods adjusted to include the effects of potentially dilutive Common Shares. Potentially dilutive Common Shares include stock options and other stock-based awards. Potentially dilutive Common Shares are excluded from the computation of diluted earnings per share in the periods where the effect would be antidilutive.

Our basic and diluted earnings per Common Share are calculated as follows:

	Three months ended September 30,		Nine months ended September 30,	
dollars in millions, except per share amounts	**2018**	**2017**	**2018**	**2017**
EARNINGS				
Income (loss) from continuing operations	**$ 482**	$ 363	**$ 1,377**	$ 1,095
Less: Net income (loss) attributable to noncontrolling interests	**—**	—	**—**	1
Income (loss) from continuing operations attributable to Key	**482**	363	**1,377**	1,094
Less: Dividends on Preferred Stock	**14**	14	**43**	56
Income (loss) from continuing operations attributable to Key common shareholders	**468**	349	**1,334**	1,038
Income (loss) from discontinued operations, net of taxes	**—**	1	**5**	6
Net income (loss) attributable to Key common shareholders	**$ 468**	$ 350	**$ 1,339**	$ 1,044
WEIGHTED-AVERAGE COMMON SHARES				
Weighted-average Common Shares outstanding (000)	**1,036,479**	1,073,390	**1,048,397**	1,075,296
Effect of Common Share options and other stock awards	**13,497**	15,451	**14,419**	16,359
Weighted-average Common Shares and potential Common Shares outstanding (000) [(a)]	**1,049,976**	1,088,841	**1,062,816**	1,091,655
EARNINGS PER COMMON SHARE				
Income (loss) from continuing operations attributable to Key common shareholders	**$ .45**	$ .32	**$ 1.28**	$ .96
Income (loss) from discontinued operations, net of taxes	**—**	—	**.01**	.01
Net income (loss) attributable to Key common shareholders [(b)]	**.45**	.32	**1.27**	.97
Income (loss) from continuing operations attributable to Key common shareholders — assuming dilution	**$ .45**	$ .32	**$ 1.26**	$ .95
Income (loss) from discontinued operations, net of taxes — assuming dilution	**—**	—	**.01**	.01
Net income (loss) attributable to Key common shareholders — assuming dilution [(b)]	**.45**	.32	**1.26**	.96

(a) Assumes conversion of Common Share options and other stock awards and/or convertible preferred stock, as applicable.
(b) EPS may not foot due to rounding.

3. Loan Portfolio

in millions	**September 30, 2018**	**December 31, 2017**
Commercial and industrial [(a)]	**$ 45,023**	$ 41,859
Commercial real estate:		
Commercial mortgage	**14,716**	14,088
Construction	**1,763**	1,960
Total commercial real estate loans	**16,479**	16,048
Commercial lease financing [(b)]	**4,470**	4,826
Total commercial loans	**65,972**	62,733
Residential — prime loans:		
Real estate — residential mortgage	**5,497**	5,483

Home equity loans	**11,339**	12,028
Total residential — prime loans	**16,836**	17,511
Consumer direct loans	**1,807**	1,794
Credit cards	**1,098**	1,106
Consumer indirect loans	**3,555**	3,261
Total consumer loans	**23,296**	23,672
Total loans [c]	**$ 89,268**	$ 86,405

[a] Loan balances include $129 million and $119 million of commercial credit card balances at September 30, 2018, and December 31, 2017, respectively.

Commercial lease financing includes receivables held as collateral for a secured borrowing of $12 million and $24 million at September 30, 2018, and December 31, 2017, respectively.

[b] Principal reductions are based on the cash payments received from these related receivables. Additional information pertaining to this secured borrowing is included in Note 20 (“Long-Term Debt”) beginning on page 174 of our 2017 Form 10-K.

[c] Total loans exclude loans of $1.1 billion at September 30, 2018, and $1.3 billion at December 31, 2017, related to the discontinued operations of the education lending business.

4. Asset Quality

We assess the credit quality of the loan portfolio by monitoring net credit losses, levels of nonperforming assets, delinquencies, and credit quality ratings as defined by management.

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Credit Quality Indicators

The prevalent risk characteristic for both commercial and consumer loans is the risk of loss arising from an obligor's inability or failure to meet contractual payment or performance terms. Evaluation of this risk is stratified and monitored by the loan risk rating grades assigned for the commercial loan portfolios and the refreshed FICO score assigned for the consumer loan portfolios.

Most extensions of credit are subject to loan grading or scoring. Loan grades are assigned at the time of origination, verified by credit risk management, and periodically re-evaluated thereafter. This risk rating methodology blends our judgment with quantitative modeling. Commercial loans generally are assigned two internal risk ratings. The first rating reflects the probability that the borrower will default on an obligation; the second rating reflects expected recovery rates on the credit facility. Default probability is determined based on, among other factors, the financial strength of the borrower, an assessment of the borrower's management, the borrower's competitive position within its industry sector, and our view of industry risk in the context of the general economic outlook. Types of exposure, transaction structure, and collateral, including credit risk mitigants, affect the expected recovery assessment.

Commercial Credit Exposure — Excluding PCI
Credit Risk Profile by Creditworthiness Category (a), (b)

	Commercial and industrial		RE — Commercial		RE — Construction		Commercial lease		Total	
in millions	September 30,	December 31,	September 30,	December 31,	September 30,	December 31,	September 30,	December 31,	September 30,	December 31,
RATING	**2018**	**2017**	**2018**	**2017**	**2018**	**2017**	**2018**	**2017**	**2018**	**2017**
Pass	**$ 43,052**	$ 39,833	**$ 14,016**	$ 13,328	**$ 1,679**	$ 1,894	**$ 4,405**	$ 4,730	**$ 63,152**	$ 59,785
Criticized (Accruing)	**1,691**	1,790	**398**	482	**79**	38	**55**	90	**2,223**	2,400
Criticized (Nonaccruing)	**226**	153	**98**	30	**2**	2	**10**	6	**336**	191
Total	**$ 44,969**	$ 41,776	**$ 14,512**	$ 13,840	**$ 1,760**	$ 1,934	**$ 4,470**	$ 4,826	**$ 65,711**	$ 62,376

(a) Credit quality indicators are updated on an ongoing basis and reflect credit quality information as of the dates indicated.
(b) The term criticized refers to those loans that are internally classified by Key as special mention or worse, which are asset quality categories defined by regulatory authorities. These assets have an elevated level of risk and may have a high probability of default or total loss. Pass rated refers to all loans not classified as criticized.

Consumer Credit Exposure — Excluding PCI
Non-PCI Loans by Refreshed FICO Score (a)

	Residential — Prime		Consumer direct loans		Credit cards		Consumer indirect loans		Total	
in millions	September 30,	December 31,	September 30,	December 31,	September 30,	December 31,	September 30,	December 31,	September 30,	December 31,
FICO SCORE	**2018**	**2017**	**2018**	**2017**	**2018**	**2017**	**2018**	**2017**	**2018**	**2017**
750 and above	**$ 10,040**	$ 10,226	**$ 551**	$ 519	**$ 485**	$ 477	**$ 1,620**	$ 1,472	**$ 12,696**	$ 12,694
660 to 749	**4,850**	5,181	**701**	690	**501**	508	**1,315**	1,184	**7,367**	7,563
Less than 660	**1,384**	1,519	**211**	225	**112**	121	**514**	529	**2,221**	2,394
No Score	**220**	208	**341**	356	**—**	—	**106**	76	**667**	640
Total	**$ 16,494**	$ 17,134	**$ 1,804**	$ 1,790	**$ 1,098**	$ 1,106	**$ 3,555**	$ 3,261	**$ 22,951**	$ 23,291

(a) Borrower FICO scores provide information about the credit quality of our consumer loan portfolio as they provide an indication as to the likelihood that a debtor will repay its debts. The scores are obtained from a nationally recognized consumer rating agency and are presented in the above table at the dates indicated.

Commercial Credit Exposure — PCI
Credit Risk Profile by Creditworthiness Category (a), (b)

	Commercial and Industrial		RE — Commercial		RE — Construction		Commercial Lease		Total	
in millions	September 30,	December 31,	September 30,	December 31,	September 30,	December 31,	September 30,	December 31,	September 30,	December 31,
RATING	**2018**									