

NYSE: BOH

Ah Bank of HawaiiCorporation

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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 Ouarter 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 \$100 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 8a, 8b and 8c.

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 7a, 7b, 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

			Three	Months End	ed			Yea	r En	idec	k	_
	De	ecember 31,	S	eptember 30,	D	ecember 31,	December			•		
(dollars in thousands, except per share amounts)		2019		2019		2018		2019			2018	_
For the Period:												
Operating Results	_		_		_							
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	
Total Noninterest Income		47,702		46,507		42,108		183,338			168,923	
Total Noninterest Expense		93,096		100,349		95,911		379,227			371,624	
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	
Performance Ratios												
Return on Average Assets		1.29	%	1.17	%	1.26	%	1.29	%		1.29	1
Return on Average Shareholders' Equity		17.84	70	16.02		17.05	,,	17.65	, 0		17.63	
Efficiency Ratio ¹		54.26		58.55		57.75		55.68			56.71	
Net Interest Margin ²		2.95		3.01		3.10		3.03			3.05	
Dividend Payout Ratio ³		45.89		50.00		47.69		46.33			44.49	
Average Shareholders' Equity to Average Assets		7.26		7.32		7.39		7.30			7.34	
Average Balances		10.076.575		10 ====================================		40.000.5=:		h 10 005 15 1		•	10.016.55	
Average Loans and Leases	\$	10,878,672	\$	10,770,720		10,320,051		\$ 10,688,424		\$	10,043,661	
Average Assets		17,821,004		17,605,394		16,988,550		17,537,570			16,970,992	
Average Deposits		15,441,097		15,330,691		14,779,511		15,228,066			14,757,724	
Average Shareholders' Equity		1,292,930		1,289,417		1,254,704		1,280,082			1,245,672	
Per Share of Common Stock												
Book Value	\$	32.14	\$	32.00	\$	30.56		\$ 32.14		\$	30.56	
Tangible Book Value		31.35		31.22		29.80		31.35			29.80	,
Market Value												
Closing		95.16		85.93		67.32		95.16			67.32	
High		95.68		88.20		82.80		95.68			89.09	
_												
Low		81.29		79.13		63.64		66.54			63.64	
						December 31, 2019		September 30, 2019			December 31 2018	•
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	
·						13.28		13.44			14.21	
i otai Capitai Ratio						7.25		7.32			7.60	
Total Capital Ratio Tier 1 Leverage Ratio												
Tier 1 Leverage Ratio											7 10	
Tier 1 Leverage Ratio Total Shareholders' Equity to Total Assets						7.11		7.31			7.40	
Tier 1 Leverage Ratio Total Shareholders' Equity to Total Assets Tangible Common Equity to Tangible Assets ⁴	1					7.11 6.95		7.31 7.14			7.23	,
Tier 1 Leverage Ratio Total Shareholders' Equity to Total Assets Tangible Common Equity to Tangible Assets ⁴	ı					7.11		7.31				,
Tier 1 Leverage Ratio Total Shareholders' Equity to Total Assets Tangible Common Equity to Tangible Assets Tangible Common Equity to Risk-Weighted Assets Non-Financial Data	ı					7.11 6.95 11.85		7.31 7.14 12.10			7.23 12.52	
Tier 1 Leverage Ratio Total Shareholders' Equity to Total Assets Tangible Common Equity to Tangible Assets ⁴ Tangible Common Equity to Risk-Weighted Assets ⁶ Non-Financial Data Full-Time Equivalent Employees	ı					7.11 6.95 11.85 2,124		7.31 7.14 12.10 2,124			7.23 12.52 2,122	
Tier 1 Leverage Ratio Total Shareholders' Equity to Total Assets Tangible Common Equity to Tangible Assets Tangible Common Equity to Risk-Weighted Assets Non-Financial Data	ı					7.11 6.95 11.85		7.31 7.14 12.10			7.23 12.52	:

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."

Reconciliation of Non-GAAP Financial Measures

Reconciliation of Non-OAA Timancial Measures			Table 2
	December 31,	September 30,	December 31,
(dollars in thousands)	2019	2019	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%

Table 2

Consolidated Statements of Income

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		TI	ree	Months End	ed			Year I	ed	
	De	ecember 31,	Se	ptember 30,	D	ecember 31,		Decem	ber	31,
(dollars in thousands, except per share amounts)		2019		2019		2018		2019		2018
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	7	39,880,619	Ŧ	40,190,508	7	41,325,456	7	40,384,328	τ.	41,714,770
Diluted Weighted Average Shares		40,179,016		40,450,742		41,601,649		40,649,570		41,999,399

Consolidated Statements of Comprehensive Income

		Th	ıre	e Months End	ed		Year I	Ende	ed
	Dec	ember 31,	S	September 30,	De	cember 31,	Decem	ber	31,
(dollars in thousands)		2019		2019		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)	1	5,405		11,169	22,677		(6,525)
Defined Benefit Plans		(3,482)	1	245		(2,974)	(2,746)		(2,326)
Other Comprehensive Income (Loss)		(9,338)	1	5,650		8,195	19,931		(8,851)
Comprehensive Income	\$	48,805	\$	57,702	\$	62,106	\$ 245,844	\$	210,751

Table 4

	ı	December 31,	Septem	ber 30,	[December 31,
(dollars in thousands)		2019		2019		2018
Assets						
Interest-Bearing Deposits in Other Banks	\$	4,979	\$	2,946	\$	3,028
Funds Sold		254,574	1	08,446		198,860
Investment Securities						
Available-for-Sale		2,619,003	2,5	94,394		2,007,942
Held-to-Maturity (Fair Value of \$3,062,882; \$2,972,273; and \$3,413,994)		3,042,294	2,9	46,910		3,482,092
Loans Held for Sale		39,062		36,720		10,987
Loans and Leases		10,990,892	10,8	81,298		10,448,774
Allowance for Loan and Lease Losses		(110,027)	(1	08,936)		(106,693)
Net Loans and Leases		10,880,865	10,7	72,362		10,342,081
Total Earning Assets		16,840,777	16,4	61,778		16,044,990
Cash and Due from Banks		299,105	2	59,492		324,081
Premises and Equipment, Net		188,388	1	79,453		151,837
Operating Lease Right-of-Use Assets		100,838		01,005		-
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		86,936		283,771
Other Assets		272,674		76,715		230,882
Total Assets	\$	18,095,496		72,140	\$	17,143,974
Liabilities						
Deposits						
Noninterest-Bearing Demand	\$	4,489,525	\$ 43	92,706	\$	4,739,596
Interest-Bearing Demand	*	3,127,205		00,865	*	3,002,925
Savings		6,365,321	,	41,098		5,539,199
Time		1,802,431		06,083		1,745,522
Total Deposits		15,784,482		40,752		15,027,242
Short-Term Borrowings		-	, .	-		199
Securities Sold Under Agreements to Repurchase		604,306	6	04,299		504,296
Other Debt		85,565		10,585		135,643
Operating Lease Liabilities		108,210		08,264		-
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		47,544		139,911
Total Liabilities		16,808,664		80,650		15,875,774
Shareholders' Equity		10,000,004	10,0	00,000		13,073,774
Common Stock (\$.01 par value; authorized 500,000,000 shares;						
issued / outstanding: December 31, 2019 - 58,166,910 / 40,039,695;						
September 30, 2019 - 58,176,305 / 40,359,259;						
•		579		E70		F77
and December 31, 2018 - 58,063,689 / 41,499,898)			-	579		577
Capital Surplus		582,566		80,200		571,704
Accumulated Other Comprehensive Loss		(31,112)		21,774)		(51,043)
Retained Earnings		1,761,415	1,7	30,437		1,641,314
Treasury Stock, at Cost (Shares: December 31, 2019 - 18,127,215;		(4.000.046)	/-	07.050		(004.050)
September 30, 2019 - 17,817,046; and December 31, 2018 - 16,563,791)		(1,026,616)	,	97,952)		(894,352)
Total Shareholders' Equity	<u> </u>	1,286,832		91,490	Φ.	1,268,200
Total Liabilities and Shareholders' Equity	\$	18,095,496	\$ 17,6	72,140	\$	17,143,974

-	. ,				_				
					Accum.				
					Other				
					Compre-				
					hensive				
	Common Shares	Commo		Capital	Income		Retained	Treasury	
(dollars in thousands)	Outstanding	Stoc	ck	Surplus	(Loss)		Earnings	Stock	Total
Balance as of December 31, 2017	42,401,443	\$ 57	6 \$	561,161	\$ (34,715)	\$ 1	,512,218	\$ (807,372)	\$1,231,868
Net Income	-		-	-	-		219,602	-	219,602
Other Comprehensive Loss	-		-	-	(8,851)		-	-	(8,851)
Reclassification of the Income Tax Effects of the									
Tax Cuts and Jobs Act from AOCI	-		-	-	(7,477)		7,477	-	-
Share-Based Compensation	-		-	8,146	-		-	-	8,146
Common Stock Issued under Purchase and Equity									
Compensation Plans and Related Tax Benefits	219,210		1	2,397	-		513	5,008	7,919
Common Stock Repurchased	(1,120,755)		-	-	-		-	(91,988)	(91,988)
Cash Dividends Declared (\$2.34 per share)	_		-	-	-		(98,496)	-	(98,496)
Balance as of December 31, 2018	41,499,898	\$ 57	7 \$	571,704	\$ (51,043)	\$ 1	,641,314	\$ (894,352)	\$1,268,200
Net Income	-		-	-	-		225,913	-	225,913
Other Comprehensive Income	-		-	-	19,931		-	-	19,931
Share-Based Compensation	-		-	8,337	-		-	-	8,337
Common Stock Issued under Purchase and Equity									
Compensation Plans and Related Tax Benefits	212,924	:	2	2,525	-		(334)	5,385	7,578
Common Stock Repurchased	(1,673,127)		-	-	-		-	(137,649)	(137,649)
Cash Dividends Declared (\$2.59 per share)	-		-	-	-		(105,478)	-	(105,478)
Balance as of December 31, 2019	40,039,695	\$ 57	9 \$	582,566	\$ (31,112)	\$ 1	1,761,415	\$ (1,026,616)	\$1,286,832

		onths End			Three Months Ended September 30, 2019			Months End	
	Average	•			Income/		Average		
(dollars in millions)	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	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									
Demand	\$ 2,990.3	1.0	0.14	\$ 2,950.2	1.1	0.15	\$ 2,888.3	1.5	0.20
Savings	6,245.0	8.0	0.51	6,122.0	8.8	0.57	5,494.5	4.5	0.32
Time	1,842.3	7.4	1.59	1,851.0	8.2	1.75	1,800.7	7.2	1.59
Total Interest-Bearing Deposits	11,077.6	16.4	0.59	10,923.2	18.1	0.66	10,183.5	13.2	0.51
Short-Term Borrowings	5.8	-	1.66	27.1	0.1	2.13	89.6	0.5	2.31
Securities Sold Under Agreements to Repurchase	604.3	4.1	2.64	513.8	4.3	3.24	504.3	4.7	3.62
Other Debt	106.2	0.7	2.67	110.6	0.7	2.62	145.2	0.7	1.85
Total Interest-Bearing Liabilities	11,793.9	21.2	0.71	11,574.7	23.2	0.79	10,922.6	19.1	0.69
Net Interest Income		\$ 124.2			\$ 125.2			\$ 125.2	
Interest Rate Spread			2.74	%		2.77	%		2.87
Net Interest Margin			2.95	%		3.01	%		3.10
Noninterest-Bearing Demand Deposits	4,363.5			4,407.5			4,596.0		
Other Liabilities	370.7			333.8			215.3		
Shareholders' Equity	1,292.9			1,289.4			1,254.7		
Total Liabilities and Shareholders' Equity	\$ 17,821.0			\$ 17,605.4			\$ 16,988.6		

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.

		Ye	ar Ended			Y	ear Ended	
		Decem	nber 31, 2019		_	Dece	ember 31, 2018	
		Average	Income/	Yield/		Average	Income/	Yield/
(dollars in millions)		Balance	Expense	Rate		Balance	Expense	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		0,688.4	438.6	4.10		10,043.7	410.2	4.08
Other	<u> </u>	35.1	1.0	2.85		39.0	1.4	3.48
Total Earning Assets ³		6,520.1	589.6	3.57		16,120.4	555.3	3.44
Cash and Due from Banks		234.0	000.0	0.01		241.6		0
Other Assets		783.5				609.0		
Total Assets	<u> </u>	7,537.6			_	\$ 16,971.0	•	
		1,001.0			=	Ψ 10,071.0	:	
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	0.17	`	5,434.3	13.6	0.10
Time		1,816.3	31.0	1.71		1,725.9	22.8	1.32
Total Interest-Bearing Deposits		0,796.2	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	0.9 17.5	3.29		504.7		3.67
Other Debt		111.8	2.9	2.60		211.3	18.5	
							3.4	1.61
Total Interest-Bearing Liabilities Net Interest Income	1	1,476.4	89.7	0.78		10,870.5	63.8 \$ 401.5	0.59
		<u> </u>	\$ 499.9	0.70	0/		\$ 491.5	0.05
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	<u>\$ 1</u>	7,537.6				\$ 16,971.0	•	

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.

Table 8a

	T	hree Months End	ded December 31,	2019
		Compared to S	September 30, 201	9
(dollars in millions)		Volume ¹	Rate 1	Total
Change in Interest Income:				
Funds Sold	\$	0.2 \$	(0.2) \$	-
Investment Securities				
Available-for-Sale				
Taxable		(0.4)	(8.0)	(1.2)
Non-Taxable		(0.1)	-	(0.1)
Held-to-Maturity				
Taxable		0.7	(0.8)	(0.1)
Total Investment Securities		0.2	(1.6)	(1.4)
Loans Held for Sale		0.1	-	0.1
Loans and Leases				
Commercial and Industrial		(0.3)	(0.8)	(1.1)
Commercial Mortgage		0.6	(1.3)	(0.7)
Construction		0.6	(0.1)	0.5
Commercial Lease Financing		(0.1)	(0.1)	(0.2)
Residential Mortgage		0.3	(0.1)	0.2
Home Equity		-	(0.4)	(0.4)
Automobile		0.1	-	0.1
Other ²		0.2	(0.2)	-
Total Loans and Leases		1.4	(3.0)	(1.6)
Other		(0.1)	-	(0.1)
Total Change in Interest Income		1.8	(4.8)	(3.0)
Change in Interest Expense:				
Interest-Bearing Deposits				
Demand		_	(0.1)	(0.1)
Savings		0.1	(0.9)	(0.8)
Time		-	(0.8)	(0.8)
Total Interest-Bearing Deposits		0.1	(1.8)	(1.7)
Short-Term Borrowings		(0.1)	-	(0.1)
Securities Sold Under Agreements to Repurchase		0.7	(0.9)	(0.2)
Total Change in Interest Expense		0.7	(2.7)	(2.0)
Change in Net Interest Income	\$	1.1 \$	(2.1) \$	(1.0)

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.

Table 8b

Compare the December (Inclinates) Compare the December (Inclinates) Change in Interest Expense: \$ 0.02 \$ \$ 100000000000000000000000000000000	ed December 31, 2	2019	
Change in Interest Income: Funds Sold	ecember 31, 2018	8	
Funds Sold \$ 0.2 \$ Investment Securities Available-for-Sale Taxable (4.9) Held-to-Maturity Taxable (2.2) Non-Taxable (2.2) Non-Taxable (2.2) Non-Taxable (2.2) Total Investment Securities (1.5) Loans Held for Sale (2.3) Loans Held for Sale (2.3) Commercial Mortgage (2.3) Commercial Mortgage (2.3) Commercial Mortgage (2.3) Commercial Lease Financing (0.2) Residential Mortgage (2.2) Home Equity (3.3) Automobile (3.7) Other (3.7) Other (3.7)	Rate 1	Total	
Navilable-for-Sale			
Available-for-Sale 6.8 Non-Taxable (4.9) Held-to-Maturity (2.2) Taxable (1.2) Total Investment Securities (1.5) Loans Held for Sale 0.2 Loans and Leases 0.2 Commercial Mortgage 2.3 Construction - Construction - Commercial Lease Financing (0.2) Residential Mortgage 2.2 Home Equity 0.3 Automobile 0.7 Other 2 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	(0.2) \$	-	
Taxable (4.9) Non-Taxable (4.9) Held-to-Maturity Taxable Taxable (1.2) Non-Taxable (1.2) Total Investment Securities (1.5) Loans Held for Sale 0.2 Loans and Leases Commercial moltustrial 0.1 Commercial Mortgage 2.3 Construction - Commercial Lease Financing (0.2) Residential Mortgage 2.2 Home Equity 0.3 Automobile 0.7 Other 2 0.5 Total Loans and Leases 5.9 Other (0.1) 0.5 Total Loans and Leases 5.9 Other 2 0.5 Total Loans and Leases 5.9 Other 3 0.5 Total Loans and Leases 5.9 Other 2 0.5 Total Loans and Leases 5.9 Other 2 0.1 Total Change in Interest Expense: 1.7 Interest-Bearing Deposits 0.7 Total Interest-Bearing Deposits 0.9			
Non-Taxable (4.9) Held-to-Maturity (2.2) Toxable (2.2) Non-Taxable (1.2) Total Investment Securities (1.5) Loans Held for Sale 0.2 Loans and Leases Commercial and Industrial Commercial Mortgage 2.3 Construction - Commercial Lease Financing (0.2) Residential Mortgage 2.2 Home Equity 0.3 Automobile 0.7 Other 2 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)			
Held-to-Maturity (2.2) Non-Taxable (1.2) Total Investment Securities (1.5) Loans Held for Sale 0.2 Loans and Leases Commercial and Industrial 0.1 Commercial Mortgage 2.3 Construction - Commercial Lease Financing (0.2) Residential Mortgage 2.2 Home Equity 0.3 Automobile 0.7 Other 2 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	(0.9)	5.9	
Taxable (1.2) Non-Taxable (1.2) Total Investment Securities (1.5) Loans Held for Sale 0.2 Loans and Leases Commercial and Industrial 0.1 Commercial Mortgage 2.3 Construction - Commercial Lease Financing (0.2) Residential Mortgage 2.2 Home Equity 0.3 Automobile 0.7 Other 2 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	1.5	(3.4)	
Non-Taxable (1.2) Total Investment Securities (1.5) Loans Held for Sale 0.2 Loans and Leases Commercial and Industrial 0.1 Commercial Mortgage 2.3 Construction - Commercial Lease Financing (0.2) Residential Mortgage 2.2 Home Equity 0.3 Automobile 0.7 Other 2 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)			
Total Investment Securities (1.5) Loans Held for Sale 0.2 Loans and Leases Commercial and Industrial 0.1 Commercial Mortgage 2.3 Construction - Commercial Lease Financing (0.2) Residential Mortgage 2.2 Home Equity 0.3 Automobile 0.7 Other 2 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	0.6	(1.6)	
Loans Held for Sale 0.2 Loans and Leases 0.1 Commercial and Industrial 0.1 Commercial Mortgage 2.3 Construction - Commercial Lease Financing (0.2) Residential Mortgage 2.2 Home Equity 0.3 Automobile 0.7 Other 2 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	(0.3)	(1.5)	
Loans and Leases 0.1 Commercial and Industrial 0.1 Commercial Mortgage 2.3 Construction - Commercial Lease Financing (0.2) Residential Mortgage 2.2 Home Equity 0.3 Automobile 0.7 Other 2 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	0.9	(0.6)	
Commercial and Industrial 0.1 Commercial Mortgage 2.3 Construction - Commercial Lease Financing (0.2) Residential Mortgage 2.2 Home Equity 0.3 Automobile 0.7 Other 2 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	(0.1)	0.1	
Commercial Mortgage 2.3 Construction - Commercial Lease Financing (0.2) Residential Mortgage 2.2 Home Equity 0.3 Automobile 0.7 Other 2 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)			
Construction - Commercial Lease Financing (0.2) Residential Mortgage 2.2 Home Equity 0.3 Automobile 0.7 Other 2 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	(1.1)	(1.0)	
Commercial Lease Financing (0.2) Residential Mortgage 2.2 Home Equity 0.3 Automobile 0.7 Other 2 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	(1.0)	1.3	
Residential Mortgage 2.2 Home Equity 0.3 Automobile 0.7 Other 2 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	(0.1)	(0.1)	
Home Equity 0.3 Automobile 0.7 Other 2 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	-	(0.2)	
Automobile 0.7 Other ² 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	(0.6)	1.6	
Other ² 0.5 Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	(0.3)	-	
Total Loans and Leases 5.9 Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	(0.2)	0.5	
Other (0.1) Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	(0.8)	(0.3)	
Total Change in Interest Income 4.7 Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	(4.1)	1.8	
Change in Interest Expense: Interest-Bearing Deposits Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	(0.1)	(0.2)	
Interest-Bearing Deposits Demand Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase Other Debt (0.3)	(3.6)	1.1	
Demand - Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)			
Savings 0.7 Time 0.2 Total Interest-Bearing Deposits 0.9 Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)			
Time0.2Total Interest-Bearing Deposits0.9Short-Term Borrowings(0.4)Securities Sold Under Agreements to Repurchase0.8Other Debt(0.3)	(0.5)	(0.5)	
Total Interest-Bearing Deposits Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase Other Debt (0.3)	2.8	3.5	
Short-Term Borrowings (0.4) Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	<u>-</u>	0.2	
Securities Sold Under Agreements to Repurchase 0.8 Other Debt (0.3)	2.3	3.2	
Other Debt (0.3)	(0.1)	(0.5)	
Other Debt (0.3)	(1.4)	(0.6)	
	0.3	-	
	1.1	2.1	
Change in Net Interest Income \$ 3.7 \$	(4.7) \$	(1.0)	

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.

	Year Ended D	ecember 31, 2019	1
	 Compared to	December 31, 201	8
(dollars in millions)	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
	 - T	\ / '	

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.

Salaries and Benefits

Table 9

		•	Three	Months Ende		Year Ended				
	Dec	ember 31,	Se	ptember 30,	Dece	mber 31,		Decem	ber :	31,
(dollars in thousands)		2019		2019	2	2018		2019		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

Loan and Lease Portfolio Balances

Loan and Lease Portfolio Balances					Table 10
	December 31,	September 30,	June 30,	March 31,	December 31,
(dollars in thousands)	2019	2019	2019	2019	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

Deposits

Total Loans and Leases

	ı	December 31,	;	September 30,	June 30,	March 31,	December 31,
(dollars in thousands)		2019		2019	2019	2019	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
Total Deposits	\$	15,784,482	\$	15,340,752	\$ 15,488,821 \$	15,267,310 \$	15,027,242

10,990,892 \$ 10,881,298 \$ 10,759,129 \$

Table 10

10,548,609 \$

¹ Comprised of other revolving credit, installment, and lease financing.

Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More

Table 11

Non-refronting Assets and Accruing Loans and Least		 eptember 30,	June 30,	March 31,	De	ecember 31,
(dollars in thousands)	2019	2019	2019	2019		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						
and Not Past Due 90 Days or More	\$ 63,103	\$ 46,178	\$ 48,563	\$ 48,571	\$	48,731
Total Loans and Leases	\$ 10,990,892	\$ 10,881,298	\$ 10,759,129	\$ 10,548,609	\$	10,448,774
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%
and Foresteen Leading	0.1070	0.2070	0.2070	0.1170		0.127
Ratio of Commercial Non-Performing Assets to Total Commercial						
Loans and Leases and Commercial Foreclosed Real Estate	0.24%	0.28%	0.29%	0.16%		0.06%
Estatio and Estatos and Sommorstan Grossoca Near Estato	0.2170	0.2070	0.2070	0.1070		0.007
Ratio of Consumer Non-Performing Assets to Total Consumer						
Loans and Leases and Consumer Foreclosed Real Estate	0.15%	0.15%	0.15%	0.18%		0.16%
	0.1070	0.1070	0.1070	0.1070		0.107
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
	(201)		. ,			•
Charge-offs/Write-downs	(42)	(188)	(170)	(1,917)		(360)
	, ,	(188 <u>)</u> (1,172)	(170) (2,329)	(1,917) (3,222)		(360)

¹ Comprised of other revolving credit, installment, and lease financing.

Reserve for Credit Losses

Table 12

		Th	ree	Months Ende	Year Ended					
	De	ecember 31,	Se	eptember 30,	De	ecember 31,		Decem	ber 31,	
(dollars in thousands)		2019		2019	2018		2019		2018	
Balance at Beginning of Period	\$	115,758	\$	114,494	\$	115,512	\$	113,515	11	4,168
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)	(1	4,075)
Total Loans and Leases Charged-Off		(6,243)		(5,755)		(6,888)		(23,955)	(2	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	1	0,486
Net Loans and Leases Charged-Off		(3,659)		(2,986)		(3,997)		(12,666)	(1	4,078)
Provision for Credit Losses		4,750		4,250		2,000		16,000	1	3,425
Provision for Unfunded Commitments		-		-		-		-		
Balance at End of Period ²	\$	116,849	\$	115,758	\$	113,515	\$	116,849	\$ 11	3,515
Components										
Allowance for Loan and Lease Losses	\$	110,027	\$	108,936	\$	106,693	\$	110,027	10	06,693
Reserve for Unfunded Commitments		6,822		6,822		6,822		6,822		6,822
Total Reserve for Credit Losses	\$	116,849	\$	115,758	\$	113,515	\$	116,849	\$ 11	3,515
Average Loans and Leases Outstanding	\$	10,878,672	\$	10,770,720	\$	10,320,051	\$ 1	0,688,424	\$ 10,04	3,661
Ratio of Net Loans and Leases Charged-Off to										
Average Loans and Leases Outstanding (annualized)		0.13%		0.11%		0.15%		0.12%		0.14%
Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding		1.00%		1.00%		1.02%		1.00%		1.02%

¹ Comprised of other revolving credit, installment, and lease financing.

² Included in this analysis is activity related to the Company's reserve for unfunded commitments, which is separately recorded in other liabilities in the Consolidated Statements of Condition.

Business Segments Selected Financial Information

				Investment			
			;	Services and	_		
	Retail	Commercial		Private	Treasury	(Consolidated
(dollars in thousands)	Banking	Banking		Banking	and Other		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

			Investment			
	Retail	Commercial	Services and Private	Treasury		Consolidated
(dollars in thousands)	Banking	Banking	Banking	and Other	•	Total
Year Ended December 31, 2019	<u> </u>		<u> </u>			
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

							ree	ee Months Ended							_
	D	ecember 31,		Sep	tember 30,			June 30,			March 31,		D	ecember 31,	•
(dollars in thousands, except per share amounts)		2019			2019			2019			2019			2018	<u>;</u>
Quarterly Operating Results															
Interest Income	Φ	400 000		Φ	440.077		Φ	440 404		Φ	400 544		Φ	407 404	
Interest and Fees on Loans and Leases	\$	109,223		\$	110,877		\$	110,401		\$	108,511		\$	107,404	
Income on Investment Securities		40.450			47.540			45.070			40.400			40.040	
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 Total Interest Income		239			233			210			319			352	_
		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		4,071			146			512			4,57 1			4,671	
Short-Term Borrowings		25			140			1			36			88	
Other Debt		713			728			710			757			674	
		21,216			23,187			24,474			20,805			19,045	_
Total Interest Expense Net Interest Income		,													_
Provision for Credit Losses		123,885 4,750			124,896 4,250			124,097 4,000			124,837 3,000			123,973 2,000	
Net Interest Income After Provision for Credit Losses		119,135			120,646			120,097			121,837			121,973	_
Noninterest Income		119,133			120,040			120,091			121,037			121,973	-
		11,157			10,930			11,385			10,761			10 550	
Trust and Asset Management		3,199			4,864			3,336			2,287			10,558	
Mortgage Banking Service Charges on Deposit Accounts		•			7,592			7,283			7,364			2,148	
Fees, Exchange, and Other Service Charges		7,835			14,900			14,252			14,208			7,562	
Investment Securities Gains (Losses), Net		14,533			•			•			•			14,576	
, , , ,		(906) 1,272			(1,469)			(776)			(835)			(841)	
Annuity and Insurance Bank-Owned Life Insurance					1,278			1,806			2,578			1,409	
Other		1,879			1,647			1,779			1,710			1,941	
Total Noninterest Income		8,733 47,702			6,765 46,507			6,385 45,450			5,606 43,679			4,755 42,108	_
		47,702			46,507			45,450			43,679			42,100	-
Noninterest Expense Salaries and Benefits		51,664			54,345			53,511			56,586			54,856	
		8,824			8,803			8,579			7,594				
Net Equipment		7,930			7,637			6,895			6,833			8,918 6,364	
Net Equipment		4,828						4,727			4,526			5,151	
Data Processing Professional Fees					4,676 2,184			2,177			2,453				
FDIC Insurance		3,257						*						2,467	
Other		1,376			1,257			1,290			1,269			1,336	
		15,217			21,447			15,546			13,796			16,819	_
Total Noninterest Expense Income Before Provision for Income Taxes		93,096			100,349			92,725			93,057			95,911	_
Provision for Income Taxes		73,741 15,598			66,804 14,752			72,822 15,903			72,459 13,660			68,170 14,259	
Net Income	\$			\$	52,052		\$			\$			\$	53,911	_
Net income	Ψ	30,143		Ψ	32,032		Ψ	30,919		Ψ	30,733		Ψ	33,311	=
Basic Earnings Per Share	\$	1.46		\$	1.30		\$	1.40		\$	1.44		\$	1.30	
Diluted Earnings Per Share	\$			\$	1.29		\$	1.40		\$	1.43		\$	1.30	
•															
Balance Sheet Totals															
Loans and Leases	\$	10,990,892			10,881,298		\$	10,759,129		\$	10,548,609		\$	10,448,774	
Total Assets		18,095,496			17,672,140			17,688,845			17,446,413			17,143,974	
Total Deposits		15,784,482		1	15,340,752			15,488,821			15,267,310			15,027,242	
Total Shareholders' Equity		1,286,832			1,291,490			1,285,948			1,269,690			1,268,200	
Performance Ratios															
Return on Average Assets		1.29	%		1.17	%		1.31	%		1.38	%		1.26	(
Return on Average Shareholders' Equity		17.84	70		16.02	/0		17.97	/0		18.81	/0		17.05	
Efficiency Ratio ¹		54.26			58.55			54.69			55.22			57.75	
Net Interest Margin ²		2.95			3.01			3.04			3.12			3.10	
rvet interest iviaryiii		2.90			3.01			3.04			3.12			3.10	

¹ Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and noninterest income).

² Net interest margin is defined as net interest income, on a taxable-equivalent basis, as a percentage of average earning assets.

Hawaii Economic Trends Table 15

	Elev	en Months	Ended	<u> </u>				Year Ended								
\$ in millions; jobs in thousands)	No	November 30, 2019 December			er 31, 2018		December 31, 2017									
Hawaii Economic Trends	onomic Trends															
State General Fund Revenues ¹	\$	6,749.3	6.0	%	\$	6,933.1	6.9	%	\$	6,485.0		4.3	%			
General Excise and Use Tax Revenue 1	\$	3,316.0	5.4	%	\$	3,426.5	2.3	%	\$	3,349.8		4.5	%			
Jobs ²		645.3				660.0				664.5						
										Decembe	er 31,					
(spot rates)							2019			2018		2017	'			
Unemployment ³																
Statewide, seasonally adjusted							2.6	%		2.6	%	2.3	%			
Oahu							2.1			2.2		1.7				
Island of Hawaii							3.0			2.9		2.0				
Maui							2.2			2.2		1.8				
Kauai							2.5			2.3		1.7				

	December 31,									
(percentage change, except months of inventory)	2019	2018	2017	2016						
Housing Trends (Single Family Oahu) 4										
Median Home Price	(0.1) %	4.6 %	2.7 %	5.0 %						
Home Sales Volume (units)	3.9 %	(7.7) %	6.3 %	6.5 %						
Months of Inventory	2.5	2.8	2.1	2.5						

	Monthly Visitor Arrivals,	Percentage Change
(in thousands)	Not Seasonally Adjusted	from Previous Year
Tourism ⁵		
November 30, 2019	811.4	4.2
October 31, 2019	800.4	4.8
September 30, 2019	741.3	3.5
August 31, 2019	928.2	9.8
July 31, 2019	997.9	6.2
June 30, 2019	951.6	6.1
May 31, 2019	841.4	4.6
April 30, 2019	856.3	6.6
March 31, 2019	939.1	3.9
February 28, 2019	782.6	0.5
January 31, 2019	820.6	3.0
December 31, 2018	910.1	3.4
November 30, 2018	778.5	3.9
October 31, 2018	763.7	3.5
September 30, 2018	716.1	2.2
August 31, 2018	845.1	3.2
July 31, 2018	939.4	5.3
June 30, 2018	897.1	7.3
May 31, 2018	804.1	7.0
April 30, 2018	803.0	6.6
March 31, 2018	903.6	12.5
February 28, 2018	778.6	10.3
January 31, 2018	796.5	5.4

 $^{^{\}rm 1}$ 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