## Bank of Hawaii Corporation 2019 Financial Results

- 2019 Record Earnings of \$5.56 Per Diluted Share
- 2019 Net Income \$225.9 Million
- Diluted Earnings Per Share \$1.45 for the Fourth Quarter of 2019
- Net Income \$58.1 Million for the Fourth Quarter of 2019
- Board of Directors Declares Dividend of \$0.67 Per Share
- Board of Directors Increases Share Repurchase Authorization by $\mathbf{\$ 1 0 0}$ Million


## FOR IMMEDIATE RELEASE

HONOLULU, HI (January 27, 2020) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of $\$ 5.56$ for the full year of 2019 , an increase of 6.3 percent from diluted earnings per share of $\$ 5.23$ in 2018. Net income for the year was $\$ 225.9$ million, up $\$ 6.3$ million or 2.9 percent from net income of $\$ 219.6$ million in the previous year. The return on average assets for the full year of 2019 was 1.29 percent unchanged from 1.29 percent in 2018. The return on average equity for the full year of 2019 was 17.65 percent compared with 17.63 percent in 2018. The efficiency ratio for the full year of 2019 improved to 55.68 percent compared with 56.71 percent in 2018.
"Bank of Hawaii finished 2019 with strong financial performance and made significant progress on our strategic initiatives," said Peter Ho, Chairman, President, and CEO. "Our loan balances grew 5.2 percent in 2019 and our deposit balances grew 5.0 percent compared with 2018. Our asset quality, capital and liquidity all remain strong. During the fourth quarter we continued to reduce our leveraged lease exposure with the early buyout of a lease which reduced our loan balances by $\$ 42.7$ million."

Diluted earnings per share were $\$ 1.45$ for the fourth quarter of 2019 , an increase from $\$ 1.29$ in the third quarter of 2019 and $\$ 1.30$ in the fourth quarter of 2018. Net income for the fourth quarter of 2019 was $\$ 58.1$ million, up from $\$ 52.1$ million in the previous quarter and $\$ 53.9$ million in the same quarter last year. The return on average assets for the fourth quarter of 2019 was 1.29 percent compared with 1.17 percent in the third quarter of 2019 and 1.26 percent in the fourth quarter last year. The return on average equity for the fourth quarter of 2019 was 17.84 percent compared with 16.02 percent in the third quarter of 2019 and 17.05 percent in the fourth quarter last year. The efficiency ratio for the fourth quarter of 2019 was 54.26 percent compared with 58.55 percent in the previous quarter and 57.75 percent in the same quarter last year.

## Financial Highlights

Net interest income, on a taxable-equivalent basis, was $\$ 499.9$ million for the full year of 2019, an increase of $\$ 8.4$ million from net interest income of $\$ 491.5$ million in 2018. Net interest income, on a taxable-equivalent basis, for the fourth quarter of 2019 was $\$ 124.2$ million, a decrease of $\$ 1.0$ million compared with net interest income of $\$ 125.2$ million in the third quarter of 2019 and the fourth quarter last year. Analyses of changes in net interest income are included in Tables $8 \mathrm{a}, 8 \mathrm{~b}$ and 8 c .

The net interest margin for the full year of 2019 was 3.03 percent, a decrease of 2 basis points from the net interest margin of 3.05 percent in 2018. The net interest margin was 2.95 percent in the fourth quarter of 2019, a decrease of 6 basis points from the previous quarter and 15 basis points from the same quarter last year.

The provision for credit losses for the full year of 2019 was $\$ 16.0$ million compared with a provision for credit losses of $\$ 13.4$ million in 2018. Results for the fourth quarter of 2019 included a provision for credit losses of $\$ 4.8$ million compared with $\$ 4.3$ million in the previous quarter and $\$ 2.0$ million in the same quarter last year.

Noninterest income for the full year of 2019 was $\$ 183.3$ million, an increase of $\$ 14.4$ million or 8.5 percent compared with noninterest income of $\$ 168.9$ million in 2018 . The increase from the previous year was primarily due to growth in mortgage banking income, higher gains on sales of leased assets, increased customer derivative activity, and higher service charges on deposits that were partially offset by a decline in credit card fees resulting from the sale of the credit card portfolio in the fourth quarter of 2018. Noninterest income was $\$ 47.7$ million in the fourth quarter of 2019 compared with noninterest income of $\$ 46.5$ million in the third quarter of 2019 and $\$ 42.1$ million in the fourth quarter of 2018. Noninterest income in the fourth quarter of 2019 included a gain of $\$ 3.8$ million related to the early buyout of a leveraged lease that was partially offset by a reduction in mortgage banking income and customer derivative activity. Noninterest income during the third quarter of 2019 included a negative adjustment of $\$ 0.5$ million related to a change in the Visa Class B conversion. There were no significant items in noninterest income during the fourth quarter of 2018.

Noninterest expense for the full year of 2019 was $\$ 379.2$ million, an increase of $\$ 7.6$ million or 2.0 percent compared with noninterest expense of $\$ 371.6$ million in 2018. The increase from the previous year was primarily due to increased depreciation and equipment costs related to the Company's strategic initiatives, higher salaries and benefits, and increased legal costs that were partially offset by a reduction in credit card expenses due to the sale of the portfolio. Noninterest expense was $\$ 93.1$ million in the fourth quarter of 2019 compared with noninterest expense of $\$ 100.3$ million in the third quarter of 2019 and $\$ 95.9$ million in the fourth quarter of 2018. There were no significant items in noninterest expense during the fourth quarter of 2019. Noninterest expense during the third quarter of 2019 included a $\$ 6.0$ million increase in the legal reserve. Noninterest expense in the fourth quarter of 2018 included $\$ 3.0$ million in one-time significant items related to a medical expense, an operational loss, and legal expenses. An analysis of noninterest expenses related to salaries and benefits is included in Table 9.

The effective tax rate for the full year of 2019 was 20.96 percent compared with the effective tax rate of 18.73 percent for 2018. The effective tax rate for the fourth quarter of 2019 was 21.15 percent compared with 22.08 percent in the previous quarter and 20.92 percent during the same quarter last year.

The Company's business segments are defined as Retail Banking, Commercial Banking, Investment Services and Private Banking, and Treasury \& Other. Results are determined based on the Company's internal financial management reporting process and organizational structure. Selected financial information for the business segments is included in Tables 13a and 13b.

## Asset Quality

The Company's strong overall asset quality continued to remain stable during the fourth quarter of 2019. Total non-performing assets were $\$ 20.1$ million at December 31, 2019, down from $\$ 21.6$ million at September 30, 2019 and up from $\$ 12.9$ million at December 31, 2018. Non-performing assets as a percentage of total loans and leases and foreclosed real estate were 0.18 percent at December 31, 2019 compared with 0.20 percent at September 30, 2019 and 0.12 percent at December 31, 2018.

Accruing loans and leases past due 90 days or more were $\$ 8.4$ million at December 31, 2019 compared with $\$ 6.1$ million at September 30, 2019 and $\$ 6.6$ million at December 31, 2018. Restructured loans and leases not included in non-accrual loans or accruing loans past due 90 days or more were $\$ 63.1$ million at December 31, 2019 compared with $\$ 46.2$ million at September 30, 2019 and $\$ 48.7$ million at December 31, 2018. More information on non-performing assets and accruing loans and leases past due 90 days or more is presented in Table 11.

Net charge-offs for the full year of 2019 were $\$ 12.7$ million or 0.12 percent of total average loans and leases compared with net charge-offs of $\$ 14.1$ million or 0.14 percent of total average loans and leases in 2018. Net charge-offs during the fourth quarter of 2019 were $\$ 3.7$ million or 0.13 percent annualized of total average loans and leases outstanding and were comprised of charge-offs of $\$ 6.2$ million partially offset by recoveries of $\$ 2.6$ million. Net charge-offs during the third quarter of 2019 were $\$ 3.0$ million or 0.11 percent annualized of total average loans and leases outstanding and were comprised of charge-offs of $\$ 5.8$ million and recoveries of $\$ 2.8$ million. Net charge-offs during the fourth quarter of 2018 were $\$ 4.0$ million or 0.15 percent annualized of total average loans and leases outstanding and were comprised of charge-offs of $\$ 6.9$ million and recoveries of $\$ 2.9$ million.

The allowance for loan and lease losses was $\$ 110.0$ million at December 31, 2019, an increase from $\$ 108.9$ million at September 30, 2019 and $\$ 106.7$ million at December 31, 2018. The ratio of the allowance for loan and lease losses to total loans and leases outstanding was 1.00 percent at December 31, 2019, unchanged from September 30, 2019 and down 2 basis points from December 31, 2018. The total reserve for unfunded commitments of $\$ 6.8$ million at December 31, 2019 was unchanged from the prior quarter and the same quarter last year. Details of loan and lease charge-offs, recoveries, and the components of the total reserve for credit losses are summarized in Table 12.

## Other Financial Highlights

Total assets were $\$ 18.10$ billion at December 31, 2019, an increase of 2.4 percent from total assets of $\$ 17.67$ billion at September 30, 2019 and an increase of 5.6 percent from total assets of $\$ 17.14$ billion at December 31, 2018. Average total assets were $\$ 17.54$ billion during the full year of 2019, an increase of 3.3 percent from average total assets of $\$ 16.97$ billion during 2018.

The investment securities portfolio was $\$ 5.66$ billion at December 31, 2019, an increase of 2.2 percent from total securities of $\$ 5.54$ billion at September 30, 2019 and an increase of 3.1 percent from total securities of $\$ 5.49$ billion at December 31, 2018. The investment securities portfolio remains largely comprised of securities issued by U.S. government agencies and included $\$ 2.62$ billion in securities available for sale and $\$ 3.04$ billion in securities held to maturity at December 31, 2019.

Total loans and leases were $\$ 10.99$ billion at December 31, 2019, an increase of 1.0 percent from total loans and leases of $\$ 10.88$ billion at September 30, 2019 and 5.2 percent from total loans and leases of $\$ 10.45$ billion at December 31, 2018. Adjusted for the previously mentioned early buyout of a leveraged lease, total loans increased 1.4 percent from the previous quarter and 5.6 percent from the same quarter last year.

The commercial portfolio grew to $\$ 4.21$ billion at the end of the fourth quarter of 2019 , an increase of 1.4 percent from commercial loans of $\$ 4.16$ billion at the end of the third quarter of 2019 and 5.9 percent from commercial loans of $\$ 3.98$ billion at the end of the fourth quarter last year. Adjusted for the previously mentioned early buyout of a leveraged lease, commercial loans increased 2.4 percent from the previous quarter and 7.0 percent from the same quarter last year. Consumer loans grew to $\$ 6.78$ billion at December 31, 2019, an increase of 0.8 percent from consumer loans of $\$ 6.72$ billion at the end of the third quarter of 2019 and 4.8 percent from consumer loans of $\$ 6.47$ billion at the end of the fourth quarter last year. Average total loans and leases during the full year of 2019 were $\$ 10.69$ billion, an increase of 6.4 percent from average loans and leases of $\$ 10.04$ billion during 2018. Loan and lease portfolio balances are summarized in Table 10.

Total deposits were $\$ 15.78$ billion at December 31, 2019, an increase of 2.9 percent from total deposits of $\$ 15.34$ billion at September 30, 2019 and an increase of 5.0 percent from total deposits of $\$ 15.03$ billion at December 31, 2018. Consumer deposits increased to $\$ 8.12$ billion at December 31, 2019, an increase of 2.9 percent from consumer deposits of $\$ 7.89$ billion at the end of the third quarter of 2019 and an increase of 5.1 percent from $\$ 7.73$ billion at the end of the fourth quarter last year. Commercial deposits increased to $\$ 6.32$ billion at the end of the fourth quarter of 2019, an increase of 2.8 percent from $\$ 6.15$ billion at the end of the third quarter of 2019 and an increase of 3.7 percent from $\$ 6.10$ billion at the end of the fourth quarter last year. Other deposits, including public funds, were $\$ 1.34$ billion at December 31, 2019, an increase of 3.7 percent from total other deposits of $\$ 1.29$ billion at September 30, 2019 and an increase of 11.6 percent from $\$ 1.20$ billion at December 31, 2018. Average total deposits during the full year of 2019 were $\$ 15.23$ billion, an increase of 3.2 percent compared with average total deposits of $\$ 14.76$ billion during 2018. Deposit balances are summarized in Tables $7 \mathrm{a}, 7 \mathrm{~b}$, and 10 .

During the fourth quarter of 2019, the Company repurchased 336.2 thousand shares of common stock at a total cost of $\$ 30.0$ million under its share repurchase program. The average cost was $\$ 89.11$ per share repurchased. From the beginning of the share repurchase program initiated during July 2001 through December 31, 2019, the Company has repurchased 56.9 million shares and returned nearly $\$ 2.3$ billion to shareholders at an average cost of $\$ 40.38$ per share. From January 2 through January 24, 2020 the Company repurchased an additional 71.5 thousand shares of common stock at an average cost of $\$ 93.50$ per share repurchased. The Company's Board of Directors increased the authorization under the share repurchase program by an additional $\$ 100.0$ million. Remaining buyback authority under the share repurchase program was $\$ 120.4$ million at January 24, 2020.

Total shareholders' equity was $\$ 1.29$ billion at December 31, 2019, down slightly from September 30, 2019, and up from $\$ 1.27$ billion at December 31, 2018. The Tier 1 Capital Ratio was 12.18 percent at December 31, 2019 compared with 12.33 percent at September 30, 2019 and 13.07 percent at December 31, 2018. The Tier 1 Leverage Ratio at December 31, 2019 was 7.25 percent compared with 7.32 percent at September 30, 2019 and 7.60 percent at December 31, 2018.

The Company's Board of Directors declared a quarterly cash dividend of $\$ 0.67$ per share on the Company's outstanding shares. The dividend will be payable on March 13, 2020 to shareholders of record at the close of business on February 28, 2020.

## Hawaii Economy

General economic conditions in Hawaii remained stable during 2019 due to low interest rates, a relatively healthy construction sector and growing visitor arrivals. For the first eleven months of 2019 total visitor arrivals increased 5.4 percent and visitor spending increased 0.5 percent compared to the same period in 2018. Total visitor days rose 2.7 percent compared to the first eleven months of 2018.

The statewide seasonally-adjusted unemployment rate in Hawaii continued to remain low at 2.6 percent in December 2019 compared with 3.5 percent nationally.

Real estate prices on Oahu remained steady during 2019 with a modest decline in total annual sales and stable median prices. For the full year of 2019 , the median sales price of a single-family home on Oahu decreased 0.1 percent and the median price of a condominium on Oahu increased 1.2 percent compared with the same period in 2018. The volume of single-family home sales on Oahu increased 3.9 percent and the volume of condominium sales on Oahu decreased 4.8 percent in 2019 compared with 2018. As of December 31, 2019, months of inventory of single-family homes and condominiums on Oahu were 2.5 months and 3.4 months, respectively. More information on current Hawaii economic trends is presented in Table 15.

## Conference Call Information

The Company will review its 2019 financial results today at 8:00 a.m. Hawaii Time (1:00 p.m. Eastern Time). The call will be accessible via teleconference and via the investor relations link of Bank of Hawaii Corporation's website, www.boh.com. The toll-free number is 1 (844) 543-5235 in the United States and Canada and 1 (703) 318-2209 for other international callers. Use the pass code "Bank of Hawaii" to access the call. A replay will be available for one week beginning approximately 11:00 a.m. Hawaii Time on Monday, January 27, 2020. The replay number is 1 (855) 859-2056 in the United States and Canada and 1 (404) 537-3406 from other international locations. Enter the conference ID 1787817 when prompted. In addition, a replay will be available on the Company's website, www.boh.com.

## Forward-Looking Statements

This news release, and other statements made by the Company in connection with it may contain "forward-looking statements", such as forecasts of our financial results and condition, expectations for our operations and business prospects, and our assumptions used in those forecasts and expectations. Do not unduly rely on forward-looking statements. Actual results might differ significantly from our forecasts and expectations because of a variety of factors. More information about these factors is contained in Bank of Hawaii Corporation's Annual Report on Form 10-K for the year ended December 31, 2018, which was filed with the U.S. Securities and Exchange Commission. We do not promise to update forward-looking statements to reflect later events or circumstances

Bank of Hawaii Corporation is an independent regional financial services company serving businesses, consumers, and governments in Hawaii, American Samoa, and the West Pacific. The Company's principal subsidiary, Bank of Hawaii, was founded in 1897. For more information about Bank of Hawaii Corporation, see the Company's web site, www.boh.com.

Financial Highlights
Table 1


## As of Period End:

Balance Sheet Totals

| Loans and Leases | \$ | 10,990,892 |  | \$ | 10,881,298 |  | \$ | 10,448,774 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Assets |  | 18,095,496 |  |  | 17,672,140 |  |  | 17,143,974 |
| Total Deposits |  | 15,784,482 |  |  | 15,340,752 |  |  | 15,027,242 |
| Other Debt |  | 85,565 |  |  | 110,585 |  |  | 135,643 |
| Total Shareholders' Equity |  | 1,286,832 |  |  | 1,291,490 |  |  | 1,268,200 |
| Asset Quality |  |  |  |  |  |  |  |  |
| Non-Performing Assets | \$ | 20,117 |  | \$ | 21,645 |  | \$ | 12,930 |
| Allowance for Loan and Lease Losses |  | 110,027 |  |  | 108,936 |  |  | 106,693 |
| Allowance to Loans and Leases Outstanding |  | 1.00 | \% |  | 1.00 | \% |  | 1.02 |
| Capital Ratios |  |  |  |  |  |  |  |  |
| Common Equity Tier 1 Capital Ratio |  | 12.18 | \% |  | 12.33 | \% |  | 13.07 |
| Tier 1 Capital Ratio |  | 12.18 |  |  | 12.33 |  |  | 13.07 |
| Total Capital Ratio |  | 13.28 |  |  | 13.44 |  |  | 14.21 |
| Tier 1 Leverage Ratio |  | 7.25 |  |  | 7.32 |  |  | 7.60 |
| Total Shareholders' Equity to Total Assets |  | 7.11 |  |  | 7.31 |  |  | 7.40 |
| Tangible Common Equity to Tangible Assets ${ }^{4}$ |  | 6.95 |  |  | 7.14 |  |  | 7.23 |
| Tangible Common Equity to Risk-Weighted Assets ${ }^{4}$ |  | 11.85 |  |  | 12.10 |  |  | 12.52 |
| Non-Financial Data |  |  |  |  |  |  |  |  |
| Full-Time Equivalent Employees |  | 2,124 |  |  | 2,124 |  |  | 2,122 |
| Branches |  | 68 |  |  | 67 |  |  | 69 |
| ATMs |  | 387 |  |  | 379 |  |  | 382 |

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## Bank of Hawaii Corporation and Subsidiaries

Reconciliation of Non-GAAP Financial Measures
Table 2

| (dollars in thousands) | December 31,2019 |  | September 30,2019 |  | December 31, <br> 2018 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Shareholders' Equity | \$ | 1,286,832 | \$ | 1,291,490 | \$ | 1,268,200 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |
| Tangible Common Equity | \$ | 1,255,315 | \$ | 1,259,973 | \$ | 1,236,683 |
| Total Assets | \$ | 18,095,496 | \$ | 17,672,140 | \$ | 17,143,974 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |
| Tangible Assets | \$ | 18,063,979 | \$ | 17,640,623 | \$ | 17,112,457 |

Risk-Weighted Assets, determined in accordance

| with prescribed regulatory requirements | \$ | 10,589,061 | \$ | 10,416,560 | \$ | 9,878,904 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Shareholders' Equity to Total Assets |  | 7.11\% |  | 7.31\% |  | 7.40\% |
| Tangible Common Equity to Tangible Assets (Non-GAAP) |  | 6.95\% |  | 7.14\% |  | 7.23\% |
| Tier 1 Capital Ratio |  | 12.18\% |  | 12.33\% |  | 13.07\% |
| Tangible Common Equity to Risk-Weighted Assets (Non-GAAP) |  | 11.85\% |  | 12.10\% |  | 12.52\% |


| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2019 |  | September 30, 2019 |  | December 31, 2018 |  | December 31, |  |  |  |
| Interest Income |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 109,223 | \$ | 110,877 | \$ | 107,404 | \$ | 439,012 | \$ | 410,597 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 16,158 |  | 17,512 |  | 13,043 |  | 62,174 |  | 50,152 |
| Held-to-Maturity |  | 18,750 |  | 18,796 |  | 21,482 |  | 81,616 |  | 84,310 |
| Deposits |  | 8 |  | 9 |  | 10 |  | 41 |  | 34 |
| Funds Sold |  | 723 |  | 656 |  | 727 |  | 3,553 |  | 3,723 |
| Other |  | 239 |  | 233 |  | 352 |  | 1,001 |  | 1,357 |
| Total Interest Income |  | 145,101 |  | 148,083 |  | 143,018 |  | 587,397 |  | 550,173 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 16,407 |  | 18,055 |  | 13,172 |  | 68,374 |  | 41,143 |
| Securities Sold Under Agreements to Repurchase |  | 4,071 |  | 4,257 |  | 4,671 |  | 17,522 |  | 18,519 |
| Funds Purchased |  | 25 |  | 146 |  | 440 |  | 840 |  | 609 |
| Short-Term Borrowings |  | - |  | 1 |  | 88 |  | 38 |  | 145 |
| Other Debt |  | 713 |  | 728 |  | 674 |  | 2,908 |  | 3,405 |
| Total Interest Expense |  | 21,216 |  | 23,187 |  | 19,045 |  | 89,682 |  | 63,821 |
| Net Interest Income |  | 123,885 |  | 124,896 |  | 123,973 |  | 497,715 |  | 486,352 |
| Provision for Credit Losses |  | 4,750 |  | 4,250 |  | 2,000 |  | 16,000 |  | 13,425 |
| Net Interest Income After Provision for Credit Losses |  | 119,135 |  | 120,646 |  | 121,973 |  | 481,715 |  | 472,927 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 11,157 |  | 10,930 |  | 10,558 |  | 44,233 |  | 43,877 |
| Mortgage Banking |  | 3,199 |  | 4,864 |  | 2,148 |  | 13,686 |  | 8,437 |
| Service Charges on Deposit Accounts |  | 7,835 |  | 7,592 |  | 7,562 |  | 30,074 |  | 28,811 |
| Fees, Exchange, and Other Service Charges |  | 14,533 |  | 14,900 |  | 14,576 |  | 57,893 |  | 57,482 |
| Investment Securities Gains (Losses), Net |  | (906) |  | $(1,469)$ |  | (841) |  | $(3,986)$ |  | $(3,938)$ |
| Annuity and Insurance |  | 1,272 |  | 1,278 |  | 1,409 |  | 6,934 |  | 5,822 |
| Bank-Owned Life Insurance |  | 1,879 |  | 1,647 |  | 1,941 |  | 7,015 |  | 7,199 |
| Other |  | 8,733 |  | 6,765 |  | 4,755 |  | 27,489 |  | 21,233 |
| Total Noninterest Income |  | 47,702 |  | 46,507 |  | 42,108 |  | 183,338 |  | 168,923 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 51,664 |  | 54,345 |  | 54,856 |  | 216,106 |  | 213,208 |
| Net Occupancy |  | 8,824 |  | 8,803 |  | 8,918 |  | 33,800 |  | 34,742 |
| Net Equipment |  | 7,930 |  | 7,637 |  | 6,364 |  | 29,295 |  | 23,852 |
| Data Processing |  | 4,828 |  | 4,676 |  | 5,151 |  | 18,757 |  | 17,846 |
| Professional Fees |  | 3,257 |  | 2,184 |  | 2,467 |  | 10,071 |  | 9,992 |
| FDIC Insurance |  | 1,376 |  | 1,257 |  | 1,336 |  | 5,192 |  | 7,732 |
| Other |  | 15,217 |  | 21,447 |  | 16,819 |  | 66,006 |  | 64,252 |
| Total Noninterest Expense |  | 93,096 |  | 100,349 |  | 95,911 |  | 379,227 |  | 371,624 |
| Income Before Provision for Income Taxes |  | 73,741 |  | 66,804 |  | 68,170 |  | 285,826 |  | 270,226 |
| Provision for Income Taxes |  | 15,598 |  | 14,752 |  | 14,259 |  | 59,913 |  | 50,624 |
| Net Income | \$ | 58,143 | \$ | 52,052 | \$ | 53,911 | \$ | 225,913 | \$ | 219,602 |
| Basic Earnings Per Share | \$ | 1.46 | \$ | 1.30 | \$ | 1.30 | \$ | 5.59 | \$ | 5.26 |
| Diluted Earnings Per Share | \$ | 1.45 | \$ | 1.29 | \$ | 1.30 | \$ | 5.56 | \$ | 5.23 |
| Dividends Declared Per Share | \$ | 0.67 | \$ | 0.65 | \$ | 0.62 | \$ | 2.59 | \$ | 2.34 |
| Basic Weighted Average Shares |  | ,880,619 |  | 190,508 |  | ,325,456 |  | 40,384,328 |  | 41,714,770 |
| Diluted Weighted Average Shares |  | 179,016 |  | 450,742 |  | ,601,649 |  | 40,649,570 |  | 41,999,399 |

## Bank of Hawaii Corporation and Subsidiaries

Consolidated Statements of Comprehensive Income
Table 4

| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Year Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31,$2019$ |  | September 30,$2019$ |  | December 31, 2018 |  |  |  |  |  |
|  |  |  | 2019 | 2018 |  |  |  |  |  |
| Net Income | \$ | 58,143 |  |  | \$ | 52,052 | \$ | 53,911 | \$ | 225,913 | \$ | 219,602 |
| Other Comprehensive Income (Loss), Net of Tax: |  |  |  |  |  |  |  |  |  |  |
| Net Unrealized Gains (Losses) on Investment Securities |  | $(5,856)$ |  | 5,405 |  |  |  | 11,169 |  | 22,677 |  | $(6,525)$ |
| Defined Benefit Plans |  | $(3,482)$ |  | 245 |  | $(2,974)$ |  | $(2,746)$ |  | $(2,326)$ |
| Other Comprehensive Income (Loss) |  | $(9,338)$ |  | 5,650 |  | 8,195 |  | 19,931 |  | $(8,851)$ |
| Comprehensive Income | \$ | 48,805 | \$ | 57,702 | \$ | 62,106 | \$ | 245,844 | \$ | 210,751 |


| (dollars in thousands) | December 31, 2019 |  | September 30, 2019 |  | December 31, 2018 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ | 4,979 | \$ | 2,946 | \$ | 3,028 |
| Funds Sold |  | 254,574 |  | 108,446 |  | 198,860 |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  | 2,619,003 |  | 2,594,394 |  | 2,007,942 |
| Held-to-Maturity (Fair Value of \$3,062,882; \$2,972,273; and \$3,413,994) |  | 3,042,294 |  | 2,946,910 |  | 3,482,092 |
| Loans Held for Sale |  | 39,062 |  | 36,720 |  | 10,987 |
| Loans and Leases |  | 10,990,892 |  | 10,881,298 |  | 10,448,774 |
| Allowance for Loan and Lease Losses |  | $(110,027)$ |  | $(108,936)$ |  | $(106,693)$ |
| Net Loans and Leases |  | 10,880,865 |  | 10,772,362 |  | 10,342,081 |
| Total Earning Assets |  | 16,840,777 |  | 16,461,778 |  | 16,044,990 |
| Cash and Due from Banks |  | 299,105 |  | 259,492 |  | 324,081 |
| Premises and Equipment, Net |  | 188,388 |  | 179,453 |  | 151,837 |
| Operating Lease Right-of-Use Assets |  | 100,838 |  | 101,005 |  | - |
| Accrued Interest Receivable |  | 46,476 |  | 47,897 |  | 51,230 |
| Foreclosed Real Estate |  | 2,737 |  | 2,939 |  | 1,356 |
| Mortgage Servicing Rights |  | 25,022 |  | 24,408 |  | 24,310 |
| Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |
| Bank-Owned Life Insurance |  | 287,962 |  | 286,936 |  | 283,771 |
| Other Assets |  | 272,674 |  | 276,715 |  | 230,882 |
| $\underline{\text { Total Assets }}$ | \$ | 18,095,496 | \$ | 17,672,140 | \$ | 17,143,974 |

Liabilities

| Deposits |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Noninterest-Bearing Demand | \$ | 4,489,525 | \$ | 4,392,706 | \$ | 4,739,596 |
| Interest-Bearing Demand |  | 3,127,205 |  | 3,000,865 |  | 3,002,925 |
| Savings |  | 6,365,321 |  | 6,141,098 |  | 5,539,199 |
| Time |  | 1,802,431 |  | 1,806,083 |  | 1,745,522 |
| Total Deposits |  | 15,784,482 |  | 15,340,752 |  | 15,027,242 |
| Short-Term Borrowings |  |  |  |  |  | 199 |
| Securities Sold Under Agreements to Repurchase |  | 604,306 |  | 604,299 |  | 504,296 |
| Other Debt |  | 85,565 |  | 110,585 |  | 135,643 |
| Operating Lease Liabilities |  | 108,210 |  | 108,264 |  |  |
| Retirement Benefits Payable |  | 44,504 |  | 39,682 |  | 40,494 |
| Accrued Interest Payable |  | 8,040 |  | 8,435 |  | 8,253 |
| Taxes Payable and Deferred Taxes |  | 16,085 |  | 21,089 |  | 19,736 |
| Other Liabilities |  | 157,472 |  | 147,544 |  | 139,911 |
| Total Liabilities |  | 16,808,664 |  | 16,380,650 |  | 15,875,774 |
| Shareholders' Equity |  |  |  |  |  |  |
| Common Stock ( $\$ .01$ par value; authorized $500,000,000$ shares; issued / outstanding: December 31, 2019-58,166,910 / 40,039,695; |  |  |  |  |  |  |
| Capital Surplus |  | 582,566 |  | 580,200 |  | 571,704 |
| Accumulated Other Comprehensive Loss |  | $(31,112)$ |  | $(21,774)$ |  | $(51,043)$ |
| Retained Earnings |  | 1,761,415 |  | 1,730,437 |  | 1,641,314 |
| Treasury Stock, at Cost (Shares: December 31, 2019-18,127,215; <br> September 30, 2019-17,817,046; and December 31, 2018-16,563,791) |  | $(1,026,616)$ |  | $(997,952)$ |  | $(894,352)$ |
| Total Shareholders' Equity |  | 1,286,832 |  | 1,291,490 |  | 1,268,200 |
| Total Liabilities and Shareholders' Equity | \$ | 18,095,496 | \$ | 17,672,140 | \$ | 17,143,974 |



Average Balances and Interest Rates - Taxable-Equivalent Basis
Table 7a

|  | Three Months Ended December 31, 2019 |  |  | Three Months Ended September 30, 2019 |  |  |  |  | Three Months Ended December 31, 2018 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | Average <br> Balance | Income/ Expense | Yield/ <br> Rate |  | Average Balance | Income/ Expense | Yield/ Rate |  | Average <br> Balance | Income/ Expense | Yield/ <br> Rate |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ 3.4 | \$ | 0.90 | \% | \$ 3.1 | \$ | 1.19 | \% | \$ 3.3 | \$ | 1.21 |
| Funds Sold | 177.7 | 0.7 | 1.59 |  | 121.1 | 0.7 | 2.12 |  | 128.2 | 0.7 | 2.22 |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |  |  |  |  |  |
| Taxable | 2,578.3 | 15.9 | 2.46 |  | 2,647.9 | 17.1 | 2.59 |  | 1,480.5 | 10.0 | 2.70 |
| Non-Taxable | 33.4 | 0.4 | 4.35 |  | 42.6 | 0.5 | 4.45 |  | 556.4 | 3.8 | 2.77 |
| Held-to-Maturity |  |  |  |  |  |  |  |  |  |  |  |
| Taxable | 2,994.7 | 18.4 | 2.46 |  | 2,873.7 | 18.5 | 2.57 |  | 3,360.5 | 20.0 | 2.38 |
| Non-Taxable | 61.7 | 0.4 | 2.70 |  | 65.2 | 0.4 | 2.72 |  | 235.1 | 1.9 | 3.16 |
| Total Investment Securities | 5,668.1 | 35.1 | 2.47 |  | 5,629.4 | 36.5 | 2.59 |  | 5,632.5 | 35.7 | 2.53 |
| Loans Held for Sale | 31.0 | 0.3 | 3.67 |  | 24.3 | 0.2 | 3.94 |  | 12.1 | 0.2 | 4.63 |
| Loans and Leases ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | 1,356.1 | 13.3 | 3.90 |  | 1,383.8 | 14.4 | 4.14 |  | 1,351.1 | 14.3 | 4.21 |
| Commercial Mortgage | 2,479.7 | 25.5 | 4.08 |  | 2,423.7 | 26.2 | 4.28 |  | 2,256.0 | 24.2 | 4.25 |
| Construction | 179.1 | 2.1 | 4.73 |  | 126.0 | 1.6 | 5.10 |  | 179.8 | 2.2 | 4.79 |
| Commercial Lease Financing | 135.4 | 0.8 | 2.38 |  | 161.8 | 1.0 | 2.57 |  | 173.2 | 1.0 | 2.42 |
| Residential Mortgage | 3,850.4 | 36.7 | 3.81 |  | 3,809.6 | 36.5 | 3.83 |  | 3,615.8 | 35.1 | 3.88 |
| Home Equity | 1,683.4 | 15.7 | 3.70 |  | 1,689.2 | 16.1 | 3.79 |  | 1,652.4 | 15.7 | 3.78 |
| Automobile | 715.2 | 6.5 | 3.59 |  | 707.0 | 6.4 | 3.59 |  | 641.8 | 6.0 | 3.73 |
| Other ${ }^{2}$ | 479.4 | 8.5 | 7.02 |  | 469.6 | 8.5 | 7.16 |  | 450.0 | 8.8 | 7.72 |
| Total Loans and Leases | 10,878.7 | 109.1 | 3.99 |  | 10,770.7 | 110.7 | 4.09 |  | 10,320.1 | 107.3 | 4.14 |
| Other | 34.9 | 0.2 | 2.74 |  | 35.0 | 0.3 | 2.66 |  | 36.8 | 0.4 | 3.82 |
| Total Earning Assets ${ }^{3}$ | 16,793.8 | 145.4 | 3.45 |  | 16,583.6 | 148.4 | 3.56 |  | 16,133.0 | 144.3 | 3.56 |
| Cash and Due from Banks | 222.2 |  |  |  | 231.5 |  |  |  | 234.3 |  |  |
| Other Assets | 805.0 |  |  |  | 790.3 |  |  |  | 621.3 |  |  |
| Total Assets | \$ 17,821.0 |  |  |  | \$ 17,605.4 |  |  |  | \$ 16,988.6 |  |  |

Interest-Bearing Liabilities
Interest-Bearing Deposits


[^1]Table 7b

| (dollars in millions) | Year Ended <br> December 31, 2019 |  |  |  |  |  | Year Ended <br> December 31, 2018 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average <br> Balance |  | Income/ Expense |  | Yield/ <br> Rate |  | Average <br> Balance |  | Income/ <br> Expense |  | Yield/ <br> Rate |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ | 3.1 | \$ | - | 1.33 | \% | \$ | 3.2 | \$ | - | 1.05 |
| Funds Sold |  | 165.7 |  | 3.6 | 2.14 |  |  | 200.0 |  | 3.7 | 1.86 |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 2,210.5 |  | 58.9 | 2.66 |  |  | 1,537.7 |  | 37.6 | 2.44 |
| Non-Taxable |  | 109.6 |  | 4.1 | 3.78 |  |  | 577.9 |  | 15.9 | 2.76 |
| Held-to-Maturity |  |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 3,148.2 |  | 78.3 | 2.49 |  |  | 3,468.4 |  | 78.4 | 2.26 |
| Non-Taxable |  | 137.8 |  | 4.2 | 3.04 |  |  | 236.5 |  | 7.5 | 3.17 |
| Total Investment Securities |  | 5,606.1 |  | 145.5 | 2.60 |  |  | 5,820.5 |  | 139.4 | 2.39 |
| Loans Held for Sale |  | 21.7 |  | 0.9 | 3.92 |  |  | 14.0 |  | 0.6 | 4.31 |
| Loans and Leases ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 1,370.9 |  | 57.9 | 4.23 |  |  | 1,304.8 |  | 51.9 | 3.98 |
| Commercial Mortgage |  | 2,400.6 |  | 102.4 | 4.27 |  |  | 2,164.6 |  | 89.7 | 4.14 |
| Construction |  | 145.2 |  | 7.4 | 5.07 |  |  | 184.9 |  | 8.6 | 4.68 |
| Commercial Lease Financing |  | 154.4 |  | 3.7 | 2.43 |  |  | 176.8 |  | 4.1 | 2.29 |
| Residential Mortgage |  | 3,768.2 |  | 144.7 | 3.84 |  |  | 3,546.5 |  | 136.0 | 3.84 |
| Home Equity |  | 1,689.4 |  | 64.1 | 3.80 |  |  | 1,620.8 |  | 61.1 | 3.77 |
| Automobile |  | 694.9 |  | 25.1 | 3.62 |  |  | 591.2 |  | 23.2 | 3.92 |
| Other ${ }^{2}$ |  | 464.8 |  | 33.3 | 7.16 |  |  | 454.1 |  | 35.6 | 7.85 |
| Total Loans and Leases |  | 10,688.4 |  | 438.6 | 4.10 |  |  | 10,043.7 |  | 410.2 | 4.08 |
| Other |  | 35.1 |  | 1.0 | 2.85 |  |  | 39.0 |  | 1.4 | 3.48 |
| Total Earning Assets ${ }^{3}$ |  | 16,520.1 |  | 589.6 | 3.57 |  |  | 16,120.4 |  | 555.3 | 3.44 |
| Cash and Due from Banks |  | 234.0 |  |  |  |  |  | 241.6 |  |  |  |
| Other Assets |  | 783.5 |  |  |  |  |  | 609.0 |  |  |  |
| Total Assets | \$ | 17,537.6 |  |  |  |  | \$ | 16,971.0 |  |  |  |

Interest-Bearing Liabilities
Interest-Bearing Deposits

| Demand | \$ | 2,945.9 |  | 5.0 | 0.17 |  | \$ | 2,958.8 |  | 4.7 | 0.16 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings |  | 6,034.0 |  | 32.4 | 0.54 |  |  | 5,434.3 |  | 13.6 | 0.25 |
| Time |  | 1,816.3 |  | 31.0 | 1.71 |  |  | 1,725.9 |  | 22.8 | 1.32 |
| Total Interest-Bearing Deposits |  | 10,796.2 |  | 68.4 | 0.63 |  |  | 10,119.0 |  | 41.1 | 0.41 |
| Short-Term Borrowings |  | 36.5 |  | 0.9 | 2.41 |  |  | 35.5 |  | 0.8 | 2.13 |
| Securities Sold Under Agreements to Repurchase |  | 531.9 |  | 17.5 | 3.29 |  |  | 504.7 |  | 18.5 | 3.67 |
| Other Debt |  | 111.8 |  | 2.9 | 2.60 |  |  | 211.3 |  | 3.4 | 1.61 |
| Total Interest-Bearing Liabilities |  | 11,476.4 |  | 89.7 | 0.78 |  |  | 10,870.5 |  | 63.8 | 0.59 |
| Net Interest Income |  |  | \$ | 499.9 |  |  |  |  | \$ | 491.5 |  |
| Interest Rate Spread |  |  |  |  | 2.79 | \% |  |  |  |  | 2.85 |
| Net Interest Margin |  |  |  |  | 3.03 | \% |  |  |  |  | 3.05 |
| Noninterest-Bearing Demand Deposits |  | 4,431.9 |  |  |  |  |  | 4,638.7 |  |  |  |
| Other Liabilities |  | 349.2 |  |  |  |  |  | 216.1 |  |  |  |
| Shareholders' Equity |  | 1,280.1 |  |  |  |  |  | 1,245.7 |  |  |  |
| Total Liabilities and Shareholders' Equity | \$ | 17,537.6 |  |  |  |  | \$ | 16,971.0 |  |  |  |

[^2]

[^3]

[^4]| (dollars in millions) | Year Ended December 31, 2019 <br> Compared to December 31, 2018 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | (0.7) | \$ | 0.6 | \$ | (0.1) |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |
| Taxable |  | 17.7 |  | 3.6 |  | 21.3 |
| Non-Taxable |  | (16.2) |  | 4.4 |  | (11.8) |
| Held-to-Maturity |  |  |  |  |  |  |
| Taxable |  | (7.6) |  | 7.5 |  | (0.1) |
| Non-Taxable |  | (3.0) |  | (0.3) |  | (3.3) |
| Total Investment Securities |  | (9.1) |  | 15.2 |  | 6.1 |
| Loans Held for Sale |  | 0.3 |  | - |  | 0.3 |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | 2.7 |  | 3.3 |  | 6.0 |
| Commercial Mortgage |  | 10.0 |  | 2.7 |  | 12.7 |
| Construction |  | (1.9) |  | 0.7 |  | (1.2) |
| Commercial Lease Financing |  | (0.6) |  | 0.2 |  | (0.4) |
| Residential Mortgage |  | 8.5 |  | 0.2 |  | 8.7 |
| Home Equity |  | 2.6 |  | 0.4 |  | 3.0 |
| Automobile |  | 3.8 |  | (1.9) |  | 1.9 |
| Other ${ }^{2}$ |  | 0.9 |  | (3.2) |  | (2.3) |
| Total Loans and Leases |  | 26.0 |  | 2.4 |  | 28.4 |
| Other |  | (0.1) |  | (0.3) |  | (0.4) |
| Total Change in Interest Income |  | 16.4 |  | 17.9 |  | 34.3 |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Demand |  | - |  | 0.3 |  | 0.3 |
| Savings |  | 1.6 |  | 17.2 |  | 18.8 |
| Time |  | 1.3 |  | 6.9 |  | 8.2 |
| Total Interest-Bearing Deposits |  | 2.9 |  | 24.4 |  | 27.3 |
| Short-Term Borrowings |  | - |  | 0.1 |  | 0.1 |
| Securities Sold Under Agreements to Repurchase |  | 1.0 |  | (2.0) |  | (1.0) |
| Other Debt |  | (2.0) |  | 1.5 |  | (0.5) |
| Total Change in Interest Expense |  | 1.9 |  | 24.0 |  | 25.9 |
| Change in Net Interest Income | \$ | 14.5 | \$ | (6.1) | \$ | 8.4 |

[^5]
## Bank of Hawaii Corporation and Subsidiaries

Salaries and Benefits
Table 9

| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31,$2019$ |  | September 30,$2019$ |  | December 31, 2018 |  | December 31, |  |  |  |
|  |  |  |  | 019 |  |  |  | 2018 |
| Salaries | \$ | 33,465 |  |  | \$ | 33,458 | \$ | 33,603 | \$ | 132,237 | \$ | 132,884 |
| Incentive Compensation |  | 4,864 |  | 5,681 |  | 5,715 |  | 21,913 |  | 20,687 |
| Share-Based Compensation |  | 1,475 |  | 2,025 |  | 1,417 |  | 8,573 |  | 8,074 |
| Commission Expense |  | 2,080 |  | 1,760 |  | 1,158 |  | 6,474 |  | 4,418 |
| Retirement and Other Benefits |  | 4,279 |  | 4,185 |  | 4,369 |  | 18,151 |  | 17,313 |
| Payroll Taxes |  | 2,386 |  | 2,519 |  | 2,277 |  | 11,795 |  | 11,389 |
| Medical, Dental, and Life Insurance |  | 2,903 |  | 3,908 |  | 5,237 |  | 15,202 |  | 16,134 |
| Separation Expense |  | 212 |  | 809 |  | 1,080 |  | 1,761 |  | 2,309 |
| Total Salaries and Benefits | \$ | 51,664 | \$ | 54,345 | \$ | 54,856 | \$ | 216,106 | \$ | 213,208 |

## Bank of Hawaii Corporation and Subsidiaries

Loan and Lease Portfolio Balances
Table 10

| (dollars in thousands) | December 31,$2019$ |  | September 30,$2019$ |  | June 30,$2019$ |  | March 31, 2019 |  | December 31, 2018 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 1,379,152 | \$ | 1,361,011 | \$ | 1,408,729 | \$ | 1,331,345 | \$ | 1,331,149 |
| Commercial Mortgage |  | 2,518,051 |  | 2,477,296 |  | 2,411,289 |  | 2,381,213 |  | 2,302,356 |
| Construction |  | 194,170 |  | 154,754 |  | 119,228 |  | 132,775 |  | 170,061 |
| Lease Financing |  | 122,454 |  | 163,672 |  | 163,070 |  | 154,919 |  | 176,226 |
| Total Commercial |  | 4,213,827 |  | 4,156,733 |  | 4,102,316 |  | 4,000,252 |  | 3,979,792 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 3,891,100 |  | 3,846,511 |  | 3,785,006 |  | 3,702,553 |  | 3,673,796 |
| Home Equity |  | 1,676,073 |  | 1,681,951 |  | 1,694,577 |  | 1,698,666 |  | 1,681,442 |
| Automobile |  | 720,286 |  | 713,424 |  | 703,523 |  | 676,730 |  | 658,133 |
| Other ${ }^{1}$ |  | 489,606 |  | 482,679 |  | 473,707 |  | 470,408 |  | 455,611 |
| Total Consumer |  | 6,777,065 |  | 6,724,565 |  | 6,656,813 |  | 6,548,357 |  | 6,468,982 |
| Total Loans and Leases | \$ | 10,990,892 | \$ | 10,881,298 | \$ | 10,759,129 | \$ | 10,548,609 | \$ | 10,448,774 |

## Deposits

| (dollars in thousands) | December 31, 2019 |  | September 30, 2019 |  |  | June 30, <br> 2019 |  | $\begin{array}{r} \text { March 31, } \\ 2019 \\ \hline \end{array}$ | December 31,$2018$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer | \$ | 8,118,494 | \$ | 7,893,454 | \$ | 7,880,284 | \$ | 7,944,793 | \$ | 7,726,731 |
| Commercial |  | 6,324,214 |  | 6,153,492 |  | 6,178,984 |  | 6,162,042 |  | 6,098,186 |
| Public and Other |  | 1,341,774 |  | 1,293,806 |  | 1,429,553 |  | 1,160,475 |  | 1,202,325 |
| $\underline{\text { Total Deposits }}$ | \$ | 15,784,482 | \$ | 15,340,752 | \$ | 15,488,821 | \$ | 15,267,310 | \$ | 15,027,242 |

[^6]| (dollars in thousands) | December 31, 2019 |  | September 30, 2019 |  |  | June 30, 2019 |  | March 31, $2019$ | December 31, 2018 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Non-Accrual Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 830 | \$ | 573 | \$ | 552 | \$ | 393 | \$ | 542 |
| Commercial Mortgage |  | 9,244 |  | 11,088 |  | 11,310 |  | 5,911 |  | 2,040 |
| Total Commercial |  | 10,074 |  | 11,661 |  | 11,862 |  | 6,304 |  | 2,582 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 4,125 |  | 4,258 |  | 4,697 |  | 5,599 |  | 5,321 |
| Home Equity |  | 3,181 |  | 2,787 |  | 2,486 |  | 2,797 |  | 3,671 |
| Total Consumer |  | 7,306 |  | 7,045 |  | 7,183 |  | 8,396 |  | 8,992 |
| Total Non-Accrual Loans and Leases |  | 17,380 |  | 18,706 |  | 19,045 |  | 14,700 |  | 11,574 |
| Foreclosed Real Estate |  | 2,737 |  | 2,939 |  | 2,737 |  | 3,225 |  | 1,356 |
| Total Non-Performing Assets | \$ | 20,117 | \$ | 21,645 | \$ | 21,782 | \$ | 17,925 | \$ | 12,930 |

## Accruing Loans and Leases Past Due 90 Days or More

Commercial

| Commercial and Industrial | \$ | - \$ |  | 81 | \$ | - | \$ | 66 | \$ | 10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Commercial |  | - |  | 81 |  | - |  | 66 |  | 10 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 1,839 |  | 2,032 |  | 1,859 |  | 903 |  | 2,446 |
| Home Equity |  | 4,125 |  | 2,320 |  | 2,981 |  | 3,381 |  | 2,684 |
| Automobile |  | 949 |  | 582 |  | 607 |  | 734 |  | 513 |
| Other ${ }^{1}$ |  | 1,493 |  | 1,076 |  | 963 |  | 1,033 |  | 914 |
| Total Consumer |  | 8,406 |  | 6,010 |  | 6,410 |  | 6,051 |  | 6,557 |
| Total Accruing Loans and Leases Past Due 90 Days or More | \$ | 8,406 | \$ | 6,091 | \$ | 6,410 | \$ | 6,117 | \$ | 6,567 |
| Restructured Loans on Accrual Status |  |  |  |  |  |  |  |  |  |  |
| Total Loans and Leases | \$ | 10,990,892 | \$ | 10,881,298 | \$ | 10,759,129 | \$ | 10,548,609 | \$ | 10,448,774 |


| $\underline{\text { Ratio of Non-Accrual Loans and Leases to Total Loans and Leases }}$ | 0.16\% |  |  | 0.17\% |  | 0.18\% |  | 0.14\% |  | 0.11\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ratio of Non-Performing Assets to Total Loans and Leases and Foreclosed Real Estate |  | 0.18\% |  | 0.20\% |  | 0.20\% |  | 0.17\% |  | 0.12\% |
| Ratio of Commercial Non-Performing Assets to Total Commercial |  |  |  |  |  |  |  |  |  |  |
| Ratio of Consumer Non-Performing Assets to Total Consumer |  |  |  |  |  |  |  |  |  |  |
| Ratio of Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More to Total Loans and Leases and Foreclosed Real Estate |  | 0.26\% |  | 0.25\% |  | 0.26\% |  | 0.23\% |  | 0.19\% |
| Quarter to Quarter Changes in Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Balance at Beginning of Quarter |  | 21,645 | \$ | 21,782 | \$ | 17,925 | \$ | 12,930 | \$ | 13,798 |
| Additions |  | 883 |  | 1,035 |  | 6,186 |  | 8,217 |  | 4,509 |
| Reductions |  |  |  |  |  |  |  |  |  |  |
| Payments |  | (495) |  | (984) |  | (441) |  | (989) |  | $(3,759)$ |
| Return to Accrual Status |  | $(1,673)$ |  | - |  | $(1,344)$ |  | (316) |  | (605) |
| Sales of Foreclosed Real Estate |  | (201) |  | - |  | (374) |  | - |  | (653) |
| Charge-offs/Write-downs |  | (42) |  | (188) |  | (170) |  | $(1,917)$ |  | (360) |
| Total Reductions |  | $(2,411)$ |  | $(1,172)$ |  | $(2,329)$ |  | $(3,222)$ |  | $(5,377)$ |
| Balance at End of Quarter | \$ | 20,117 | \$ | 21,645 | \$ | 21,782 | \$ | 17,925 | \$ | 12,930 |

[^7]
## Bank of Hawaii Corporation and Subsidiaries

Reserve for Credit Losses
Table 12

| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 31, } \\ 2019 \\ \hline \end{gathered}$ |  | September 30, 2019 |  | $\begin{gathered} \text { December 31, } \\ 2018 \end{gathered}$ |  | December 31, |  |  |  |
|  |  |  |  | 2019 |  |  |  | 2018 |
| Balance at Beginning of Period | \$ | 115,758 |  |  | \$ | 114,494 | \$ | 115,512 | \$ | 113,515 |  | 114,168 |
| Loans and Leases Charged-Off |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | (307) |  | (239) |  | (365) |  | $(1,122)$ |  | $(1,505)$ |
| Commercial Mortgage |  | - |  | - |  | - |  | $(1,616)$ |  | - |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | (50) |  | (7) |  | (1) |  | (112) |  | (101) |
| Home Equity |  | (245) |  | (215) |  | (406) |  | (900) |  | (665) |
| Automobile |  | $(1,990)$ |  | $(1,696)$ |  | $(2,335)$ |  | $(7,130)$ |  | $(8,218)$ |
| Other ${ }^{1}$ |  | $(3,651)$ |  | $(3,598)$ |  | $(3,781)$ |  | $(13,075)$ |  | $(14,075)$ |
| Total Loans and Leases Charged-Off |  | $(6,243)$ |  | $(5,755)$ |  | $(6,888)$ |  | $(23,955)$ |  | $(24,564)$ |
| Recoveries on Loans and Leases Previously Charged-Off |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 293 |  | 318 |  | 803 |  | 1,513 |  | 2,039 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 699 |  | 649 |  | 112 |  | 1,927 |  | 807 |
| Home Equity |  | 577 |  | 428 |  | 367 |  | 2,339 |  | 2,001 |
| Automobile |  | 512 |  | 660 |  | 949 |  | 2,961 |  | 2,902 |
| Other ${ }^{1}$ |  | 503 |  | 714 |  | 660 |  | 2,549 |  | 2,737 |
| Total Recoveries on Loans and Leases Previously Charged-Off |  | 2,584 |  | 2,769 |  | 2,891 |  | 11,289 |  | 10,486 |
| Net Loans and Leases Charged-Off |  | $(3,659)$ |  | $(2,986)$ |  | $(3,997)$ |  | $(12,666)$ |  | $(14,078)$ |
| Provision for Credit Losses |  | 4,750 |  | 4,250 |  | 2,000 |  | 16,000 |  | 13,425 |
| Provision for Unfunded Commitments |  | - |  | - |  | - |  | - |  | - |
| Balance at End of Period ${ }^{2}$ | \$ | 116,849 | \$ | 115,758 | \$ | 113,515 | \$ | 116,849 | \$ | 113,515 |

Components

| Allowance for Loan and Lease Losses | $\$$ | 110,027 | $\$$ | 108,936 | $\$$ | 106,693 | $\$$ | 110,027 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Reserve for Unfunded Commitments | 6,822 | 106,693 |  |  |  |  |  |  |
| Total Reserve for Credit Losses | $\$$ | 116,849 | $\$$ | 115,758 | $\$$ | 113,515 | $\$$ | 116,849 |


| Average Loans and Leases Outstanding | $\$ 10,878,672$ | $\$ 10,770,720$ | $\$ 10,320,051$ | $\$ 10,688,424$ | $\$ 10,043,661$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Ratio of Net Loans and Leases Charged-Off to |
| :--- |
| Average Loans and Leases Outstanding (annualized) |
| Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding |


| (dollars in thousands) |  | Investment Services and |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Retail Banking | Commercial Banking |  |  | Private <br> Banking | Treasury and Other |  | Consolidated Total |  |
| Three Months Ended December 31, 2019 |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 66,410 | \$ | 45,475 | \$ | 9,689 | \$ | 2,311 | \$ | 123,885 |
| Provision for Credit Losses |  | 3,818 |  | (165) |  | 1 |  | 1,096 |  | 4,750 |
| Net Interest Income After Provision for Credit Losses |  | 62,592 |  | 45,640 |  | 9,688 |  | 1,215 |  | 119,135 |
| Noninterest Income |  | 21,377 |  | 10,624 |  | 13,929 |  | 1,772 |  | 47,702 |
| Noninterest Expense |  | $(52,720)$ |  | $(21,071)$ |  | $(15,774)$ |  | $(3,531)$ |  | $(93,096)$ |
| Income Before Provision for Income Taxes |  | 31,249 |  | 35,193 |  | 7,843 |  | (544) |  | 73,741 |
| Provision for Income Taxes |  | $(7,842)$ |  | $(6,345)$ |  | $(2,067)$ |  | 656 |  | $(15,598)$ |
| Net Income | \$ | 23,407 | \$ | 28,848 | \$ | 5,776 | \$ | 112 | \$ | 58,143 |
| Total Assets as of December 31, 2019 | \$ | 6,732,811 | \$ | 4,254,261 | \$ | 321,700 | \$ | 6,786,724 | \$ | 18,095,496 |

Three Months Ended December 31, 2018

| Net Interest Income | \$ | 67,452 | \$ | 46,429 | \$ | 10,235 | \$ | (143) | \$ | 123,973 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for Credit Losses |  | 4,481 |  | (484) |  | (1) |  | $(1,996)$ |  | 2,000 |
| Net Interest Income After Provision for Credit Losses |  | 62,971 |  | 46,913 |  | 10,236 |  | 1,853 |  | 121,973 |
| Noninterest Income |  | 20,339 |  | 6,338 |  | 13,397 |  | 2,034 |  | 42,108 |
| Noninterest Expense |  | $(53,417)$ |  | $(20,912)$ |  | $(17,583)$ |  | $(3,999)$ |  | $(95,911)$ |
| Income Before Provision for Income Taxes |  | 29,893 |  | 32,339 |  | 6,050 |  | (112) |  | 68,170 |
| Provision for Income Taxes |  | $(7,465)$ |  | $(7,714)$ |  | $(1,595)$ |  | 2,515 |  | $(14,259)$ |
| Net Income | \$ | 22,428 | \$ | 24,625 | \$ | 4,455 | \$ | 2,403 | \$ | 53,911 |
| Total Assets as of December 31, 2018 | \$ | 6,365,263 | \$ | 3,958,523 | \$ | 349,832 | \$ | 6,470,356 | \$ | 17,143,974 |


| (dollars in thousands) | Retail <br> Banking | Investment Services and |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
| Year Ended December 31, 2019 |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 266,429 | \$ | 185,259 | \$ | 39,374 | \$ | 6,653 | \$ | 497,715 |
| Provision for Credit Losses |  | 11,670 |  | 976 |  | 15 |  | 3,339 |  | 16,000 |
| Net Interest Income After Provision for Credit Losses |  | 254,759 |  | 184,283 |  | 39,359 |  | 3,314 |  | 481,715 |
| Noninterest Income |  | 86,682 |  | 33,362 |  | 55,696 |  | 7,598 |  | 183,338 |
| Noninterest Expense |  | $(216,688)$ |  | $(84,616)$ |  | $(64,974)$ |  | $(12,949)$ |  | $(379,227)$ |
| Income Before Provision for Income Taxes |  | 124,753 |  | 133,029 |  | 30,081 |  | $(2,037)$ |  | 285,826 |
| Provision for Income Taxes |  | $(30,725)$ |  | $(28,852)$ |  | $(7,929)$ |  | 7,593 |  | $(59,913)$ |
| Net Income | \$ | 94,028 | \$ | 104,177 | \$ | 22,152 | \$ | 5,556 | \$ | 225,913 |
| Total Assets as of December 31, 2019 | \$ | 6,732,811 | \$ | 4,254,261 | \$ | 321,700 | \$ | 6,786,724 | \$ | 18,095,496 |


| Year Ended December 31, 2018 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | \$ | 264,459 | \$ | 179,577 | \$ | 41,222 | \$ | 1,094 | \$ | 486,352 |
| Provision for Credit Losses |  | 14,898 |  | (760) |  | (61) |  | (652) |  | 13,425 |
| Net Interest Income After Provision for Credit Losses |  | 249,561 |  | 180,337 |  | 41,283 |  | 1,746 |  | 472,927 |
| Noninterest Income |  | 79,004 |  | 23,733 |  | 55,338 |  | 10,848 |  | 168,923 |
| Noninterest Expense |  | $(211,761)$ |  | $(81,344)$ |  | $(65,847)$ |  | $(12,672)$ |  | $(371,624)$ |
| Income Before Provision for Income Taxes |  | 116,804 |  | 122,726 |  | 30,774 |  | (78) |  | 270,226 |
| Provision for Income Taxes |  | $(29,172)$ |  | $(28,496)$ |  | $(8,113)$ |  | 15,157 |  | $(50,624)$ |
| Net Income | \$ | 87,632 | \$ | 94,230 | \$ | 22,661 | \$ | 15,079 | \$ | 219,602 |
| Total Assets as of December 31, 2018 | \$ | 6,365,263 | \$ | 3,958,523 | \$ | 349,832 | \$ | 6,470,356 | \$ | 17,143,974 |


|  |  | Three Months Ended |  |  |
| :--- | ---: | ---: | ---: | ---: |
| (dollars in thousands, except per share amounts) | December 31, | September 30, | June 30, | March 31, |
| 2019 | 2019 | 2019 | December 31, | 2019 |

Quarterly Operating Results

Interest Income

| Interest and Fees on Loans and Leases | \$ | 109,223 | \$ | 110,877 | \$ | 110,401 | \$ | 108,511 | \$ | 107,404 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 16,158 |  | 17,512 |  | 15,072 |  | 13,432 |  | 13,043 |
| Held-to-Maturity |  | 18,750 |  | 18,796 |  | 22,149 |  | 21,921 |  | 21,482 |
| Deposits |  | 8 |  | 9 |  | 9 |  | 15 |  | 10 |
| Funds Sold |  | 723 |  | 656 |  | 730 |  | 1,444 |  | 727 |
| Other |  | 239 |  | 233 |  | 210 |  | 319 |  | 352 |
| Total Interest Income |  | 145,101 |  | 148,083 |  | 148,571 |  | 145,642 |  | 143,018 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 16,407 |  | 18,055 |  | 18,628 |  | 15,284 |  | 13,172 |
| Securities Sold Under Agreements to Repurchase |  | 4,071 |  | 4,257 |  | 4,623 |  | 4,571 |  | 4,671 |
| Funds Purchased |  | 25 |  | 146 |  | 512 |  | 157 |  | 440 |
| Short-Term Borrowings |  | - |  | 1 |  | 1 |  | 36 |  | 88 |
| Other Debt |  | 713 |  | 728 |  | 710 |  | 757 |  | 674 |
| Total Interest Expense |  | 21,216 |  | 23,187 |  | 24,474 |  | 20,805 |  | 19,045 |
| Net Interest Income |  | 123,885 |  | 124,896 |  | 124,097 |  | 124,837 |  | 123,973 |
| Provision for Credit Losses |  | 4,750 |  | 4,250 |  | 4,000 |  | 3,000 |  | 2,000 |
| Net Interest Income After Provision for Credit Losses |  | 119,135 |  | 120,646 |  | 120,097 |  | 121,837 |  | 121,973 |


| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Trust and Asset Management |  | 11,157 |  | 10,930 |  | 11,385 |  | 10,761 |  | 10,558 |
| Mortgage Banking |  | 3,199 |  | 4,864 |  | 3,336 |  | 2,287 |  | 2,148 |
| Service Charges on Deposit Accounts |  | 7,835 |  | 7,592 |  | 7,283 |  | 7,364 |  | 7,562 |
| Fees, Exchange, and Other Service Charges |  | 14,533 |  | 14,900 |  | 14,252 |  | 14,208 |  | 14,576 |
| Investment Securities Gains (Losses), Net |  | (906) |  | $(1,469)$ |  | (776) |  | (835) |  | (841) |
| Annuity and Insurance |  | 1,272 |  | 1,278 |  | 1,806 |  | 2,578 |  | 1,409 |
| Bank-Owned Life Insurance |  | 1,879 |  | 1,647 |  | 1,779 |  | 1,710 |  | 1,941 |
| Other |  | 8,733 |  | 6,765 |  | 6,385 |  | 5,606 |  | 4,755 |
| Total Noninterest Income |  | 47,702 |  | 46,507 |  | 45,450 |  | 43,679 |  | 42,108 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 51,664 |  | 54,345 |  | 53,511 |  | 56,586 |  | 54,856 |
| Net Occupancy |  | 8,824 |  | 8,803 |  | 8,579 |  | 7,594 |  | 8,918 |
| Net Equipment |  | 7,930 |  | 7,637 |  | 6,895 |  | 6,833 |  | 6,364 |
| Data Processing |  | 4,828 |  | 4,676 |  | 4,727 |  | 4,526 |  | 5,151 |
| Professional Fees |  | 3,257 |  | 2,184 |  | 2,177 |  | 2,453 |  | 2,467 |
| FDIC Insurance |  | 1,376 |  | 1,257 |  | 1,290 |  | 1,269 |  | 1,336 |
| Other |  | 15,217 |  | 21,447 |  | 15,546 |  | 13,796 |  | 16,819 |
| Total Noninterest Expense |  | 93,096 |  | 100,349 |  | 92,725 |  | 93,057 |  | 95,911 |
| Income Before Provision for Income Taxes |  | 73,741 |  | 66,804 |  | 72,822 |  | 72,459 |  | 68,170 |
| Provision for Income Taxes |  | 15,598 |  | 14,752 |  | 15,903 |  | 13,660 |  | 14,259 |
| Net Income | \$ | 58,143 | \$ | 52,052 | \$ | 56,919 | \$ | 58,799 | \$ | 53,911 |
| Basic Earnings Per Share | \$ | 1.46 | \$ | 1.30 | \$ | 1.40 | \$ | 1.44 | \$ | 1.30 |
| Diluted Earnings Per Share | \$ | 1.45 | \$ | 1.29 | \$ | 1.40 | \$ | 1.43 | \$ | 1.30 |

Balance Sheet Totals

Loans and Leases
Total Assets
Total Deposits
Total Shareholders' Equity
\$ 10,990,892
18,095,496

15,784,482
1,286,832


|  | Monthly Visitor Arrivals, | Percentage Change |
| :--- | :--- | :--- |
| (in thousands) | Not Seasonally Adjusted | from Previous Year |

Tourism ${ }^{5}$

| November 30, 2019 | 811.4 |
| :--- | :--- |

October 31, $2019 \quad 4.8$
September 30, $2019 \quad 741.3$
August 31, $2019 \quad 9.8$
July 31, $2019 \quad 997.9 \quad 6.2$
June 30, $2019 \quad 951.6$
May 31, $2019 \quad 841.4$
April 30, $2019 \quad 856.3$
March 31, $2019 \quad 3.9$
February 28, $2019 \quad 782.6$
January 31, $2019 \quad 8.0$
December 31, 2018 910.1 3.4
November 30, $2018 \quad 3.9$

| October 31, 2018 | 763.7 |
| :--- | :--- |
| 3.5 |  |

September 30, $2018 \quad 2.2$
August 31, $2018 \quad 8.2$
July 31, $2018 \quad 939.4$

June 30, $2018 \quad 897.18$
May 31, $2018 \quad 804.18$
April 30, $2018 \quad 803.08$
March 31, $2018 \quad 903.6$
February 28, $2018 \quad 778.6$
January 31, $2018 \quad 796.5$

[^8]
[^0]:    ${ }^{1}$ Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and total noninterest income).
    ${ }^{2}$ Net interest margin is defined as net interest income, on a taxable-equivalent basis, as a percentage of average earning assets.
    ${ }^{3}$ Dividend payout ratio is defined as dividends declared per share divided by basic earnings per share.
    ${ }^{4}$ Tangible common equity to tangible assets and tangible common equity to risk-weighted assets are Non-GAAP financial measures. See Table 2 "Reconciliation of Non-GAAP Financial Measures."

[^1]:    Non-performing loans and leases are included in the respective average loan and lease balances. Income, if any, on such loans and leases is recognized on a cash basis.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing
    ${ }^{3}$ Interest income includes taxable-equivalent basis adjustments, based upon a federal statutory tax rate of $21 \%$, of $\$ 352,000, \$ 296,000$, and $\$ 1,263,000$
    for the three months ended December 31, 2019, September 30, 2019, and December 31, 2018, respectively.

[^2]:    ${ }^{1}$ Non-performing loans and leases are included in the respective average loan and lease balances. Income, if any, on such loans and leases is recognized on a cash basis.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing
    ${ }^{3}$ Interest income includes taxable-equivalent basis adjustments, based upon a federal statutory tax rate of $21 \%$, of $\$ 2,230,000$ and $\$ 5,170,000$
    for the years ended December 31, 2019 and December 31, 2018, respectively.

[^3]:    ${ }^{1}$ The change in interest income and expense not solely due to changes in volume or rate has been allocated on a pro-rata basis to the volume and rate columns.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.

[^4]:    ${ }^{1}$ The change in interest income and expense not solely due to changes in volume or rate has been allocated on a pro-rata basis to the volume and rate columns.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.

[^5]:    ${ }^{1}$ The change in interest income and expense not solely due to changes in volume or rate has been allocated on a pro-rata basis to the volume and rate columns.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.

[^6]:    ${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.

[^7]:    ${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.

[^8]:    ${ }^{1}$ Source: Hawaii Department of Business, Economic Development \& Tourism
    ${ }^{2}$ Source: U. S. Bureau of Labor Statistics
    ${ }^{3}$ Source: Hawaii Department of Labor and Industrial Relations, County jobs data not seasonally adjusted.
    ${ }^{4}$ Source: Honolulu Board of REALTORS
    ${ }^{5}$ Source: Hawaii Tourism Authority

