

## Bank of Hawaii

## Corporation

## Pacific Century Financial Corporation Reports Third Quarter Net Income of \$34.6 Million and Earnings Per Share of 44 cents

October 19, 2000

## Board of Directors Declare Quarterly Dividend of 18 Cents Per Share

HONOLULU--(BUSINESS WIRE)--Oct. 18, 2000--Pacific Century Financial Corporation (NYSE:BOH) reported third quarter net income of $\$ 34.6$ million, up 61.1 percent compared to $\$ 21.5$ million for the third quarter of 1999 , which reflected a pre-tax restructuring charge of $\$ 22.5$ million related to the company's New Era Redesign program. Diluted earnings per share were $\$ 0.44$, up 63.0 percent relative to $\$ 0.27$ reported for the third quarter of 1999.

For the third quarter of 2000, return on average assets was 0.98 percent and on a tangible basis was 1.12 percent. Return on average equity was 11.20 percent and on a tangible basis was 14.94 percent. The efficiency ratio was 62.3 percent and 59.8 percent on a tangible basis.

For the nine-month period, Pacific Century reported earnings of $\$ 81.1$ million relative to $\$ 95.4$ million posted for the first nine months of 1999. Diluted earnings per share were $\$ 1.02$ compared to $\$ 1.18$ for the first nine months of 1999 . Tangible or "cash" diluted earnings per share totaled $\$ 1.17$ versus $\$ 1.32$ for the same period last year.
"The third quarter's results reflect the impact of efforts to reduce exposures in syndicated lending and continuing emphasis on asset quality," said Chairman and Chief Executive Officer Lawrence M. Johnson. "We are continuing a rigorous process for reviewing and monitoring asset quality that will strengthen the company over the long-term."

On October 17, 2000, the Board of Directors of Pacific Century Financial Corporation declared a quarterly cash dividend of 18 cents per share on the company's outstanding shares. The dividend will be payable on December 14, 2000 to shareholders of record at the close of business on November 24, 2000.

Key events in the third quarter:

- Pacific Century successfully completed the implementation of New Era Redesign, with results exceeding original estimates.
- The company reduced its syndicated loan portfolio by $\$ 100$ million during the quarter to $\$ 1.2$ billion. Correspondingly, commitments on syndicated loans inclusive of outstandings dropped to $\$ 3.5$ billion from $\$ 3.7$ billion at the end of the second quarter. Pacific Century also reduced Asian exposure to $\$ 900$ million at quarter-end compared to $\$ 1.0$ billion at June 30, 2000.
- The company has entered into an informal agreement or Memorandum of Understanding with its regulator, which requires various analyses, plans and reports regarding the operation and management of the company and requires regulatory consent to pay dividends, incur debt and expand its previously announced stock repurchase program. Consent has been obtained for the fourth quarter dividend and to continue the company's existing commercial paper program.
- The search for a new CEO for Pacific Century began in August 2000 by the company's independent Board of Directors. Korn/Ferry International has been retained to assist with the search.


## New Era Redesign Benefits

During the third quarter, Pacific Century successfully completed its yearlong implementation phase of New Era Redesign and exceeded the program's expectations for reducing costs and enhancing revenues. The New Era Redesign implementation process tracked and monitored 1,200 ideas for implementation. In September 1999, Pacific Century projected that the benefits from New Era would reach an annualized run-rate of $\$ 43$ million in cost savings and $\$ 21$ million in revenue enhancements by the end of the fourth quarter 2000. Run-rate benefits at September 30, 2000 from cost savings ideas totaled $\$ 43$ million and matched the company's projected estimate. Run-rate revenue enhancements of $\$ 25$ million exceeded the company's expectations.
"We're very pleased with the results of New Era and believe its success reflects the efforts of everyone in the company to deliver on their projected targets and ensure that implementation occurred as planned," said Lawrence M. Johnson, Pacific Century Chairman \& CEO. "We gained confidence early in the implementation process that New Era Redesign was producing tangible benefits and making positive contributions."

Update on Hawaii's Economy

The outlook for Hawaii's economy continues to be positive with economists forecasting real gross state product growth between 3.0 and 3.5 percent for 2000 and 2001. The state's visitor industry grew 4.2 percent in visitor arrivals through August and is forecast to grow 4.8 percent in 2000, according to the state's Department of Business Economic Development and Tourism.

Hotel occupancy rates were 80 percent through August 2000, representing a 5 percent increase over 1999. Other indicators of Hawaii's strengthening economy in 2000 are forecasts of job growth of 1.9 percent, unemployment of 4.0 percent and construction growth of 10 percent, all better than expected at the beginning of the year.

## Net Interest Income

Third quarter net interest income on a fully taxable equivalent basis totaled $\$ 139.6$ million compared to $\$ 143.8$ million for the same period in 1999. The decline in net interest income reflected the company's progress in making its balance sheet more efficient with comparable period average loan growth of $\$ 207$ million being more than offset by a $\$ 435$ million reduction in securities and interest bearing deposits.

Meanwhile, net interest margin held firm for the third quarter at 4.25 percent, down only three basis points from 4.28 percent reported for the third quarter of 1999 and versus 4.27 percent for the second quarter of 2000 .

## Balance Sheet

Total assets at September 30, 2000 were $\$ 13.9$ billion relative to $\$ 14.5$ billion at September 30, 1999 and $\$ 14.3$ billion at June 30, 2000. The decline in assets reflects the company's balance sheet efficiency initiatives as well as actions taken to reduce exposure in the Asia and syndicated loan portfolios. Net loans totaled $\$ 9.2$ billion compared to $\$ 9.3$ billion at third quarter-end 1999 and $\$ 9.5$ billion at June 30, 2000.

Total deposits at the end of the quarter were $\$ 8.8$ billion relative to $\$ 9.3$ billion at September 30, 1999 and $\$ 9.1$ billion at June 30, 2000. Year-over-year domestic deposits grew by 1.6 percent. Foreign deposits declined by 25.7 percent primarily due to a $\$ 350$ million discretionary reduction in wholesale Eurodollar deposits (short-term borrowed funds) and approximately $\$ 200$ million in currency translation adjustments. On a linked quarter basis, domestic deposits ended September 30, 2000 down 1.6 percent from June 30, 2000. Also on a linked quarter basis, foreign deposits declined 9.4 percent, again largely represented by discretionary reduction in purchased funds and currency adjustments.

## Asset Quality

The quarterly provision for loan losses totaled $\$ 20.1$ million compared with $\$ 13.5$ million for the same period in 1999 and $\$ 83.4$ million for second quarter of 2000 . The third quarter provision exceeded net charge-offs of $\$ 19.6$ million.

Gross charge-offs for the quarter were $\$ 26.6$ million relative to $\$ 36.5$ million for the second quarter of 2000 and $\$ 20.5$ million for the like period in 1999. Commercial \& Industrial charge-offs of $\$ 8.0$ million were largely related to the sale of two syndicated credits totaling $\$ 6.4$ million. Commercial real estate charge-offs totaled $\$ 2.8$ million and was related to one Hawaii credit. Foreign charge-offs were $\$ 9.5$ million with $\$ 7.1$ million related to Asia, including $\$ 4.2$ million to one International Trust \& Investment Corporation credit in China.

Non-performing assets, exclusive of accruing loans past due $90+$ days, totaled $\$ 219.6$ million, compared to $\$ 210.6$ million at June 30, 2000 and $\$ 154.8$ million at September 30, 1999. Non-performing assets as a percent of total loans represented 2.25 percent relative to 2.09 percent at June 30, 2000 and 1.59 percent at September 30, 1999.

Non-accrual loans for the quarter were $\$ 214.5$ million compared to $\$ 205.7$ million for the second quarter of 2000 and $\$ 148.9$ million for the third quarter of 1999. The increase in non-accruals was reflected in commercial real estate which totaled $\$ 86.8$ million and was driven primarily by a single Hawaii credit of $\$ 19.2$ million. At September 30, 2000, $\$ 39.4$ million of the commercial real estate non-accruals represented credits where borrowers were current with respect to payments but were placed on non-accrual status. Foreign non-accruals declined $\$ 10.9$ million, primarily reflecting charge-offs.

The ratio of reserves to loans outstanding was 2.58 percent for the third quarter of 2000, relative to 2.53 percent for the second quarter of 2000 and 2.22 percent for the third quarter of 1999. The ratio of reserves to non-performing assets (exclusive of accruing loans past due 90+ days) was 112 percent, relative to 117 percent at June 30, 2000 and 137 percent at September 30, 1999.

Loan Portfolio Highlights
Syndicated Loans, defined as credits of $\$ 20$ million or more with three or more institutions (using shared national credit examination criteria), declined during the third quarter.

At September 30, 2000, syndicated loans totaled $\$ 1.2$ billion out of $\$ 3.5$ billion in commitments versus June 30, 2000 totals of $\$ 1.3$ billion in outstandings against $\$ 3.7$ billion in commitments. The decline in the portfolio was driven primarily by a reduction in non-relationship loans and is consistent with the company's previously stated intention to reduce this portfolio by several hundred million dollars over time. Of the $\$ 3.5$ billion in remaining commitments, approximately 58 percent represented relationship credits, while approximately 64 percent represented investment grade quality loans.

The $\$ 65$ million potential problem loan mentioned in the second quarter 2000 continues to be unresolved, but remained current at September 30, 2000.

Commercial Real Estate Loans totaled $\$ 1.5$ billion at the end of the third quarter, unchanged from June 30, 2000. Hawaii commercial real estate represented approximately $\$ 860$ million ( 57 percent) of this segment.

## Non-Interest Income

Non-interest income, exclusive of securities transactions and extraordinary one-time items, was $\$ 61.3$ million for the third quarter, up 7 percent compared to $\$ 57.3$ million for the third quarter of 1999 and $\$ 62.2$ million for the second quarter of 2000 . The third quarter of 1999 included a $\$ 14.0$ million one-time gain from the sale of a special purpose leasing company and the second quarter of 2000 included $\$ 11.9$ million in non-recurring income related to the partial settlement of the company's defined benefit pension plan. The improvement in non-interest income in 2000 primarily reflects the contributions resulting from the implementation of the company's New Era Redesign program.

## Non-Interest Expense

Non-interest expense, exclusive of extraordinary one-time items, was $\$ 124.9$ million, down 6 percent from $\$ 133.1$ million (adjusted for restructuring charges) for the third quarter of 1999 and down 1.4 percent from $\$ 126.7$ million for the second quarter of 2000 . The third quarter of 1999 included a restructuring charge of $\$ 22.5$ million and the second quarter of 2000 reflected reductions in incentive and profit sharing accruals of approximately $\$ 4.8$ million. The improvement in non-interest expense is largely attributable to cost savings from the implementation of New Era Redesign.

## Other Items

"We continue to see progress in our asset management group and residential lending in Hawaii," noted Johnson. "The benefits from growth in these segments validates initiatives introduced in the mid-1990s to become more customer-focused and sales oriented in our delivery of products and services."

The company's asset management business totaled $\$ 8.0$ billion in discretionary assets compared to $\$ 7.6$ billion at yearend 1999 . The growing recognition of the company's asset management capability by the institutional marketplace, such as Corporate, Governmental, Taft Hartley and other accounts coupled with an increasing retail market presence has contributed to earnings. Pacific Century's combined trust and asset management business at September 30, 2000 totaled $\$ 13.2$ billion in assets under administration.

The company continues to maintain its dominant presence in Hawaii residential lending. Pacific Century's market share of loan originations is approximately 21 percent. The loan servicing portfolio is approximately $\$ 5.0$ billion, compared to $\$ 4.6$ billion at yearend 1999 .

Guidance for the remainder of 2000 and outlook for 2001
Balance Sheet Guidance

- As the company discussed in the second quarter of 2000, business methods and risk profile changes in our Asia and syndicated loan markets have resulted in our decision to reduce exposure to each of those segments.
- Exposure in Asia ended the third quarter at $\$ 900$ million, relative to $\$ 1.0$ billion at June 30,2000 and $\$ 1.2$ billion at yearend 1999 . Current exposure is approximately in line with target levels.
- Syndicated loan exposure ended the third quarter at $\$ 3.5$ billion in commitments, down $\$ 200$ million from $\$ 3.7$ billion at June 30 , 2000 and down approximately $\$ 400$ million from yearend 1999 . Our objective is to continue to lower our syndicated loan outstanding exposure to approximately $\$ 1.0$ billion in loans outstanding over a reasonable period of time, with most of the reduction expected to be in the non-relationship segment of the portfolio.


## Earnings Guidance

- Currently, analysts' earnings estimates for Pacific Century's fourth quarter 2000 and full year 2001 are significantly higher than the results of the just ended quarter would support. In large measure differences in estimates are reflected in net interest income and loan loss provisioning.
- The company believes the third quarter 2000 financial statements to be a better proxy for estimating future results than existing analyst earnings models. Actions taken to improve asset quality and reduce our syndicated loan exposure are partially reflected in the third quarter results. Additional reductions in exposure are contemplated, making net growth in earning assets (and net interest income) challenging over the near term.
- Likewise, the company suggests that analysts use the third quarter results to estimate loan loss provisioning for the fourth quarter. For 2001 our objective will be to limit net charge-offs and provisioning to $\$ 50-\$ 60$ million.


## Share Repurchase

- No shares of Pacific Century common stock were repurchased in the third quarter due to asset quality trends evidenced in the second quarter On October 17, 2000 Pacific Century's board of directors reaffirmed existing repurchase authorizations to offset shares issued under the company's dividend reinvestment and other benefit plans and to repurchase up to 300,000 shares (or up to $\$ 6$ million) per quarter. Pacific Century expects to repurchase shares under the terms of the authorization.

Pacific Century Financial Corporation is a regional financial services holding company with locations throughout the Pacific region. Pacific Century and its subsidiaries provide varied financial services to businesses, governments and consumers in four principal markets: Hawaii, the West and South Pacific, Asia and selected markets on the U.S. Mainland. Pacific Century's principal subsidiary, Bank of Hawaii, is the largest commercial bank in the state of Hawaii

## Forward-Looking Statements

This press release contains forward-looking information. The Company cautions readers not to place undue reliance on any forward-looking statements, which speak only as of the date made. Forward-looking statements are subject to significant risk and uncertainties, many of which are beyond the Company's control. Although the Company believes that the assumptions underlying its forward-looking statements are reasonable, any of the assumptions could prove to be inaccurate and actual results may differ from those contained in or implied by such forward-looking statements for a variety of reasons. Factors which might cause such a difference include, but are not limited to, competitor pressures in the banking and financial services industry increase significantly, particularly in connection with product delivery and pricing; business disruption related to implementation of New Era Redesign programs or methodologies; inability to achieve expected customer acceptance of revised pricing structure and strategies; general economic conditions in the geographic areas where the Company operated are weaker than expected; deterioration of credit quality may cause higher level of provisioning; continued increase to interest rates may put additional pressure on those weaker obligors in servicing their debt which in turn may cause further deterioration to the portfolio; continued weakness in the syndicated national credit market creating greater difficulty for companies to create, find or roll over credit facilities; increased volatility in Asia or the Pacific either politically or economically; economic recovery in Hawaii slows because of U. S. Mainland economic slowdown which may restrict our ability to grow our relationship portfolio as originally forecasted; the need to
maintain market competitiveness may require much higher levels of capital expenditures than originally forecasted; higher oil prices reducing tourism; loss of confidence by customers/borrowers/depositors erodes funding and asset base; loss of staff confidence creating higher rates of turnover and the consequent ability to attract new staff may cause a higher than expected increase to non-interest expense. The Company does not undertake and specifically disclaims any obligation to update any forward-looking statements to reflect events or circumstance after the date of such statements.

> Highlights
> Pacific Century Financial Corporation and subsidiaries
> (in thousands of dollars except per share amounts)


Summary of Results Excluding
the Effect of Intangibles (a)
Three Months Ended September 30 Net Income Basic Earnings per Share Diluted Earnings per Share Return on Average Assets Return on Average Equity Efficiency Ratio

| $\$$ | 38,806 | $\$$ | 25,887 | $49.9 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $\$$ | 0.49 | $\$$ | 0.32 | $53.1 \%$ |
| $\$$ | 0.49 | $\$$ | 0.32 | $53.1 \%$ |
|  | $1.12 \%$ |  | $0.72 \%$ |  |
|  | $14.94 \%$ |  | $10.25 \%$ |  |
|  | $59.83 \%$ |  | $70.04 \%$ |  |


| Nine Months Ended September 30 |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net Income | $\$$ | 93,690 | $\$$ | 107,430 | $-12.8 \%$ |
| Basic Earnings per Share | $\$$ | 1.18 | $\$$ | 1.34 | $-11.9 \%$ |
| Diluted Earnings per Share | $\$$ | 1.17 | $\$$ | 1.32 | $-11.4 \%$ |
| Return on Average Assets |  | $0.90 \%$ |  | $0.99 \%$ |  |
| Return on Average Equity |  | $12.23 \%$ |  | $14.45 \%$ |  |
| Efficiency Ratio | $58.12 \%$ |  | $66.03 \%$ |  |  |

(a) Intangibles include goodwill, core deposit and trust intangibles, and other intangibles.

> Statement of Condition Highlights and Performance Ratios

|  | September 30 | September 30 | Percentage |
| :--- | ---: | :---: | :---: |
|  | 2000 | 1999 | Change |
|  |  |  |  |
| Total Assets | $\$ 13,939,861$ | $\$ 14,505,361$ | $-3.9 \%$ |
| Net Loans | $9,233,476$ | $9,321,477$ | $-0.9 \%$ |
| Total Deposits | $8,820,668$ | $9,290,389$ | $-5.1 \%$ |



| Net Interest Income | 139,304 | 143,453 | 417,418 | 431,697 |
| :---: | :---: | :---: | :---: | :---: |
| Provision for Loan Losses | 20,145 | 13,500 | 117,074 | 40,038 |
| Net Interest Income |  |  |  |  |
| After Provision for Loan Losses | 119,159 | 129,953 | 300,344 | 391,659 |
| Non-Interest Income |  |  |  |  |
| Trust Income | 15,874 | 14,670 | 49,078 | 44,653 |
| Service Charges on Deposit Accounts | 10,074 | 8,638 | 29,811 | 25,708 |
| Fees, Exchange, and Other Service |  |  |  |  |
| Charges | 22,714 | 21,956 | 66,926 | 66,572 |
| Other Operating Income | 12,676 | 26,061 | 41,348 | 50,510 |
| Gain on Settlement of Pension |  |  |  |  |
| Obligation | -- | -- | 11,900 | -- |
| Investment <br> Securities Gains <br> (Losses) | (82) | 77 | (315) | 8,742 |
| Total Non-Interest Income | 61,256 | 71,402 | 198,748 | 196,185 |
| Non-Interest Expense |  |  |  |  |
| Salaries | 45,220 | 50,768 | 137,227 | 152,093 |
| Pensions and Other Employee Benefits | 12,303 | 13,437 | 37,721 | 43,387 |
| Net Occupancy |  |  |  |  |
| Expense | 12,577 | 11,560 | 36,873 | 35,638 |
| Net Equipment |  |  |  |  |
| Expense | 13,365 | 12,380 | 37,498 | 36,192 |
| Other Operating Expense | 41,350 | 44,889 | 123,301 | 132,389 |
| Restructuring Charge | -- | 22,478 | -- | 22,478 |
| Minority Interest | 110 | 81 | 286 | 384 |
| Total Non-Interest Expense | 124,925 | 155,593 | 372,906 | 422,561 |
| Income Before Income Taxes | 55,490 | 45,762 | 126,186 | 165,283 |
| Provision for Income Taxes | 20,887 | 24,283 | 45,111 | 69,925 |
| Net Income | \$34,603 | \$21,479 | \$81,075 | \$95,358 |
| Basic Earnings Per Share | \$0.44 | \$0.27 | \$1.02 | \$1.19 |
| Diluted Earnings Per Share | \$0.44 | \$0.27 | \$1.02 | \$1.18 |
| Dividends Declared Per Share | \$0.18 | \$0.17 | \$0.53 | \$0.51 |
| Basic Weighted Average Shares | 79,455,040 | 80,274,350 | 79,566,807 | 80,332,150 |
| Diluted Weighted Average Shares | 79,525,474 | 80,860,870 | 79,791,250 | 81,116,106 |

[^0]| (in thousands of dolla | 2000 |  |  | 1999 |  | 1999 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |
| Interest-Bearing |  |  |  |  |  |  |
| ```Investment Securities - Held to Maturity (Market Value of $714,920, $787,720 and $815,416, respectively)``` | Investment Securities <br> - Held to Maturity <br> (Market Value of |  |  | 796,322 |  | 816,728 |
| Investment Securities |  |  |  |  |  | $2,625,545$ |
| Securities Purchased <br> Under Agreements to Resell |  | 5,560 |  | -- |  | 4,103 |
| Funds Sold |  | 28,323 |  | 52,740 |  | 40,726 |
| Loans <br> Unearned Income |  | $\begin{aligned} & 9,750,661 \\ & (272,219) \end{aligned}$ |  | $\begin{aligned} & 9,717,556 \\ & (242,503) \end{aligned}$ |  | $\begin{aligned} & 9,746,581 \\ & (213,798) \end{aligned}$ |
| Reserve for Loan Losses |  | $(244,966)$ |  | $(194,205)$ |  | $(211,306)$ |
| Net Loans |  | 9,233,476 |  | 9,280,848 |  | 9,321,477 |
| Total Earning |  |  |  |  |  | 13,219,076 |
| Cash and Non-Interest |  |  |  |  |  |  |
| Premises and Equipment | Premises and |  |  | 271,728 |  | 281,512 |
| Customers' Acceptance Liability |  | 10,956 |  | 7,236 |  | 10,797 |
| Accrued Interest |  |  |  |  |  |  |
| Other Real Estate |  | 5,128 |  | 4,576 |  | 5,874 |
| Intangibles, |  |  |  |  |  |  |
| Other Assets |  | 300,153 |  | 281,387 |  | 281,436 |
| Total Assets | \$ | 13,939,861 | \$ | 14,440,315 | \$ | 14,505,361 |
| Liabilities |  |  |  |  |  |  |
| Domestic Deposits Demand |  |  |  |  |  |  |
| - Non-Interest <br> Bearing <br> - Interest Bearing | \$ | $\begin{aligned} & 1,626,426 \\ & 2,039,325 \end{aligned}$ | \$ | $\begin{gathered} 1,676,425 \\ 2,076,358 \end{gathered}$ | \$ | $\begin{gathered} 1,683,210 \\ 2,059,662 \end{gathered}$ |
| Savings |  | 671,437 |  | 700,720 |  | 712,968 |
| Time |  | 2,801,947 |  | 2,761,650 |  | 2,570,112 |
| Foreign Deposits Demand <br> - Non-Interest Bearing |  | 343,828 |  | 401,613 |  | 437,110 |
| Time Due to Banks Other Savings and Time |  | 571,576 766,129 |  | 597,675 $1,179,777$ |  | 679,344 $1,147,983$ |
| Total Deposits |  | 8,820,668 |  | 9,394,218 |  | 9,290,389 |
| Securities Sold Under Agreements to |  |  |  |  |  |  |
|  |  | 1,791,983 |  | 1,490,655 |  | 1,916,747 |
| Funds Purchased |  | 377,069 |  | 839,962 |  | 628,212 |
| Short-Term Borrowings |  | 365,407 |  | 458,962 |  | 335,416 |



| Reclassification Adjustment | 9,960 | -- | -- | 9,960 |
| :---: | :---: | :---: | :---: | :---: |
| Foreign Currency <br> Translation Adjustment | (474) | -- | -- | (474) |
| Total Comprehensive Income |  |  |  |  |
| Common Stock Issued |  |  |  |  |
| 62,102 Profit Sharing |  |  |  |  |
| 195,094 Stock Option |  |  |  |  |
| Plan | 2,610 | -- | -- | -- |
| 142,421 Dividend |  |  |  |  |
| Reinvestment Plan | 2,481 | -- | 52 | -- |
| 4,973 Directors' |  |  |  |  |
| Restricted Shares and |  |  |  |  |
| Deferred Compensation |  |  |  |  |
| Treasury Stock Purchased | $(16,957)$ | -- | -- | -- |
| Cash Dividends Paid | $(42,147)$ | -- | -- | -- |
| Balance at |  |  |  |  |
| September 30, 2000 | \$1,250,069 | \$806 | \$346,016 | $(\$ 56,620)$ |
| Balance at |  |  |  |  |
| December 31, 1998 | \$1,185,594 | \$805 | \$342,932 | $(\$ 22,476)$ |
| Comprehensive Income |  |  |  |  |
| Net Income | 95,358 | -- | -- | -- |
| Other Comprehensive |  |  |  |  |
| Income, Net of Tax |  |  |  |  |
| Investment Securities, |  |  |  |  |
| Reclassification |  |  |  |  |
| Adjustment | $(28,231)$ | -- | - | $(28,231)$ |
| Foreign Currency |  |  |  |  |
| Translation Adjustment | $(1,818)$ | -- | -- | $(1,818)$ |

Common Stock Issued

37,419 Profit Sharing Plan
318,672 Stock Option Plan
154,515 Dividend Reinvestment Plan 6,595 Directors' Restricted Shares and Deferred Compensation Plan
Treasury Stock Purchased Cash Dividends Paid

Balance at September 30, $1999 \quad \$ 1,208,499 \quad \$ 806 \quad \$ 345,477 \quad(\$ 52,525)$


| Restricted Shares and <br> Deferred Compensation |  |  |
| :--- | :---: | :---: |
| Plan | -- | --- |
| Treasury Stock Purchased | -- | $(11,336)$ |
| Cash Dividends Paid | $(40,991)$ | -- |
| Balance at <br> September 30,1999 | $\$ 919,664$ | $(\$ 4,923)$ |

Consolidated Average Balances and Interest Rates Taxable Equivalent (Unaudited)
Pacific Century Financial Corporation and subsidiaries

|  | Three Septe | Months <br> mber 30, | Ended $2000$ | Three Months Ended September 30, 1999 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions of dollars) | Average Balance | Income/ <br> Expense | Yield/ <br> Rate | Average <br> Balance | Inco <br> Expe |  | $\begin{gathered} \text { Yie } \\ \text { Ra } \end{gathered}$ |
| Earning Assets |  |  |  |  |  |  |  |
| Interest Bearing Deposits | \$197.3 | \$3.3 | 6.69\% | \$348.5 | \$5.7 |  | $6.49 \%$ |
| ```Investment Securities Held to Maturity``` |  |  |  |  |  |  |  |
|  | 711.7 | 12.9 | 7.23 | 804.8 | 14.7 |  | 7.23 |
| -Tax-Exempt | 8.3 | 0.4 | 17.70 | 11.7 | 0.4 |  | 4.04 |

Investment
Securities Available for $2,490.2 \quad 41.8 \quad 6.67$

Funds Sold
Net Loans
-Domestic

$$
8,193.4 \quad 177.6 \quad 8.62
$$

$$
7,692.0 \quad 154.6 \quad 7.98
$$ -Foreign

$1,435.2 \quad 25.2 \quad 7.00$
$1,729.7 \quad 25.8 \quad 5.92$

Loan Fees
7.7

Total Earning
Assets 13,074.9 269.5 8.20 13,303.1 253.3 7.55

Cash and Due From
Banks 418.2
Other Assets
523.6
425. 2
655.2

Total Assets
$\$ 14,016.7$
$\$ 14,383.5$

Interest Bearing
Liabilities

Domestic Deposits

| - Demand | $\$ 2,043.7$ | 11.9 | 2.31 | $\$ 2,128.8$ | 12.3 | 2.30 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| - Savings | 680.4 | 3.5 | 2.03 | 720.5 | 3.7 | 2.03 |
| - Time | $2,799.4$ | 40.3 | 5.73 | $2,492.7$ | 29.4 | 4.68 |
| Total Domestic | $5,523.5$ | 55.7 | 4.01 | $5,342.0$ | 45.4 | 3.37 |

Foreign Deposits

- Time Due to $\begin{array}{lllllll}\text { Banks } & 552.6 & 8.5 & 6.13 & 606.7 & 8.1 & 5.27\end{array}$
- Other Time and $\begin{array}{lllllll}\text { Savings } & 821.4 & 9.0 & 4.36 & 1,175.7 & 10.4 & 3.52\end{array}$ Total Foreign 1,374.0 17.5 5.07 1,782.4 18.5 4.11


| Sale | 2,510.6 | 124.0 | 6.60 | 2,735.4 | 126.5 | 6.18 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Funds Sold | 35.3 | 1.6 | 6.07 | 125.2 | 4.9 | 5.20 |
| Net Loans |  |  |  |  |  |  |
| -Domestic | 8,065.7 | 511.5 | 8.47 | 7,721.9 | 461.6 | 7.99 |
| -Foreign | 1,517.6 | 75.2 | 6.62 | 1,706.8 | 81.2 | 6.36 |
| Loan Fees |  | 24.9 |  |  | 30.1 |  |
| Total Earning |  |  |  |  |  |  |
| Cash and Due From Banks | 456.1 |  |  | 475.6 |  |  |
| Other Assets | 597.7 |  |  | 648.5 |  |  |
| Total Assets | \$14,145.1 |  |  | \$14,658.2 |  |  |
| Interest Bearing |  |  |  |  |  |  |
| Domestic Deposits |  |  |  |  |  |  |
| - Demand | \$2,085.6 | 36.4 | 2.33 | \$2,146.0 | 36.4 | 2.27 |
| - Savings | 690.6 | 10.5 | 2.03 | 728.0 | 11.0 | 2.03 |
| - Time | 2,769.5 | 111.8 | 5.39 | 2,534.0 | 90.9 | 4.80 |
| Total Domestic | 5,545.7 | 158.7 | 3.82 | 5,408.0 | 138.3 | 3.42 |
| Foreign Deposits |  |  |  |  |  |  |
| Banks | 487.7 | 21.7 | 5.95 | 646.7 | 25.0 | 5.17 |
| Savings | 1,024.9 | 32.0 | 4.18 | 1,163.7 | 30.4 | 3.49 |
| Total Foreign | 1,512.6 | 53.7 | 4.75 | 1,810.4 | 55.4 | 4.09 |
| Total Interest Bearing |  |  |  |  |  |  |
| Deposits | 7,058.3 | 212.4 | 4.02 | 7,218.4 | 193.7 | 3.59 |
| Short-Term |  |  |  |  |  |  |
| Borrowings | 2,651.2 | 117.0 | 5.90 | 3,118.3 | 110.9 | 4.75 |
| Long-Term Debt | 848.3 | 42.2 | 6.64 | 665.2 | 32.2 | 6.47 |
| Total Interest |  |  |  |  |  |  |
| Liabilities | 10,557.8 | 371.6 | 4.70 | 11,001.9 | 336.8 | 4.09 |
| Net Interest |  |  |  |  |  |  |
| Income |  | 418.2 |  |  | 432.4 |  |
| Interest Rate |  |  |  |  |  |  |
| Spread |  |  | 3.36\% |  |  | 3.51\% |
| Net Interest |  |  |  |  |  |  |
| Margin |  |  | 4.27\% |  |  | 4.27\% |
| Demand Deposits |  |  |  |  |  |  |
| - Domestic | 1,649.9 |  |  | 1,649.2 |  |  |
| - Foreign | 376.9 |  |  | 427.6 |  |  |
| Total Demand |  |  |  |  |  |  |
| Deposits | 2,026.8 |  |  | 2,076.8 |  |  |
| Other Liabilities | 336.6 |  |  | 370.8 |  |  |
| Shareholders' |  |  |  |  |  |  |
| Equity | 1,223.9 |  |  | 1,208.7 |  |  |
| Total |  |  |  |  |  |  |
| Liabilities and |  |  |  |  |  |  |
| Shareholders' |  |  |  |  |  |  |
| Equity | \$14,145.1 |  |  | \$14,658.2 |  |  |


| Provision for Loan |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Losses |  | 117.1 | 40.0 |  |  |
| Net Overhead |  | 174.2 | 226.4 |  |  |
| Income Before |  |  |  |  |  |
| Income Taxes |  | 126.9 | 166.0 |  |  |
| Provision for |  |  |  |  |  |
| Income Taxes |  | 45.1 |  | 69.9 |  |
| Tax-Equivalent |  |  |  |  |  |
| Adjustment |  | 0.7 |  | 0.7 |  |
| Net Income |  | \$81.1 |  |  |  |
| Pacific Century Financial Corporation and subsidiaries |  |  |  |  |  |
| Consolidated Non-Performing Assets and Accruing Loans Past Due 90 |  |  |  |  | or More (Unaudited) |
| (in millions | Sep 30 | Jun 30 | Mar 31 | Dec 31 | Sep 30 |
| of dollars) | 2000 | 2000 | 2000 | 1999 | 1999 |
| Non-Accrual |  |  |  |  |  |
| Loans |  |  |  |  |  |
| Commercial and |  |  |  |  |  |
| Industrial | \$49.0 | \$52. 7 | \$20.1 | \$23.7 | \$31.7 |
| Real Estate |  |  |  |  |  |
| Construction | 8.1 | 8.0 | 0.9 | 1.1 | 2.1 |
| Commercial | 86.8 | 62.2 | 18.2 | 19.0 | 20.8 |
| Residential | 22.0 | 23.2 | 23.2 | 29.7 | 33.1 |
| Installment | 0.1 | 0.1 | 0.5 | 0.5 | 0.7 |
| Leases | 0.2 | 0.3 | 3.7 | 3.9 | 4.8 |
| Total Domestic | 166.2 | 146.5 | 66.6 | 77.9 | 93.2 |
| Foreign | 48.3 | 59.2 | 65.2 | 67.4 | 55.7 |
| Subtotal | 214.5 | 205.7 | 131.8 | 145.3 | 148.9 |
| Foreclosed Real |  |  |  |  |  |
| Estate |  |  |  |  |  |
| Domestic | 4.9 | 4.6 | 4.3 | 4.3 | 5.6 |
| Foreign | 0.2 | 0.3 | 0.3 | 0.3 | 0.3 |
| Subtotal | 5.1 | 4.9 | 4.6 | 4.6 | 5.9 |
| Total NonPerforming |  |  |  |  |  |
| Accruing Loans |  |  |  |  |  |
| Past Due 90 |  |  |  |  |  |
| Days or More |  |  |  |  |  |
| Commercial and Industrial | Commercial and |  |  |  | 6.2 |
| Real Estate |  |  |  |  |  |
| Construction | 0.1 | -- | - | -- | 0.5 |
| Commercial | 4.9 | 2.0 | 2.1 | 1.9 | 2.4 |
| Residential | 7.2 | 3.5 | 5.0 | 4.0 | 2.8 |
| Installment | 4.6 | 4.0 | 4.7 | 4.5 | 4.5 |
| Leases | 0.1 | 1.5 | 1.4 | 1.2 | 0.2 |
| Total Domestic | 19.1 | 15.7 | 19.9 | 17.5 | 16.6 |
| Foreign | 1.5 | 1.3 | 3.2 | 1.0 | 5.0 |
| Subtotal | 20.6 | 17.0 | 23.1 | 18.5 | 21.6 |
| Total | \$240.2 | \$227.6 | \$159.5 | \$168.4 | \$176.4 |



| Ratio of Non- <br> Performing <br> Assets to Total <br> Loans | $1.55 \%$ | $1.69 \%$ | $1.40 \%$ | $1.59 \%$ |
| :--- | :--- | :--- | :--- | :--- |
| Ratio of Non- |  |  |  |  |
| Performing |  |  |  |  |
| Assets and |  |  |  |  |
| Accruing Loans |  |  |  |  |
| Past Due 90 |  |  |  |  |
| Days or More to <br> Total Loans | $1.78 \%$ | $1.92 \%$ | $1.61 \%$ | $1.87 \%$ |

## Pacific Century Financial Corporation and subsidiaries

Summary of Loan Loss Experience

|  | Third | Second | First First Nine First Nine |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| (in millions | Quarter | Quarter | Quarter | Months | Months |
| of dollars) | 2000 | 2000 | 2000 | 2000 | 1999 |

```
Average Amount
    of Loans
    Outstanding $ 9,628.6 $ 9,636.9 $ 9,484.1 $ 9,583.3 $ 9,428.7
```

Balance of
Reserve for
Loan Losses
at Beginning
of Period $\$ 246.6$ \$ 195.4 \$ 194.2 \$ 194.2 \$ 211.3
Loans
Charged-Off
Commercial
and
Industrial
Real Estate
$\begin{array}{llllll}\text { Construction } & -- & 0.5 & -- & 0.5 & 0.2\end{array}$
$\begin{array}{llllll}\text { Commercial } & 2.8 & 7.6 & 3.9 & 14.3 & 2.3\end{array}$
$\begin{array}{llllll}\text { Residential } & 1.5 & 1.3 & 2.4 & 5.2 & 5.6\end{array}$
Installment
$\begin{array}{lllll}4.6 & 5.2 & 4.7 & 14.5 & 19.1\end{array}$
$\begin{array}{lllll}0.2 & 0.2 & -- & 0.4 & 0.2\end{array}$
Leases
Total Domestic
Foreign
17.1
$\begin{array}{llll}13.4 & 3.7 & 26.6 & 17.6\end{array}$
Total

| Charged-Off | 26.6 | 36.5 | 16.1 | 79.2 | 60.7 |
| :--- | :--- | :--- | :--- | :--- | :--- |

Recoveries on
Loans
Previously
Charged-Off
Commercial and
Industrial
2.21 .2
1.7
5.1
12.9
Real Estate
-- -- -- --
struction
0.10.
Residential
Installment
$0.3 \quad 0.2$
$0.1 \quad 0.3 \quad 1.0$
Commercial
$0.5 \quad 1.0 \quad 0.2$
1.71 .9
1.7
5.3
5.6
Total Domestic
4.3
4.0
11.7
19.7
Foreign
$2.7 \quad 0.2$
0.2
0.8
3.7
4.0
Total Recoveries
7.0
3.6
4.8
15.4
23.7

| Net Charge-Offs | (19.6) |  | (32.9) |  | (11.3) |  | (63.8) |  | (37.0) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision Charged to Operating Expenses |  |  |  |  |  |  |  |  |  |
| ```Other Net Additions (Reductions) (a)``` | (2.2) |  | 0.7 |  | (1.0) |  | (2.5) |  | (3.1) |
| Balance at End of Period | 245.0 | \$ | 246.6 | \$ | 195.4 | \$ | 245.0 | \$ | 211.3 |
| Ratio of Net Charge-Offs to Average Loans Outstanding (annualized) | $0.81 \%$ |  | 1.37\% |  | 0.48\% |  | $0.89 \%$ |  | 0.52\% |
| Ratio of Reserve to Loans |  |  |  |  |  |  |  |  |  |
| Outstanding | 2.58\% |  | 2.53\% |  | $2.05 \%$ |  | $2.58 \%$ |  | 2.22\% |

(a) Includes balance transfers, reserves acquired, and foreign currency translation adjustments.

Pacific Century Financial Corporation and subsidiaries Quarterly Summary of Selected Consolidated Financial Data
(in millions of dollars
except per share amounts)

| Sep. 30 Jun. 30 | Mar. 31 |  |
| :---: | :---: | :---: |
| 2000 | 2000 | 2000 |

Balance Sheet Totals

| Total Assets | \$ | 13,939.9 | \$ | 14,294.6 | \$ | 14,250.4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Loans |  | 9,233.5 |  | 9,497.4 |  | 9,346.5 |
| Deposits |  | 8,820.7 |  | 9,109.1 |  | 9,143.1 |
| Long-Term Debt |  | 999.7 |  | 902.2 |  | 805.7 |
| Shareholders' Equity |  | 1,250.1 |  | 1,209.4 |  | 1,225.9 |
| Quarterly Operating Results |  |  |  |  |  |  |
| Net Interest Income | \$ | 139.3 | \$ | 138.6 | \$ | 139.5 |
| Provision for Loan Losses |  | 20.1 |  | 83.4 |  | 13.5 |
| Non-Interest Income |  | 61.3 |  | 73.6 |  | 63.9 |
| Non-Interest Expense |  | 124.9 |  | 121.9 |  | 126.1 |
| Net Income |  | 34.6 |  | 6.7 |  | 39.8 |
| Basic Earnings Per Share | \$ | 0.44 | \$ | 0.08 | \$ | 0.50 |
| Diluted Earnings Per Share | \$ | 0.44 | \$ | 0.08 | \$ | 0.50 |
| Return on Average Assets |  | 0.98\% |  | 0.19\% |  | 1.13\% |
| Return on Average Equity |  | 11.20\% |  | 2.19\% |  | 13.19\% |
| Efficiency Ratio |  | 62.26\% |  | 57.31\% |  | 62.06\% |
| Normalized Efficiency |  |  |  |  |  |  |


| Ratio (1) |  | -- |  | -- |  | -- |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Excluding the Effects of Intangibles (2) |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Net Income | \$ | 38.8 | \$ | 11.0 | \$ | 43.9 |
| Basic Earnings |  |  |  |  |  |  |
| Per Share | \$ | 0.49 | \$ | 0.14 | \$ | 0.55 |
| Diluted Earnings |  |  |  |  |  |  |
| Per Share | \$ | 0.49 | \$ | 0.14 | \$ | 0.55 |
| Return on Average |  |  |  |  |  |  |
| Assets |  | 1.12\% |  | $0.32 \%$ |  | 1.26\% |
| Return on Average |  |  |  |  |  |  |
| Equity |  | 14.94\% |  | 4.30\% |  | 17.54\% |
| Efficiency Ratio |  | 59.83\% |  | $54.96 \%$ |  | $59.73 \%$ |
| Normalized Efficiency Ratio (1) |  | -- |  | -- |  | -- |


| (in millions of dollars | Dec. 31 | Sept. 30 | Jun. 30 | Mar. 31 |
| :---: | :---: | :---: | :---: | :---: |
| except per share amounts) | 1999 | 1999 | 1999 | 1999 |

Balance Sheet Totals

| Total Assets | $\$ 14,440.3$ | $\$ 14,505.4$ | $\$ 14,551.5$ | $\$ 4,928.3$ |
| :--- | ---: | :---: | ---: | :---: | :---: | :---: |
| Net Loans | $9,280.8$ | $9,321.5$ | $9,181.7$ | $9,208.1$ |
| Deposits | $9,394.2$ | $9,290.4$ | $9,286.2$ | $9,434.4$ |
| Long-Term Debt | 727.7 | 794.8 | 654.8 | 675.6 |
| Shareholders' Equity | $1,212.3$ | $1,208.5$ | $1,214.2$ | $1,207.6$ |

Quarterly Operating Results

| Net Interest Income | \$ | 143.0 | \$ | 143.5 | \$ | 144.4 | \$ | 143.8 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for Loan |  |  |  |  |  |  |  |  |
| Losses |  | 20.9 |  | 13.5 |  | 13.9 |  | 12.6 |
| Non-Interest Income |  | 69.4 |  | 71.4 |  | 63.6 |  | 61.2 |
| Non-Interest Expense |  | 131.2 |  | 155.6 |  | 132.1 |  | 134.8 |
| Net Income |  | 37.6 |  | 21.5 |  | 38.5 |  | 35.4 |
| Basic Earnings Per |  |  |  |  |  |  |  |  |
| Share | \$ | 0.47 | \$ | 0.27 | \$ | 0.48 | \$ | 0.44 |
| Diluted Earnings Per |  |  |  |  |  |  |  |  |
| Share | \$ | 0.47 | \$ | 0.27 | \$ | 0.47 | \$ | 0.44 |


| Return on Average |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Assets <br> Return on Average | $1.04 \%$ | $0.59 \%$ | $1.05 \%$ | $0.96 \%$ |
| Equity | $12.29 \%$ | $7.01 \%$ | $12.72 \%$ | $12.00 \%$ |
| Efficiency Ratio | $63.32 \%$ | $72.44 \%$ | $65.67 \%$ | $66.37 \%$ |
| Normalized Efficiency |  |  |  | -- |
| Ratio (1) | -- | $61.98 \%$ | -- |  |

Excluding the Effects of Intangibles (2)

| Net Income | \$ | 42.3 | \$ | 25.9 | \$ | 42.3 | \$ | 39.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Basic Earnings |  |  |  |  |  |  |  |  |
| Per Share | \$ | 0.53 | \$ | 0.32 | \$ | 0.53 | \$ | 0.49 |
| Diluted Earnings Per Share | \$ | 0.52 | \$ | 0.32 | \$ | 0.52 | \$ | 0.48 |
| Return on Average Assets |  | 1.19\% |  | 0.72\% |  | 1.18\% |  | 1.08\% |
| Return on Average Equity |  | 16.69\% |  | 10.25\% |  | 17.01\% |  | 16.21\% |
| Efficiency Ratio |  | 60.59\% |  | $70.04 \%$ |  | 63.53\% |  | $64.25 \%$ |

Normalized Efficiency
Ratio (1) -- 59.57\% --
(1) Excludes impact of $\$ 22.5$ million restructuring charge in 1999's Third Quarter.
(2) Intangibles include goodwill, core deposit and trust intangibles, and other intangibles.

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[^0]:    Consolidated Statements of Condition (Unaudited)
    Pacific Century Financial Corporation and subsidiaries

