# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D. C. 20549 

## FORM 8-K

# CURRENT REPORT PURSUANT <br> TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 

Date of Report<br>(Date of earliest event reported)

October 22, 2018

## BANK OF HAWAII CORPORATION

(Exact name of registrant as specified in its charter)

Delaware<br>(State of Incorporation)

## 1-6887

(Commission
File Number)

99-0148992
(IRS Employer
Identification No.)

130 Merchant Street, Honolulu, Hawaii
(Address of principal executive offices)

96813
(Zip Code)
(Registrant's telephone number, including area code)
(888) 643-3888

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4 (c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 ( $\$ 240.12 b-2$ of this chapter).
o Emerging growth company
o If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

On October 22, 2018, Bank of Hawaii Corporation announced its results of operations for the quarter ended September 30, 2018. The public announcement was made by means of a press release, the text of which is furnished as Exhibit 99.1 hereto and incorporated herein by reference.

Item 9.01. Financial Statements and Exhibits.
(d) Exhibits

Exhibit No.
99.1October 22, 2018 Press Release: Bank of Hawaii Corporation Third Quarter 2018 Financial Results. Any internet addresses provided in this release are for informational purposes only and are not intended to be hyperlinks. Furnished herewith.

## Signatures

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

# Ah Bank of Hawaii <br> Bank of Hawaii Corporation Third Quarter 2018 Financial Results <br> - Diluted Earnings Per Share $\$ 1.36$ <br> - Net Income \$56.9 Million <br> - Board of Directors Approves Dividend of \$0.62 Per Share 

## FOR IMMEDIATE RELEASE

HONOLULU, HI (October 22, 2018) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of \$1.36 for the third quarter of 2018, up from $\$ 1.30$ in the second quarter of 2018 and $\$ 1.08$ in the third quarter of 2017. Net income for the third quarter of 2018 was $\$ 56.9$ million, an increase of $\$ 2.2$ million from net income of $\$ 54.7$ million in the previous quarter and an increase of $\$ 11.0$ million from net income of $\$ 45.9$ million in the same quarter last year.

Loan and lease balances increased to $\$ 10.2$ billion at September 30, 2018, up 1.8 percent from June 30, 2018 and up 6.9 percent compared with September 30, 2017. Deposits were $\$ 14.8$ billion at the end of the third quarter of 2018, down slightly due to the planned decline in public deposits.
"We were pleased with Bank of Hawaii’s financial results during the third quarter of 2018," said Peter S. Ho, Chairman, President, and CEO. "Loan balances continue to grow, deposits were in line with our expectations, our margin increased, asset quality remains strong, and our expenses were well controlled."

The return on average assets for the third quarter of 2018 was 1.33 percent, up from 1.30 percent in the previous quarter and 1.07 percent in the same quarter last year. The return on average equity for the third quarter of 2018 was 18.06 percent, up from 17.68 percent for the second quarter of 2018 and up from 14.89 percent in the third quarter of 2017 . The efficiency ratio for the third quarter of 2018 was 55.07 percent down from 56.12 percent in the previous quarter and 55.82 percent in the same quarter last year.

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## Bank of Hawaii Corporation Third Quarter 2018 Financial Results Page 2

For the nine-month period ended September 30, 2018, net income was $\$ 165.7$ million, an increase of $\$ 24.0$ million from net income of $\$ 141.7$ million for the same period last year. Diluted earnings per share were $\$ 3.93$ for the nine-month period in 2018 compared with diluted earnings per share of $\$ 3.32$ for the same period in 2017. The 2018 year-to-date return on average assets was 1.31 percent compared with 1.14 percent for the same period in 2017. The 2018 year-to-date return on average equity was 17.83 percent compared with 15.77 percent for the nine months ended September 30, 2017. The efficiency ratio for the nine-month period ended September 30, 2018 was 56.36 percent compared with 55.05 percent for the same period last year.

## Financial Highlights

Net interest income, on a taxable equivalent basis, for the third quarter of 2018 was $\$ 124.2$ million, an increase of $\$ 2.4$ million from net interest income of $\$ 121.8$ million in the second quarter of 2018 and an increase of $\$ 5.0$ million from net interest income of $\$ 119.2$ million in the third quarter of last year. Net interest income for the nine-month period in 2018 was $\$ 366.3$ million, an increase of $\$ 18.8$ million from net interest income of $\$ 347.5$ million for the same period in 2017. Analyses of the changes in net interest income are included in Tables $8 \mathrm{a}, 8 \mathrm{~b}$, and 8c.

The net interest margin was 3.07 percent for the third quarter of 2018, an increase of 3 basis points from the net interest margin of 3.04 percent in the second quarter of 2018 and a 15 basis point increase from the net interest margin of 2.92 percent in the third quarter of 2017. The net interest margin for the first nine months of 2018 was 3.04 percent, an increase of 13 basis points compared with 2.91 percent for the same nine-month period last year.

Results for the third quarter of 2018 included a provision for credit losses of $\$ 3.8$ million compared with a provision for credit losses of $\$ 3.5$ million in the previous quarter and $\$ 4.0$ million in the same quarter last year. The provision for credit losses during the first nine months of 2018 was $\$ 11.4$ million compared with $\$ 12.7$ million during the same period in 2017.

Noninterest income was $\$ 41.5$ million in the third quarter of 2018, up $\$ 0.2$ million from noninterest income of $\$ 41.3$ million in the second quarter of 2018 and down $\$ 0.9$ million from $\$ 42.4$ million in the same quarter last year. There were no significant items in noninterest income during the third quarters of 2018 or 2017. Noninterest income during the second quarter of 2018 included a negative adjustment of $\$ 1.0$ million related to a change in the Visa Class B conversion ratio. The decline in noninterest income compared to the third quarter of 2017 was largely due to a decline in mortgage banking income. Noninterest income for the nine-months ended September 30, 2018 was $\$ 126.8$ million compared with noninterest income of $\$ 143.6$ million for the same period in 2017. Results for the nine-month period in 2017 included a gain of $\$ 12.5$ million on the sale of Visa Class B shares compared with a charge of $\$ 1.0$ million for the adjustment to the conversions ratio in 2018. Excluding the Visa sale, the decrease from the previous year was primarily due to a decline in mortgage banking income.

Noninterest expense was $\$ 90.5$ million in the third quarter of 2018, down $\$ 0.3$ million from noninterest expense of $\$ 90.8$ million in the previous quarter and up $\$ 1.9$ million from $\$ 88.6$ million in the same quarter last year. There were no significant items in noninterest expense during the third quarter or second quarter of 2018. Noninterest expense in the third quarter of 2017 included $\$ 2.1$ million in severance which was partially offset by a reduction of $\$ 0.9$ million in share-based compensation. Noninterest expense for the nine-months ended September 30, 2018 was $\$ 275.7$ million compared with noninterest expense of $\$ 265.4$ million for the same period in 2017. An analysis of noninterest expenses related to salaries and benefits is included in Table 9.

## Bank of Hawaii Corporation Third Quarter 2018 Financial Results Page 3

The effective tax rate for the third quarter of 2018 was 18.75 percent compared with 18.94 percent in the previous quarter and 30.62 percent during the same quarter last year. The effective tax rate for the nine-month period ended September 30, 2018 was 18.00 percent compared with 30.54 percent for the same period last year. The lower effective tax rate in 2018 was primarily due to the reduction in the federal corporate tax rate from 35 percent to 21 percent as a result of the Tax Cuts and Jobs Act.

The Company's business segments are defined as Retail Banking, Commercial Banking, Investment Services and Private Banking, and Treasury and 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 overall asset quality remained strong during the third quarter of 2018. Total non-performing assets were $\$ 13.8$ million at September 30, 2018, down from $\$ 15.2$ million at June 30, 2018 and $\$ 17.0$ million at September 30, 2017. As a percentage of total loans and leases and foreclosed real estate, non-performing assets were 0.13 percent at September 30, 2018 compared with 0.15 percent at June 30, 2018 and 0.18 percent at September 30, 2017.

Accruing loans and leases past due 90 days or more were $\$ 8.1$ million at September 30, 2018 compared with $\$ 13.3$ million at June 30, 2018 and $\$ 6.7$ million at September 30, 2017. Restructured loans and leases not included in non-accrual loans or accruing loans past due 90 days or more were $\$ 49.5$ million at September 30, 2018, down from $\$ 50.2$ million at June 30, 2018 and $\$ 55.0$ million at September 30, 2017. More information on non-performing assets and accruing loans and leases past due 90 days or more is presented in Table 11.

Net loans and leases charged off during the third quarter of 2018 were $\$ 3.3$ million or 0.13 percent annualized of total average loans and leases outstanding. Loan and lease charge-offs of $\$ 6.0$ million during the quarter were partially offset by recoveries of $\$ 2.7$ million. Net charge-offs during the second quarter of 2018 were $\$ 3.3$ million or 0.13 percent annualized of total average loans and leases outstanding and were comprised of $\$ 5.7$ million in charge-offs partially offset by recoveries of $\$ 2.4$ million. Net charge-offs during the third quarter of 2017 were $\$ 3.5$ million or 0.15 percent annualized of total average loans and leases outstanding and were comprised of $\$ 6.2$ million in charge-offs partially offset by recoveries of $\$ 2.7$ million. Net charge-offs in the nine-month period ended September 30, 2018 were $\$ 10.1$ million, or 0.14 percent annualized of total average loans and leases outstanding compared with net charge-offs of $\$ 10.0$ million, or 0.15 percent annualized of total average loans and leases outstanding for the same period in 2017.

The allowance for loan and lease losses increased to $\$ 108.7$ million at September 30, 2018 compared with $\$ 108.2$ million at June 30, 2018 and $\$ 106.9$ million at September 30, 2017. The ratio of the allowance for loan and lease losses to total loans and leases outstanding was 1.06 percent at September 30, 2018, a decrease of 2 basis points from the previous quarter and down 6 basis points from the end of the same quarter last year. The reserve for unfunded commitments at September 30, 2018 of $\$ 6.8$ million was unchanged from June 30, 2018 and September 30, 2017. Details of loan and lease charge-offs, recoveries and the components of the total reserve for credit losses are summarized in Table 12.

## Bank of Hawaii Corporation Third Quarter 2018 Financial Results

## Other Financial Highlights

Total assets were $\$ 17.0$ billion at September 30, 2018, a decrease of $\$ 132.4$ million from total assets of $\$ 17.1$ billion at June 30, 2018 and $\$ 276.6$ million from total assets of $\$ 17.3$ billion at September 30, 2017. Average total assets were $\$ 17.0$ billion during the third quarter of 2018 compared with $\$ 16.9$ billion during the previous quarter and $\$ 17.0$ billion during the same quarter last year.

The investment securities portfolio was $\$ 5.7$ billion at September 30, 2018, an increase of $\$ 25.4$ million from total securities of $\$ 5.7$ billion at June 30, 2018 and a decrease of $\$ 569.1$ million from total securities of $\$ 6.3$ billion at September 30, 2017. The portfolio remains largely comprised of securities issued by U. S. government agencies and included $\$ 3.7$ billion in securities held to maturity and $\$ 2.0$ billion in securities available for sale at September 30, 2018.

Total loans and leases were $\$ 10.2$ billion at September 30, 2018, an increase of $\$ 177.7$ million from total loans and leases of $\$ 10.1$ billion at June 30, 2018 and $\$ 657.1$ million from total loans and leases of $\$ 9.6$ billion at September 30, 2017. Average total loans and leases were $\$ 10.1$ billion during the third quarter of 2018 compared with $\$ 10.0$ billion during the previous quarter and $\$ 9.5$ billion during the same quarter last year. The commercial loan portfolio increased to $\$ 3.9$ billion at the end of the third quarter of 2018, up from $\$ 3.8$ billion at the end of the previous quarter and $\$ 3.7$ billion at the end of the third quarter last year. Total consumer loans increased to $\$ 6.3$ billion at the end of the third quarter of 2018, up from $\$ 6.2$ billion at the end of the previous quarter and $\$ 5.8$ billion at the end of the third quarter last year. Loan and lease portfolio balances are summarized in Table 10.

Total deposits were $\$ 14.8$ billion at September 30, 2018, a decrease of $\$ 100.0$ million from total deposits of $\$ 14.9$ billion at June 30, 2018 and $\$ 204.8$ million from total deposits of $\$ 15.0$ billion at September 30, 2017. Average total deposits were $\$ 14.8$ billion during the third quarter of 2018 compared with $\$ 14.7$ billion during the previous quarter and the same quarter last year. Consumer deposits were $\$ 7.6$ billion at the end of the third quarter of 2018, down from $\$ 7.7$ billion at the end of the previous quarter and up from $\$ 7.3$ billion at the end of the same quarter last year. Commercial deposits were $\$ 6.0$ billion at the end of the third quarter of 2018, up from $\$ 5.9$ billion at the end of the previous quarter and down from $\$ 6.1$ billion at the end of the same quarter last year. Other deposits, including public funds, were $\$ 1.2$ billion at September 30, 2018, down from $\$ 1.3$ billion at June 30, 2018 and $\$ 1.7$ billion at September 30, 2017. Deposit balances are summarized in Tables 7 and 10.

During the third quarter of 2018, the Company repurchased 296.5 thousand shares of common stock at a total cost of $\$ 24.6$ million under its share repurchase program. The average cost was $\$ 83.04$ per share repurchased. From the beginning of the share repurchase program initiated during July 2001 through September 30, 2018, the Company has repurchased 54.9 million shares and returned over $\$ 2.1$ billion to shareholders at an average cost of $\$ 38.92$ per share. Remaining buyback authority under the share repurchase program was $\$ 56.7$ million at September 30, 2018. From October 1 through October 19, 2018 the Company repurchased an additional 72.0 thousand shares of common stock at an average cost of $\$ 78.79$ per share.

Total shareholders' equity was $\$ 1.25$ billion at September 30, 2018 up slightly from June 30, 2018 and up from $\$ 1.23$ billion at September 30, 2017. The Tier 1 Capital Ratio was 13.19 percent at September 30, 2018 compared with 13.27 percent at June 30, 2018 and September 30, 2017. The Tier 1 leverage ratio at September 30, 2018 was 7.55 percent compared with 7.53 percent at June 30,2018 and 7.24 percent at September 30, 2017.

The Company's Board of Directors has declared a quarterly cash dividend of $\$ 0.62$ per share on the Company's outstanding shares. The dividend will be payable on December 14, 2018 to shareholders of record at the close of business on November 30, 2018.

## Hawaii Economy

General economic conditions in Hawaii remained positive during the third quarter of 2018. The statewide seasonally-adjusted unemployment rate continues to remain low at 2.2 percent in September 2018 compared to 3.7 percent nationally. Tourism continued to remain robust through the first eight months of 2018. Total visitor spending increased 8.8 percent compared to the same eight-month period in 2017 due to growth of 7.2 percent in visitor arrivals and an increase of 2.2 percent in daily spending. All four larger Hawaiian Islands saw growth in both visitor spending and visitor arrivals during the first eight months of 2018. The real estate market also remains strong. For the first nine months of 2018, the median sales price of a single-family home on Oahu increased 4.2 percent and the median price of a condominium on Oahu increased 5.5 percent compared with the same period in 2017. The volume of single-family home sales on Oahu decreased 3.7 percent and the volume of condominium sales on Oahu decreased 0.1 percent for the first nine months of 2018 compared to the same nine-month period in 2017. As of September 30, 2018, months of inventory of single-family homes and condominiums on Oahu were 2.8 months and 2.9 months, respectively. More information on current Hawaii economic trends is presented in Table 15.

## Conference Call Information

The Company will review its third quarter 2018 financial results today at 2:00 p.m. Eastern Time (8:00 a.m. Hawaii 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 password "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, October 22, 2018. 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 pass code 2175919 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, 2017, which was filed with the U.S. Securities and Exchange Commission. We have not committed 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.


| Branches | 69 | 69 | 69 | 69 |
| :---: | :---: | :---: | :---: | :---: |
| ATMs | 382 | 385 | 387 | 388 |

${ }^{1}$ 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."

| (dollars in thousands) | September 30, <br> 2018 |  |  | June 30, <br> 2018 | December 31, 2017 |  |  | September 30, 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Shareholders' Equity | \$ | 1,253,327 | \$ | 1,247,717 | \$ | 1,231,868 | \$ | 1,227,893 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |  | 31,517 |
| Tangible Common Equity | \$ | 1,221,810 | \$ | 1,216,200 | \$ | 1,200,351 | \$ | 1,196,376 |
| Total Assets | \$ | 16,991,734 | \$ | 17,124,162 | \$ | 17,089,052 | \$ | 17,268,302 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |  | 31,517 |
| Tangible Assets | \$ | 16,960,217 | \$ | 17,092,645 | \$ | 17,057,535 | \$ | 17,236,785 |
| Risk-Weighted Assets, determined in accordance |  |  |  |  |  |  |  |  |
| with prescribed regulatory requirements | \$ | 9,732,618 | \$ | 9,593,242 | \$ | 9,348,296 | \$ | 9,234,050 |
|  |  |  |  |  |  |  |  |  |
| Total Shareholders' Equity to Total Assets |  | 7.38\% |  | 7.29\% |  | 7.21\% |  | 7.11\% |
| Tangible Common Equity to Tangible Assets (Non-GAAP) |  | 7.20\% |  | 7.12\% |  | 7.04\% |  | 6.94\% |
|  |  |  |  |  |  |  |  |  |
| Tier 1 Capital Ratio |  | 13.19\% |  | 13.27\% |  | 13.24\% |  | 13.27\% |
| Tangible Common Equity to Risk-Weighted Assets (Non-GAAP) |  | 12.55\% |  | 12.68\% |  | 12.84\% |  | 12.96\% |

Bank of Hawaii Corporation and Subsidiaries
Consolidated Statements of Income
Table 3

| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  |  | $\begin{gathered} \text { Nine Months Ended } \\ \hline \text { September 30, } \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2018 |  |  | $\begin{gathered} \hline \text { June 30, } \\ 2018 \\ \hline \end{gathered}$ | September 30, 2017 |  | $\begin{aligned} & \text { Septer } \\ & 2018 \\ & \hline \end{aligned}$ |  |
|  |  |  |  |  |  |  | 2017 |  |  |  |
| Interest Income |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 104,248 | \$ | 101,311 | \$ | 94,621 |  |  | \$ | 303,193 | \$ | 273,467 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 12,588 |  | 12,380 |  | 11,987 |  | 37,109 |  | 34,906 |
| Held-to-Maturity |  | 20,821 |  | 20,711 |  | 20,334 |  | 62,828 |  | 59,958 |
| Deposits |  | 10 |  | (4) |  | 5 |  | 24 |  | 12 |
| Funds Sold |  | 1,393 |  | 846 |  | 1,579 |  | 2,996 |  | 3,165 |
| Other |  | 364 |  | 341 |  | 235 |  | 1,005 |  | 673 |
| Total Interest Income |  | 139,424 |  | 135,585 |  | 128,761 |  | 407,155 |  | 372,181 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 10,931 |  | 9,459 |  | 6,663 |  | 27,971 |  | 15,352 |
| Securities Sold Under Agreements to Repurchase |  | 4,667 |  | 4,617 |  | 4,664 |  | 13,848 |  | 14,928 |
| Funds Purchased |  | 33 |  | 83 |  | - |  | 169 |  | 42 |
| Short-Term Borrowings |  | 28 |  | 13 |  | - |  | 57 |  | 64 |
| Other Debt |  | 838 |  | 917 |  | 1,117 |  | 2,731 |  | 3,327 |
| Total Interest Expense |  | 16,497 |  | 15,089 |  | 12,444 |  | 44,776 |  | 33,713 |
| Net Interest Income |  | 122,927 |  | 120,496 |  | 116,317 |  | 362,379 |  | 338,468 |
| Provision for Credit Losses |  | 3,800 |  | 3,500 |  | 4,000 |  | 11,425 |  | 12,650 |
| Net Interest Income After Provision for Credit Losses |  | 119,127 |  | 116,996 |  | 112,317 |  | 350,954 |  | 325,818 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 10,782 |  | 11,356 |  | 11,050 |  | 33,319 |  | 34,325 |
| Mortgage Banking |  | 1,965 |  | 2,179 |  | 3,237 |  | 6,289 |  | 10,356 |
| Service Charges on Deposit Accounts |  | 7,255 |  | 6,865 |  | 8,188 |  | 21,249 |  | 24,522 |
| Fees, Exchange, and Other Service Charges |  | 14,173 |  | 14,400 |  | 13,764 |  | 42,906 |  | 41,061 |
| Investment Securities Gains (Losses), Net |  | (729) |  | $(1,702)$ |  | (566) |  | $(3,097)$ |  | 11,047 |
| Annuity and Insurance |  | 1,360 |  | 1,847 |  | 1,429 |  | 4,413 |  | 5,585 |
| Bank-Owned Life Insurance |  | 1,620 |  | 1,796 |  | 1,861 |  | 5,258 |  | 4,908 |
| Other |  | 5,056 |  | 4,557 |  | 3,447 |  | 16,478 |  | 11,758 |
| Total Noninterest Income |  | 41,482 |  | 41,298 |  | 42,410 |  | 126,815 |  | 143,562 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 51,782 |  | 52,148 |  | 51,190 |  | 158,352 |  | 152,031 |
| Net Occupancy |  | 8,702 |  | 8,588 |  | 7,727 |  | 25,824 |  | 24,026 |
| Net Equipment |  | 6,116 |  | 5,845 |  | 5,417 |  | 17,488 |  | 16,624 |
| Data Processing |  | 4,241 |  | 4,563 |  | 3,882 |  | 12,695 |  | 11,173 |
| Professional Fees |  | 2,206 |  | 2,546 |  | 3,044 |  | 7,525 |  | 8,415 |
| FDIC Insurance |  | 2,057 |  | 2,182 |  | 2,107 |  | 6,396 |  | 6,413 |
| Other |  | 15,434 |  | 14,919 |  | 15,231 |  | 47,433 |  | 46,673 |
| Total Noninterest Expense |  | 90,538 |  | 90,791 |  | 88,598 |  | 275,713 |  | 265,355 |
| Income Before Provision for Income Taxes |  | 70,071 |  | 67,503 |  | 66,129 |  | 202,056 |  | 204,025 |
| Provision for Income Taxes |  | 13,138 |  | 12,785 |  | 20,248 |  | 36,365 |  | 62,306 |
| Net Income | \$ | 56,933 | \$ | 54,718 | \$ | 45,881 | \$ | 165,691 | \$ | 141,719 |
| Basic Earnings Per Share | \$ | 1.37 | \$ | 1.31 | \$ | 1.09 | \$ | 3.96 | \$ | 3.35 |
| Diluted Earnings Per Share | \$ | 1.36 | \$ | 1.30 | \$ | 1.08 | \$ | 3.93 | \$ | 3.32 |
| Dividends Declared Per Share | \$ | 0.60 | \$ | 0.60 | \$ | 0.52 | \$ | 1.72 | \$ | 1.52 |
| Basic Weighted Average Shares |  | 41,620,776 |  | 41,884,221 |  | 42,251,541 |  | 41,846,080 |  | 42,336,441 |
| Diluted Weighted Average Shares |  | 41,899,401 |  | 42,152,200 |  | 42,565,364 |  | 42,133,776 |  | 42,662,163 |

[^0]| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2018 |  | $\begin{gathered} \text { June 30, } \\ 2018 \\ \hline \end{gathered}$ |  | September 30, 2017 |  | September 30, |  |  |  |
|  |  |  |  | 18 |  |  |  | 17 |
| Net Income | \$ | 56,933 |  |  | \$ | 54,718 | \$ | 45,881 | \$ | 165,691 | \$ | 141,719 |
| Other Comprehensive Income (Loss), Net of Tax: |  |  |  |  |  |  |  |  |  |  |
| Net Unrealized Gains (Losses) on Investment Securities |  | $(5,599)$ |  | $(2,974)$ |  | 444 |  | $(17,694)$ |  | 8,444 |
| Defined Benefit Plans |  | 216 |  | 216 |  | 146 |  | 648 |  | 439 |
| Other Comprehensive Income (Loss) |  | $(5,383)$ |  | $(2,758)$ |  | 590 |  | $(17,046)$ |  | 8,883 |
| Comprehensive Income | \$ | 51,550 | \$ | 51,960 | \$ | 46,471 | \$ | 148,645 | \$ | 150,602 |

## Bank of Hawaii Corporation and Subsidiaries

Consolidated Statements of Condition
Table 5

| (dollars in thousands) | September 30, <br> 2018 |  |  | June 30, 2018 | December 31, 2017 |  | September 30, <br> 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ | 3,725 | \$ | 3,524 | \$ | 3,421 | \$ | 3,161 |
| Funds Sold |  | 104,199 |  | 361,933 |  | 181,413 |  | 512,868 |
| Investment Securities |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 2,049,687 |  | 2,092,870 |  | 2,232,979 |  | 2,322,668 |
| Held-to-Maturity (Fair Value of \$3,549,235; \$3,500,497; \$3,894,121; and \$3,960,956) |  | 3,664,487 |  | 3,595,891 |  | 3,928,170 |  | 3,960,598 |
| Loans Held for Sale |  | 18,063 |  | 16,025 |  | 19,231 |  | 9,752 |
| Loans and Leases |  | 10,231,062 |  | 10,053,323 |  | 9,796,947 |  | 9,573,956 |
| Allowance for Loan and Lease Losses |  | $(108,690)$ |  | $(108,188)$ |  | $(107,346)$ |  | $(106,881)$ |
| Net Loans and Leases |  | 10,122,372 |  | 9,945,135 |  | 9,689,601 |  | 9,467,075 |
| Total Earning Assets |  | 15,962,533 |  | 16,015,378 |  | 16,054,815 |  | 16,276,122 |
| Cash and Due from Banks |  | 227,049 |  | 312,303 |  | 263,017 |  | 245,487 |
| Premises and Equipment, Net |  | 142,928 |  | 142,791 |  | 130,926 |  | 125,162 |
| Accrued Interest Receivable |  | 54,839 |  | 50,594 |  | 50,485 |  | 51,526 |
| Foreclosed Real Estate |  | 1,909 |  | 2,926 |  | 1,040 |  | 1,393 |
| Mortgage Servicing Rights |  | 24,463 |  | 24,583 |  | 24,622 |  | 24,436 |
| Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |  | 31,517 |
| Bank-Owned Life Insurance |  | 282,637 |  | 281,018 |  | 280,034 |  | 278,425 |
| Other Assets |  | 263,859 |  | 263,052 |  | 252,596 |  | 234,234 |
| Total Assets | \$ | 16,991,734 | \$ | 17,124,162 | \$ | 17,089,052 | \$ | 17,268,302 |


| Liabilities |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits |  |  |  |  |  |  |  |  |
| Noninterest-Bearing Demand | \$ | 4,678,981 | \$ | 4,729,203 | \$ | 4,724,300 | \$ | 4,825,643 |
| Interest-Bearing Demand |  | 2,975,069 |  | 3,111,069 |  | 3,082,563 |  | 2,896,559 |
| Savings |  | 5,444,053 |  | 5,389,763 |  | 5,389,013 |  | 5,363,866 |
| Time |  | 1,745,232 |  | 1,713,323 |  | 1,688,092 |  | 1,962,092 |
| Total Deposits |  | 14,843,335 |  | 14,943,358 |  | 14,883,968 |  | 15,048,160 |
| Short-Term Borrowings |  | 629 |  | 330 |  | - |  | - |
| Securities Sold Under Agreements to Repurchase |  | 504,293 |  | 504,193 |  | 505,293 |  | 505,293 |
| Other Debt |  | 185,662 |  | 235,681 |  | 260,716 |  | 267,887 |
| Retirement Benefits Payable |  | 36,288 |  | 36,730 |  | 37,312 |  | 38,308 |
| Accrued Interest Payable |  | 7,689 |  | 7,395 |  | 6,946 |  | 6,717 |
| Taxes Payable and Deferred Taxes |  | 15,549 |  | 15,136 |  | 24,009 |  | 31,360 |
| Other Liabilities |  | 144,962 |  | 133,622 |  | 138,940 |  | 142,684 |
| Total Liabilities |  | 15,738,407 |  | 15,876,445 |  | 15,857,184 |  | 16,040,409 |
| Shareholders' Equity |  |  |  |  |  |  |  |  |
| Common Stock (\$. 01 par value; authorized 500,000,000 shares; |  |  |  |  |  |  |  |  |
| issued / outstanding: September 30, $2018-58,070,578$ / 41,809,551; |  |  |  |  |  |  |  |  |
| June 30, 2018 - 58,070,285 / 42,084,066; December 31, $2017-57,959,074$ / 42,401,443; |  |  |  |  |  |  |  |  |
| and September 30, $2017-57,958,200 / 42,513,348)$ |  | 577 |  | 577 |  | 576 |  | 576 |
| Capital Surplus |  | 569,223 |  | 566,436 |  | 561,161 |  | 558,530 |
| Accumulated Other Comprehensive Loss |  | $(59,238)$ |  | $(53,855)$ |  | $(34,715)$ |  | $(25,023)$ |
| Retained Earnings |  | 1,612,998 |  | 1,581,168 |  | 1,512,218 |  | 1,491,830 |
| Treasury Stock, at Cost (Shares: September 30, 2018-16,261,027; June 30, 2018-15,986,219; |  |  |  |  |  |  |  |  |
| December 31, 2017 - 15,557,631; and September 30, $2017-15,444,852$ ) |  | $(870,233)$ |  | $(846,609)$ |  | $(807,372)$ |  | $(798,020)$ |
| Total Shareholders' Equity |  | 1,253,327 |  | 1,247,717 |  | 1,231,868 |  | 1,227,893 |
| Total Liabilities and Shareholders' Equity | \$ | 16,991,734 | \$ | 17,124,162 | \$ | 17,089,052 | \$ | 17,268,302 |


| (dollars in thousands) | Common Shares Outstanding | Common |  |  | Capital <br> Surplus | Accum. <br> Other <br> Compre- <br> hensive <br> Income <br> (Loss) |  |  | Retained <br> Earnings | Treasury <br> Stock |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance as of December 31, 2017 | 42,401,443 | \$ | 576 | \$ | 561,161 | \$ | $(34,715)$ | \$ | 1,512,218 | \$ | $(807,372)$ | \$ | 1,231,868 |
| Net Income | - |  | - |  | - |  | - |  | 165,691 |  | - |  | 165,691 |
| Other Comprehensive Loss | - |  | - |  | - |  | $(17,046)$ |  | - |  | - |  | $(17,046)$ |
| Reclassification of the Income Tax Effects of the |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tax Cuts and Jobs Act from AOCI | - |  | - |  | - |  | $(7,477)$ |  | 7,477 |  | - |  | - |
| Share-Based Compensation | - |  | - |  | 6,208 |  | - |  | - |  | - |  | 6,208 |
| Common Stock Issued under Purchase and Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Plans | 203,289 |  | 1 |  | 1,854 |  | - |  | 251 |  | 4,127 |  | 6,233 |
| Common Stock Repurchased | $(795,181)$ |  | - |  | - |  | - |  | - |  | $(66,988)$ |  | $(66,988)$ |
| Cash Dividends Declared (\$1.72 per share) | - |  | - |  | - |  | - |  | $(72,639)$ |  | - |  | $(72,639)$ |
| Balance as of September 30, 2018 | 41,809,551 | \$ | 577 | \$ | 569,223 | \$ | $(59,238)$ | \$ | 1,612,998 | \$ | $(870,233)$ | \$ | 1,253,327 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance as of December 31, 2016 | 42,635,978 | \$ | 576 | \$ | 551,628 | \$ | $(33,906)$ | \$ | 1,415,440 | \$ | $(772,201)$ | \$ | 1,161,537 |
| Net Income | - |  | - |  | - |  | - |  | 141,719 |  | - |  | 141,719 |
| Other Comprehensive Income | - |  | - |  | - |  | 8,883 |  | - |  | - |  | 8,883 |
| Share-Based Compensation | - |  | - |  | 5,332 |  | - |  | - |  | - |  | 5,332 |
| Common Stock Issued under Purchase and Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Plans | 319,377 |  | - |  | 1,570 |  | - |  | (383) |  | 10,552 |  | 11,739 |
| Common Stock Repurchased | $(442,007)$ |  | - |  | - |  | - |  | - |  | $(36,371)$ |  | $(36,371)$ |
| Cash Dividends Declared (\$1.52 per share) | - |  | - |  | - |  | - |  | $(64,946)$ |  | - |  | $(64,946)$ |
| Balance as of September 30, 2017 | 42,513,348 | \$ | 576 | \$ | 558,530 | \$ | $(25,023)$ | \$ | 1,491,830 | \$ | $(798,020)$ | \$ | 1,227,893 |


| (dollars in millions) | Three Months Ended <br> September 30, 2018 |  |  |  |  |  | Three Months Ended June 30, 2018 |  |  |  |  |  | Three Months Ended <br> September 30, 2017 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Average <br> Balance |  | Income/ <br> Expense | $\begin{aligned} & \text { Yield/ } \\ & \text { Rate } \end{aligned}$ |  |  | Average <br> Balance |  | Income/ <br> Expense | $\begin{gathered} \text { Yield/ } \\ \text { Rate } \end{gathered}$ |  |  | Average <br> Balance |  | Income/ <br> Expense | $\begin{gathered} \text { Yield } / \\ \text { Rate } \end{gathered}$ |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ | 3.6 | \$ | - | 1.09 | \% | \$ | 2.9 | \$ | - | (0.52) | \% | \$ | 3.5 | \$ | - | 0.48 |
| Funds Sold |  | 281.9 |  | 1.4 | 1.93 |  |  | 185.2 |  | 0.8 | 1.81 |  |  | 575.2 |  | 1.6 | 1.07 |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 1,512.1 |  | 9.5 | 2.51 |  |  | 1,564.5 |  | 9.2 | 2.35 |  |  | 1,658.2 |  | 8.6 | 2.08 |
| Non-Taxable |  | 567.5 |  | 3.9 | 2.75 |  |  | 583.6 |  | 4.0 | 2.78 |  |  | 636.7 |  | 5.2 | 3.26 |
| Held-to-Maturity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 3,413.7 |  | 19.3 | 2.26 |  |  | 3,471.7 |  | 19.2 | 2.22 |  |  | 3,631.1 |  | 18.8 | 2.07 |
| Non-Taxable |  | 236.1 |  | 1.9 | 3.16 |  |  | 237.1 |  | 1.9 | 3.17 |  |  | 239.9 |  | 2.4 | 3.87 |
| Total Investment Securities |  | 5,729.4 |  | 34.6 | 2.41 |  |  | 5,856.9 |  | 34.3 | 2.35 |  |  | 6,165.9 |  | 35.0 | 2.27 |
| Loans Held for Sale |  | 14.9 |  | 0.2 | 4.45 |  |  | 14.8 |  | 0.2 | 4.44 |  |  | 20.6 |  | 0.2 | 3.88 |
| Loans and Leases ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 1,279.4 |  | 13.0 | 4.04 |  |  | 1,307.6 |  | 12.8 | 3.92 |  |  | 1,251.5 |  | 11.3 | 3.58 |
| Commercial Mortgage |  | 2,180.5 |  | 23.0 | 4.19 |  |  | 2,123.5 |  | 21.9 | 4.13 |  |  | 2,015.0 |  | 19.6 | 3.87 |
| Construction |  | 187.0 |  | 2.2 | 4.65 |  |  | 183.4 |  | 2.2 | 4.82 |  |  | 241.0 |  | 2.9 | 4.73 |
| Commercial Lease Financing |  | 175.0 |  | 1.0 | 2.30 |  |  | 179.4 |  | 1.0 | 2.24 |  |  | 204.7 |  | 1.2 | 2.30 |
| Residential Mortgage |  | 3,563.5 |  | 34.0 | 3.82 |  |  | 3,526.9 |  | 33.6 | 3.81 |  |  | 3,333.3 |  | 31.8 | 3.82 |
| Home Equity |  | 1,622.4 |  | 15.7 | 3.83 |  |  | 1,612.7 |  | 15.1 | 3.76 |  |  | 1,502.9 |  | 13.8 | 3.65 |
| Automobile |  | 606.3 |  | 5.9 | 3.84 |  |  | 573.6 |  | 5.7 | 3.97 |  |  | 493.2 |  | 5.9 | 4.71 |
| Other ${ }^{2}$ |  | 467.8 |  | 9.3 | 7.90 |  |  | 455.8 |  | 8.9 | 7.86 |  |  | 410.4 |  | 8.2 | 7.98 |
| Total Loans and Leases |  | 10,081.9 |  | 104.1 | 4.11 |  |  | 9,962.9 |  | 101.2 | 4.07 |  |  | 9,452.0 |  | 94.7 | 3.99 |
| Other |  | 38.9 |  | 0.4 | 3.74 |  |  | 39.8 |  | 0.4 | 3.43 |  |  | 40.2 |  | 0.2 | 2.34 |
| Total Earning Assets ${ }^{3}$ |  | 16,150.6 |  | 140.7 | 3.47 |  |  | 16,062.5 |  | 136.9 | 3.41 |  |  | 16,257.4 |  | 131.7 | 3.23 |
| Cash and Due from Banks |  | 252.1 |  |  |  |  |  | 251.0 |  |  |  |  |  | 151.2 |  |  |  |
| Other Assets |  | 612.6 |  |  |  |  |  | 608.3 |  |  |  |  |  | 563.6 |  |  |  |
| Total Assets | \$ | 17,015.3 |  |  |  |  | \$ | 16,921.8 |  |  |  |  | \$ | 16,972.2 |  |  |  |


| Interest-Bearing Liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-Bearing Deposits |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Demand | \$ | 2,999.5 |  | 1.3 | 0.17 | \$ | 2,969.8 |  | 1.2 | 0.16 | \$ | 2,880.0 |  | 0.5 | 0.07 |
| Savings |  | 5,482.4 |  | 3.8 | 0.28 |  | 5,392.2 |  | 3.1 | 0.23 |  | 5,374.4 |  | 1.8 | 0.13 |
| Time |  | 1,683.0 |  | 5.8 | 1.37 |  | 1,705.7 |  | 5.2 | 1.21 |  | 1,788.2 |  | 4.4 | 0.97 |
| Total Interest-Bearing Deposits |  | 10,164.9 |  | 10.9 | 0.43 |  | 10,067.7 |  | 9.5 | 0.38 |  | 10,042.6 |  | 6.7 | 0.26 |
| Short-Term Borrowings |  | 11.6 |  | 0.1 | 2.06 |  | 21.0 |  | 0.1 | 1.80 |  | - |  | - | - |
| Securities Sold Under Agreements to Repurchase |  | 504.3 |  | 4.7 | 3.62 |  | 505.1 |  | 4.6 | 3.62 |  | 505.3 |  | 4.7 | 3.61 |
| Other Debt |  | 208.5 |  | 0.8 | 1.60 |  | 235.7 |  | 0.9 | 1.56 |  | 267.9 |  | 1.1 | 1.66 |
| Total Interest-Bearing Liabilities |  | 10,889.3 |  | 16.5 | 0.60 |  | 10,829.5 |  | 15.1 | 0.56 |  | 10,815.8 |  | 12.5 | 0.45 |
| Net Interest Income |  |  | \$ | 124.2 |  |  |  | \$ | 121.8 |  |  |  | \$ | 119.2 |  |
| Interest Rate Spread |  |  |  |  | 2.87 |  |  |  |  | 2.85 |  |  |  |  | 2.78 \% |
| Net Interest Margin |  |  |  |  |  |  |  |  |  | 3.04 |  |  |  |  | 2.92 \% |
| Noninterest-Bearing Demand Deposits |  | 4,655.6 |  |  |  |  | 4,641.6 |  |  |  |  | 4,684.9 |  |  |  |
| Other Liabilities |  | 219.9 |  |  |  |  | 209.0 |  |  |  |  | 248.6 |  |  |  |
| Shareholders' Equity |  | 1,250.5 |  |  |  |  | 1,241.7 |  |  |  |  | 1,222.9 |  |  |  |
| Total Liabilities and Shareholders' Equity | \$ | 17,015.3 |  |  |  | \$ | 16,921.8 |  |  |  | \$ | 16,972.2 |  |  |  |

[^1]| (dollars in millions) | Nine Months Ended September 30, 2018 |  |  |  |  |  | Nine Months Ended September 30, 2017 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average <br> Balance |  |  | Income/ <br> Expense | Yield/ <br> Rate |  |  | Average <br> Balance |  | Income/ <br> Expense | Yield/ <br> Rate |  |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ | 3.2 | \$ | - | 0.99 | \% | \$ | 3.5 | \$ | - | 0.44 | \% |
| Funds Sold |  | 224.3 |  | 3.0 | 1.76 |  |  | 491.1 |  | 3.2 | 0.85 |  |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 1,556.9 |  | 27.6 | 2.36 |  |  | 1,655.8 |  | 24.6 | 1.98 |  |
| Non-Taxable |  | 585.1 |  | 12.1 | 2.76 |  |  | 652.0 |  | 15.9 | 3.26 |  |
| Held-to-Maturity |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 3,504.8 |  | 58.4 | 2.22 |  |  | 3,605.8 |  | 55.4 | 2.05 |  |
| Non-Taxable |  | 237.0 |  | 5.6 | 3.17 |  |  | 240.9 |  | 7.0 | 3.88 |  |
| Total Investment Securities |  | 5,883.8 |  | 103.7 | 2.35 |  |  | 6,154.5 |  | 102.9 | 2.23 |  |
| Loans Held for Sale |  | 14.6 |  | 0.5 | 4.23 |  |  | 24.9 |  | 0.7 | 3.98 |  |
| Loans and Leases ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 1,289.3 |  | 37.6 | 3.90 |  |  | 1,255.4 |  | 32.7 | 3.49 |  |
| Commercial Mortgage |  | 2,133.8 |  | 65.5 | 4.10 |  |  | 1,948.1 |  | 55.5 | 3.81 |  |
| Construction |  | 186.6 |  | 6.5 | 4.64 |  |  | 246.7 |  | 8.6 | 4.66 |  |
| Commercial Lease Financing |  | 178.0 |  | 3.0 | 2.25 |  |  | 207.1 |  | 3.5 | 2.25 |  |
| Residential Mortgage |  | 3,523.1 |  | 100.9 | 3.82 |  |  | 3,269.7 |  | 93.8 | 3.82 |  |
| Home Equity |  | 1,610.2 |  | 45.4 | 3.77 |  |  | 1,439.2 |  | 38.9 | 3.61 |  |
| Automobile |  | 574.1 |  | 17.1 | 3.99 |  |  | 476.4 |  | 17.5 | 4.90 |  |
| Other ${ }^{2}$ |  | 455.4 |  | 26.9 | 7.89 |  |  | 389.0 |  | 23.2 | 7.98 |  |
| Total Loans and Leases |  | 9,950.5 |  | 302.9 | 4.07 |  |  | 9,231.6 |  | 273.7 | 3.96 |  |
| Other |  | 39.8 |  | 1.0 | 3.37 |  |  | 40.4 |  | 0.7 | 2.22 |  |
| Total Earning Assets ${ }^{3}$ |  | 16,116.2 |  | 411.1 | 3.41 |  |  | 15,946.0 |  | 381.2 | 3.19 |  |
| Cash and Due from Banks |  | 244.0 |  |  |  |  |  | 134.8 |  |  |  |  |
| Other Assets |  | 604.9 |  |  |  |  |  | 555.4 |  |  |  |  |
| Total Assets | \$ | 16,965.1 |  |  |  |  | \$ | 16,636.2 |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Liabilities |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |  |  |  |  |  |  |
| Demand | \$ | 2,982.5 |  | 3.2 | 0.15 |  | \$ | 2,869.7 |  | 1.3 | 0.06 |  |
| Savings |  | 5,414.1 |  | 9.1 | 0.22 |  |  | 5,385.7 |  | 4.7 | 0.12 |  |
| Time |  | 1,700.6 |  | 15.7 | 1.23 |  |  | 1,529.2 |  | 9.4 | 0.82 |  |
| Total Interest-Bearing Deposits |  | 10,097.2 |  | 28.0 | 0.37 |  |  | 9,784.6 |  | 15.4 | 0.21 |  |
| Short-Term Borrowings |  | 17.2 |  | 0.2 | 1.73 |  |  | 15.3 |  | 0.1 | 0.91 |  |
| Securities Sold Under Agreements to Repurchase |  | 504.9 |  | 13.9 | 3.62 |  |  | 507.7 |  | 14.9 | 3.88 |  |
| Other Debt |  | 233.6 |  | 2.7 | 1.56 |  |  | 267.9 |  | 3.3 | 1.66 |  |
| Total Interest-Bearing Liabilities |  | 10,852.9 |  | 44.8 | 0.55 |  |  | 10,575.5 |  | 33.7 | 0.42 |  |
| Net Interest Income |  |  | \$ | 366.3 |  |  |  |  | \$ | 347.5 |  |  |
| Interest Rate Spread |  |  |  |  | 2.86 | \% |  |  |  |  | 2.77 | \% |
| Net Interest Margin |  |  |  |  | 3.04 | \% |  |  |  |  | 2.91 | \% |
| Noninterest-Bearing Demand Deposits |  | 4,653.2 |  |  |  |  |  | 4,617.1 |  |  |  |  |
| Other Liabilities |  | 216.4 |  |  |  |  |  | 241.7 |  |  |  |  |
| Shareholders' Equity |  | 1,242.6 |  |  |  |  |  | 1,201.9 |  |  |  |  |
| Total Liabilities and Shareholders' Equity | \$ | 16,965.1 |  |  |  |  | \$ | 16,636.2 |  |  |  |  |

[^2]Three Months Ended September 30, 2018
Compared to June 30, 2018


[^3]Three Months Ended September 30, 2018
Compared to September 30, 2017

| (dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | (1.1) | \$ | 0.9 | \$ | (0.2) |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |
| Taxable |  | (0.8) |  | 1.7 |  | 0.9 |
| Non-Taxable |  | (0.5) |  | (0.8) |  | (1.3) |
| Held-to-Maturity |  |  |  |  |  |  |
| Taxable |  | (1.2) |  | 1.7 |  | 0.5 |
| Non-Taxable |  | (0.1) |  | (0.4) |  | (0.5) |
| Total Investment Securities |  | (2.6) |  | 2.2 |  | (0.4) |
| Loans Held for Sale |  | (0.1) |  | 0.1 |  | - |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | 0.2 |  | 1.5 |  | 1.7 |
| Commercial Mortgage |  | 1.7 |  | 1.7 |  | 3.4 |
| Construction |  | (0.6) |  | (0.1) |  | (0.7) |
| Commercial Lease Financing |  | (0.2) |  | - |  | (0.2) |
| Residential Mortgage |  | 2.2 |  | - |  | 2.2 |
| Home Equity |  | 1.1 |  | 0.8 |  | 1.9 |
| Automobile |  | 1.2 |  | (1.2) |  | - |
| Other 2 |  | 1.2 |  | (0.1) |  | 1.1 |
| Total Loans and Leases |  | 6.8 |  | 2.6 |  | 9.4 |
| Other |  | - |  | 0.2 |  | 0.2 |
| Total Change in Interest Income |  | 3.0 |  | 6.0 |  | 9.0 |
|  |  |  |  |  |  |  |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Demand |  | - |  | 0.8 |  | 0.8 |
| Savings |  | - |  | 2.0 |  | 2.0 |
| Time |  | (0.3) |  | 1.7 |  | 1.4 |
| Total Interest-Bearing Deposits |  | (0.3) |  | 4.5 |  | 4.2 |
| Short-Term Borrowings |  | - |  | 0.1 |  | 0.1 |
| Other Debt |  | (0.3) |  | - |  | (0.3) |
| Total Change in Interest Expense |  | (0.6) |  | 4.6 |  | 4.0 |
|  |  |  |  |  |  |  |
| Change in Net Interest Income | \$ | 3.6 | \$ | 1.4 | \$ | 5.0 |

[^4]2 Comprised of other consumer revolving credit, installment, and consumer lease financing.

Nine Months Ended September 30, 2018
Compared to September 30, 2017

| (dollars in millions) |  | Volume ${ }^{1}$ |  | Rate ${ }^{1}$ |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | (2.4) | \$ | 2.2 | \$ | (0.2) |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |
| Taxable |  | (1.5) |  | 4.5 |  | 3.0 |
| Non-Taxable |  | (1.5) |  | (2.3) |  | (3.8) |
| Held-to-Maturity |  |  |  |  |  |  |
| Taxable |  | (1.6) |  | 4.6 |  | 3.0 |
| Non-Taxable |  | (0.1) |  | (1.3) |  | (1.4) |
| Total Investment Securities |  | (4.7) |  | 5.5 |  | 0.8 |
| Loans Held for Sale |  | (0.3) |  | 0.1 |  | (0.2) |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | 0.9 |  | 4.0 |  | 4.9 |
| Commercial Mortgage |  | 5.5 |  | 4.5 |  | 10.0 |
| Construction |  | (2.1) |  | - |  | (2.1) |
| Commercial Lease Financing |  | (0.5) |  | - |  | (0.5) |
| Residential Mortgage |  | 7.2 |  | (0.1) |  | 7.1 |
| Home Equity |  | 4.8 |  | 1.7 |  | 6.5 |
| Automobile |  | 3.2 |  | (3.6) |  | (0.4) |
| Other 2 |  | 3.9 |  | (0.2) |  | 3.7 |
| Total Loans and Leases |  | 22.9 |  | 6.3 |  | 29.2 |
| Other |  | - |  | 0.3 |  | 0.3 |
| Total Change in Interest Income |  | 15.5 |  | 14.4 |  | 29.9 |
|  |  |  |  |  |  |  |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Demand |  | 0.1 |  | 1.8 |  | 1.9 |
| Savings |  | - |  | 4.4 |  | 4.4 |
| Time |  | 1.1 |  | 5.2 |  | 6.3 |
| Total Interest-Bearing Deposits |  | 1.2 |  | 11.4 |  | 12.6 |
| Short-Term Borrowings |  | - |  | 0.1 |  | 0.1 |
| Securities Sold Under Agreements to Repurchase |  | (0.1) |  | (0.9) |  | (1.0) |
| Other Debt |  | (0.4) |  | (0.2) |  | (0.6) |
| Total Change in Interest Expense |  | 0.7 |  | 10.4 |  | 11.1 |
|  |  |  |  |  |  |  |
| Change in Net Interest Income | \$ | 14.8 | \$ | 4.0 | \$ | 18.8 |

[^5]| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2018 |  | June 30, 2018 |  | September 30, 2017 |  | September 30, |  |  |  |
|  |  |  |  |  |  |  |  |  |
| Salaries | \$ | 33,308 |  |  | \$ | 33,269 | \$ | 31,224 | \$ | 99,281 | \$ | 91,202 |
| Incentive Compensation |  | 5,378 |  | 4,416 |  | 4,857 |  | 14,972 |  | 15,756 |
| Share-Based Compensation |  | 2,153 |  | 2,423 |  | 1,962 |  | 6,657 |  | 7,144 |
| Commission Expense |  | 1,034 |  | 1,272 |  | 1,439 |  | 3,260 |  | 5,066 |
| Retirement and Other Benefits |  | 3,925 |  | 4,178 |  | 3,843 |  | 12,944 |  | 12,169 |
| Payroll Taxes |  | 2,372 |  | 2,568 |  | 2,353 |  | 9,112 |  | 8,724 |
| Medical, Dental, and Life Insurance |  | 3,616 |  | 3,820 |  | 3,444 |  | 10,897 |  | 9,859 |
| Separation Expense |  | (4) |  | 202 |  | 2,068 |  | 1,229 |  | 2,111 |
| Total Salaries and Benefits | \$ | 51,782 | \$ | 52,148 | \$ | 51,190 | \$ | 158,352 | \$ | 152,031 |


| (dollars in thousands) | September 30, 2018 |  |  | June 30, 2018 |  | March 31, 2018 |  | December 31, 2017 |  | September 30, 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 1,314,609 | \$ | 1,282,967 | \$ | 1,329,096 | \$ | 1,279,347 | \$ | 1,252,238 |
| Commercial Mortgage |  | 2,237,020 |  | 2,169,357 |  | 2,097,339 |  | 2,103,967 |  | 2,050,998 |
| Construction |  | 176,447 |  | 185,350 |  | 186,530 |  | 202,253 |  | 232,487 |
| Lease Financing |  | 172,232 |  | 178,598 |  | 179,771 |  | 180,931 |  | 204,240 |
| Total Commercial |  | 3,900,308 |  | 3,816,272 |  | 3,792,736 |  | 3,766,498 |  | 3,739,963 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 3,596,627 |  | 3,548,444 |  | 3,505,239 |  | 3,466,773 |  | 3,366,634 |
| Home Equity |  | 1,625,208 |  | 1,622,314 |  | 1,601,698 |  | 1,585,455 |  | 1,528,353 |
| Automobile |  | 625,086 |  | 592,705 |  | 558,468 |  | 528,474 |  | 506,102 |
| Other 1 |  | 483,833 |  | 473,588 |  | 458,487 |  | 449,747 |  | 432,904 |
| Total Consumer |  | 6,330,754 |  | 6,237,051 |  | 6,123,892 |  | 6,030,449 |  | 5,833,993 |
| Total Loans and Leases | \$ | 10,231,062 | \$ | 10,053,323 | \$ | 9,916,628 | \$ | 9,796,947 | \$ | 9,573,956 |

## Deposits

|  |  | September 30, | June 30, | March 31, | December 31, | September 30, |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| (dollars in thousands) | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 7}$ |  |  |  |
| Consumer | $\$$ | $7,627,527$ | $\$$ | $7,672,435$ | $\$$ | $7,665,926$ | $\$$ |
| Commercial | $5,967,343$ | $5,921,414$ | $7,478,228$ | $\$$ | $7,897,194$ | $5,973,763$ |  |
| Public and Other | $1,248,465$ | $1,349,509$ | $1,394,013$ | $6,091,800$ |  |  |  |
| Total Deposits | $\$$ | $14,843,335$ | $\$$ | $14,943,358$ | $\$$ | $14,957,133$ | $\$$ |

[^6]Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More

|  | September 30, | June 30, | March 31, | December 31, |
| :--- | ---: | ---: | ---: | ---: |
| (dollars in thousands) | 2018 | 2018 | 2018 | 2017 |

Non-Performing Assets

| Non-Accrual Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 1,205 | \$ | 917 | \$ | 986 | \$ | 448 | \$ | 901 |
| Commercial Mortgage |  | 652 |  | 659 |  | 1,367 |  | 1,398 |  | 1,425 |
| Total Commercial |  | 1,857 |  | 1,576 |  | 2,353 |  | 1,846 |  | 2,326 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 6,359 |  | 6,722 |  | 6,725 |  | 9,243 |  | 9,188 |
| Home Equity |  | 3,673 |  | 3,933 |  | 3,890 |  | 3,991 |  | 4,128 |
| Total Consumer |  | 10,032 |  | 10,655 |  | 10,615 |  | 13,234 |  | 13,316 |
| Total Non-Accrual Loans and Leases |  | 11,889 |  | 12,231 |  | 12,968 |  | 15,080 |  | 15,642 |
| Foreclosed Real Estate |  | 1,909 |  | 2,926 |  | 2,768 |  | 1,040 |  | 1,393 |
| Total Non-Performing Assets | \$ | 13,798 | \$ | 15,157 | \$ | 15,736 | \$ | 16,120 | \$ | 17,035 |

Accruing Loans and Leases Past Due 90 Days or More


|  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |

[^7]| (dollars in thousands) |  | Retail <br> Banking |  | Commercial <br> Banking |  | Private <br> Banking |  | Treasury and Other |  | Consolidated Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Three Months Ended September 30, 2018 |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 66,927 | \$ | 46,240 | \$ | 10,574 | \$ | (814) | \$ | 122,927 |
| Provision for Credit Losses |  | 3,229 |  | 69 |  | - |  | 502 |  | 3,800 |
| Net Interest Income After Provision for Credit Losses |  | 63,698 |  | 46,171 |  | 10,574 |  | $(1,316)$ |  | 119,127 |
| Noninterest Income |  | 19,814 |  | 6,241 |  | 13,526 |  | 1,901 |  | 41,482 |
| Noninterest Expense |  | $(51,806)$ |  | $(20,242)$ |  | $(15,657)$ |  | $(2,833)$ |  | $(90,538)$ |
| Income Before Provision for Income Taxes |  | 31,706 |  | 32,170 |  | 8,443 |  | $(2,248)$ |  | 70,071 |
| Provision for Income Taxes |  | $(7,943)$ |  | $(7,218)$ |  | $(2,226)$ |  | 4,249 |  | $(13,138)$ |
| Net Income | \$ | 23,763 | \$ | 24,952 | \$ | 6,217 | \$ | 2,001 | \$ | 56,933 |
| Total Assets as of September 30, 2018 | \$ | 6,246,126 | \$ | 3,873,454 | \$ | 340,793 | \$ | 6,531,361 | \$ | 16,991,734 |


| Three Months Ended September 30, 2017 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | \$ | 67,128 | \$ | 43,438 | \$ | 7,321 | \$ | $(1,570)$ | \$ | 116,317 |
| Provision for Credit Losses |  | 3,512 |  | (35) |  | (5) |  | 528 |  | 4,000 |
| Net Interest Income After Provision for Credit Losses |  | 63,616 |  | 43,473 |  | 7,326 |  | $(2,098)$ |  | 112,317 |
| Noninterest Income |  | 21,287 |  | 5,137 |  | 13,593 |  | 2,393 |  | 42,410 |
| Noninterest Expense |  | $(51,507)$ |  | $(17,721)$ |  | $(14,925)$ |  | $(4,445)$ |  | $(88,598)$ |
| Income Before Provision for Income Taxes |  | 33,396 |  | 30,889 |  | 5,994 |  | $(4,150)$ |  | 66,129 |
| Provision for Income Taxes |  | $(11,908)$ |  | $(10,891)$ |  | $(2,218)$ |  | 4,769 |  | $(20,248)$ |
| Net Income | \$ | 21,488 | \$ | 19,998 | \$ | 3,776 | \$ | 619 | \$ | 45,881 |
| Total Assets as of September 30, 2017 | \$ | 5,758,799 | \$ | 3,695,606 | \$ | 305,015 | \$ | 7,508,882 | \$ | 17,268,302 |


| (dollars in thousands) |  | Investment <br> Services and |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Retail <br> Banking |  | Commercial <br> Banking |  | Private <br> Banking |  | Treasury and Other | Consolidated Total |  |
| Nine Months Ended September 30, 2018 |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 197,007 | \$ | 133,148 | \$ | 30,987 | \$ | 1,237 | \$ | 362,379 |
| Provision for Credit Losses |  | 10,417 |  | (276) |  | (60) |  | 1,344 |  | 11,425 |
| Net Interest Income After Provision for Credit Losses |  | 186,590 |  | 133,424 |  | 31,047 |  | (107) |  | 350,954 |
| Noninterest Income |  | 58,665 |  | 17,395 |  | 41,941 |  | 8,814 |  | 126,815 |
| Noninterest Expense |  | $(158,344)$ |  | $(60,432)$ |  | $(48,264)$ |  | $(8,673)$ |  | $(275,713)$ |
| Income Before Provision for Income Taxes |  | 86,911 |  | 90,387 |  | 24,724 |  | 34 |  | 202,056 |
| Provision for Income Taxes |  | $(21,707)$ |  | $(20,782)$ |  | $(6,518)$ |  | 12,642 |  | $(36,365)$ |
| Net Income | \$ | 65,204 | \$ | 69,605 | \$ | 18,206 | \$ | 12,676 | \$ | 165,691 |
| Total Assets as of September 30, 2018 | \$ | 6,246,126 | \$ | 3,873,454 | \$ | 340,793 | \$ | 6,531,361 | \$ | 16,991,734 |


| Nine Months Ended September 30, 2017 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | \$ | 198,633 | \$ | 127,106 | \$ | 20,685 | \$ | $(7,956)$ | \$ | 338,468 |
| Provision for Credit Losses |  | 10,413 |  | (355) |  | (16) |  | 2,608 |  | 12,650 |
| Net Interest Income After Provision for Credit Losses |  | 188,220 |  | 127,461 |  | 20,701 |  | $(10,564)$ |  | 325,818 |
| Noninterest Income |  | 64,132 |  | 16,451 |  | 43,389 |  | 19,590 |  | 143,562 |
| Noninterest Expense |  | $(155,786)$ |  | $(54,483)$ |  | $(45,692)$ |  | $(9,394)$ |  | $(265,355)$ |
| Income Before Provision for Income Taxes |  | 96,566 |  | 89,429 |  | 18,398 |  | (368) |  | 204,025 |
| Provision for Income Taxes |  | $(34,323)$ |  | $(31,472)$ |  | $(6,807)$ |  | 10,296 |  | $(62,306)$ |
| Net Income | \$ | 62,243 | \$ | 57,957 | \$ | 11,591 | \$ | 9,928 | \$ | 141,719 |
| Total Assets as of September 30, 2017 | \$ | 5,758,799 | \$ | 3,695,606 | \$ | 305,015 | \$ | 7,508,882 | \$ | 17,268,302 |


|  |  |  | Three Months Ended |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  |  |  | Sune 30, | March 31, | December 31, |
| (dollars in thousands, except per share amounts) | 2018 | 2018 | 2018 | 2017 |  |

## Quarterly Operating Results

| Interest Income |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest and Fees on Loans and Leases | \$ | 104,248 | \$ | 101,311 | \$ | 97,634 | \$ | 96,974 | \$ | 94,621 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 12,588 |  | 12,380 |  | 12,141 |  | 11,866 |  | 11,987 |
| Held-to-Maturity |  | 20,821 |  | 20,711 |  | 21,296 |  | 21,782 |  | 20,334 |
| Deposits |  | 10 |  | (4) |  | 18 |  | 3 |  | 5 |
| Funds Sold |  | 1,393 |  | 846 |  | 757 |  | 717 |  | 1,579 |
| Other |  | 364 |  | 341 |  | 300 |  | 271 |  | 235 |
| Total Interest Income |  | 139,424 |  | 135,585 |  | 132,146 |  | 131,613 |  | 128,761 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 10,931 |  | 9,459 |  | 7,581 |  | 6,980 |  | 6,663 |
| Securities Sold Under Agreements to Repurchase |  | 4,667 |  | 4,617 |  | 4,564 |  | 4,664 |  | 4,664 |
| Funds Purchased |  | 33 |  | 83 |  | 53 |  | 81 |  | - |
| Short-Term Borrowings |  | 28 |  | 13 |  | 16 |  | - |  | - |
| Other Debt |  | 838 |  | 917 |  | 976 |  | 1,118 |  | 1,117 |
| Total Interest Expense |  | 16,497 |  | 15,089 |  | 13,190 |  | 12,843 |  | 12,444 |
| Net Interest Income |  | 122,927 |  | 120,496 |  | 118,956 |  | 118,770 |  | 116,317 |
| Provision for Credit Losses |  | 3,800 |  | 3,500 |  | 4,125 |  | 4,250 |  | 4,000 |
| Net Interest Income After Provision for Credit Losses |  | 119,127 |  | 116,996 |  | 114,831 |  | 114,520 |  | 112,317 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 10,782 |  | 11,356 |  | 11,181 |  | 11,105 |  | 11,050 |
| Mortgage Banking |  | 1,965 |  | 2,179 |  | 2,145 |  | 2,593 |  | 3,237 |
| Service Charges on Deposit Accounts |  | 7,255 |  | 6,865 |  | 7,129 |  | 8,053 |  | 8,188 |
| Fees, Exchange, and Other Service Charges |  | 14,173 |  | 14,400 |  | 14,333 |  | 13,784 |  | 13,764 |
| Investment Securities Gains (Losses), Net |  | (729) |  | $(1,702)$ |  | (666) |  | (617) |  | (566) |
| Annuity and Insurance |  | 1,360 |  | 1,847 |  | 1,206 |  | 1,273 |  | 1,429 |
| Bank-Owned Life Insurance |  | 1,620 |  | 1,796 |  | 1,842 |  | 1,609 |  | 1,861 |
| Other |  | 5,056 |  | 4,557 |  | 6,865 |  | 4,055 |  | 3,447 |
| Total Noninterest Income |  | 41,482 |  | 41,298 |  | 44,035 |  | 41,855 |  | 42,410 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 51,782 |  | 52,148 |  | 54,422 |  | 51,698 |  | 51,190 |
| Net Occupancy |  | 8,702 |  | 8,588 |  | 8,534 |  | 8,510 |  | 7,727 |
| Net Equipment |  | 6,116 |  | 5,845 |  | 5,527 |  | 5,454 |  | 5,417 |
| Data Processing |  | 4,241 |  | 4,563 |  | 3,891 |  | 4,310 |  | 3,882 |
| Professional Fees |  | 2,206 |  | 2,546 |  | 2,773 |  | 3,266 |  | 3,044 |
| FDIC Insurance |  | 2,057 |  | 2,182 |  | 2,157 |  | 2,253 |  | 2,107 |
| Other |  | 15,434 |  | 14,919 |  | 17,080 |  | 16,845 |  | 15,231 |
| Total Noninterest Expense |  | 90,538 |  | 90,791 |  | 94,384 |  | 92,336 |  | 88,598 |
| Income Before Provision for Income Taxes |  | 70,071 |  | 67,503 |  | 64,482 |  | 64,039 |  | 66,129 |
| $\underline{\text { Provision for Income Taxes }}$ |  | 13,138 |  | 12,785 |  | 10,442 |  | 21,086 |  | 20,248 |
| Net Income | \$ | 56,933 | \$ | 54,718 | \$ | 54,040 | \$ | 42,953 | \$ | 45,881 |


| Basic Earnings Per Share | \$ | 1.37 | \$ | 1.31 | \$ | 1.29 | \$ | 1.02 | \$ | 1.09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Diluted Earnings Per Share | \$ | 1.36 | \$ | 1.30 | \$ | 1.28 | \$ | 1.01 | \$ | 1.08 |


| Balance Sheet Totals |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans and Leases | \$ | 10,231,062 | \$ | 10,053,323 | \$ | 9,916,628 | \$ | 9,796,947 | \$ | 9,573,956 |
| Total Assets |  | 16,991,734 |  | 17,124,162 |  | 17,136,030 |  | 17,089,052 |  | 17,268,302 |
| Total Deposits |  | 14,843,335 |  | 14,943,358 |  | 14,957,133 |  | 14,883,968 |  | 15,048,160 |
| Total Shareholders' Equity |  | 1,253,327 |  | 1,247,717 |  | 1,241,193 |  | 1,231,868 |  | 1,227,893 |

## Performance Ratios

| Return on Average Assets | 1.33 | $\%$ | 1.30 | $\%$ | 1.29 | $\%$ | 1.00 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Return on Average Shareholders' Equity | 18.06 | 17.68 | 17.74 | 13.85 |  |  |  |
| Efficiency Ratio ${ }^{1}$ | 55.07 | 56.12 | 57.91 | 14.8 |  |  |  |

# Bank of Hawaii Corporation and Subsidiaries 

Hawaii Economic Trends




## 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


[^0]:    Note: Certain prior period information has been reclassified to conform to current presentation.

[^1]:    ${ }^{1}$ 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 $21 \%$ for 2018 and $35 \%$ for 2017, of $\$ 1,265,000$ for the three months ended
    September 30, 2018, \$1,298,000 for the three months ended June 30, 2018, and \$2,920,000 for the three months ended September 30, 2017.

[^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 $21 \%$ for 2018 and $35 \%$ for 2017 , of $\$ 3,907,000$ for the nine months ended
    September 30, 2018 and $\$ 9,035,000$ for the nine months ended September 30, 2017.

[^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.

[^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.
    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.

