## Bank of Hawaii

## Corporation

# Pacific Century Financial Corporation Reports First Quarter Net Income of \$33.7 Million and Earnings Per Share of 42 Cents 

April 23, 2001
HONOLULU--(BUSINESS WIRE)--April 23, 2001--Pacific Century Financial Corporation (NYSE:BOH)

- Non-Performing Assets Decline 35 percent from December 31, 2000 Level
- Board of Directors Declares Quarterly Dividend of 18 cents per share

Pacific Century Financial Corporation (NYSE:BOH) reported first quarter 2001 net income of $\$ 33.7$ million, up 3.4 percent from $\$ 32.6$ million in the fourth quarter of 2000 and down 15.3 percent from 39.8 million reported in the first quarter of 2000 . Diluted earnings per share were $\$ 0.42$, compared to $\$ 0.41$ for the fourth quarter of 2000 and $\$ 0.50$ for the first quarter of 2000.

Earnings for the first quarter of 2001 included gains of $\$ 75.4$ million from the sale of its $\$ 209$ million credit card portfolio which was completed in March 2001, and $\$ 20.9$ million related to the sale of ownership interest in Star Systems, Inc. which was acquired by Concord EFS (Nasdaq:CEFT).

Pacific Century Financial Corporation's (PCFC) continuing emphasis on improving asset quality resulted in the significant reduction of credit risk during the quarter. The company reported $\$ 119.5$ million in non-performing assets (NPAs), down 34.7 percent from $\$ 183.0$ million reported at December 31, 2000. NPAs at the end of the first quarter represented the lowest level of NPAs since March 1998.
"The first quarter's results clearly demonstrated that we are delivering on our intent to resolve credit issues and position the company for improved performance," said Michael E. O'Neill, PCFC chairman and chief executive officer. "The significant improvement in asset quality reflects the strength of our risk management group and lays a solid foundation for implementing our strategic focus."

During the quarter, PCFC completed its strategic assessment process which began in December 2000. The results of that comprehensive process are highlighted in the company's announcement of its Strategic Plan, which was released today.
"The next 12 to 18 months will be a transition period for us," said O'Neill. "The company's size, market franchise and business mix will change and the company's underlying performance is being positioned for improvement."

Net interest income for the quarter on a fully taxable equivalent basis totaled $\$ 134.1$ million, down from $\$ 139.8$ million in 2000's first quarter, and down from $\$ 138.9$ million in 2000's fourth quarter. The decreases resulted from relatively higher rates paid for borrowings and time deposits, as well as the recognition of $\$ 2.4$ million of losses on lease residuals.

Net interest margin for the first quarter 2001 was 4.24 percent compared to 4.29 percent for the fourth quarter of 2000 , reflecting the impact of rate decreases in 2001 and the $\$ 2.4$ million loss in lease residuals.

The provision for loan losses was $\$ 52.5$ million, up from $\$ 13.5$ million in the first quarter of 2000 and $\$ 25.8$ million in the fourth quarter of 2000 . The increased provision was due to the recognition of net loan losses totaling $\$ 97.7$ million related to exiting several higher risk credit relationships.

Non-interest income of $\$ 155.5$ million for the quarter reflected the impact of $\$ 75.4$ million in gains from the sale of the credit card portfolio and $\$ 20.9$ million in investment securities gains related to the sale of ownership interest in Star Systems, Inc. Non-interest income, adjusted for those special items and a $\$ 3.3$ million write down in an equity investment stood at $\$ 62.5$ million. This compares to $\$ 63.9$ million for the first quarter of 2000 and $\$ 64.7$ million for the fourth quarter of 2000 , which included $\$ 3.2$ million from gains on sales of equity investments in foreign banks. After special items, the decrease largely was due to reduced earnings from the trust business, where fees are based partially on asset values.

Non-interest expense for the quarter was $\$ 176.2$ million versus $\$ 126.1$ million for the first quarter of 2000 and $\$ 123.9$ million for the fourth quarter of 2000. Special expense items recognized during the quarter included $\$ 44.4$ million of restructuring and related costs. The largest element of those costs was $\$ 28.0$ million in foreign currency translation losses that were recognized because of strategic decisions to exit foreign locations. Also included were $\$ 6.2$ million of losses from the anticipated inability to recover an equity investment in a bank in the Solomon Islands, and $\$ 5.3$ million of severance and other restructuring related costs. Excluding the special items, non-interest expense increased by $\$ 5.7$ million over the $\$ 126.1$ million reported in the first quarter of 2000 . The largest component of this increase was $\$ 2.3$ million in technology and consulting costs.

PCFC's effective tax rate increased for the first quarter of 2001 largely due to foreign and state income taxes.
Adjusted for the gains on sales, additional loan loss provisioning, restructuring and related costs, and other costs, net income for the first quarter of

2001 would be $\$ 30.8$ million and diluted earnings per share would be $\$ 0.38$.

## Asset Quality Improvement

Asset quality improved for the second consecutive quarter with non-performing assets, exclusive of loans past due $90+$ days, dropping 35 percent to $\$ 119.5$ million compared to the fourth quarter of 2000 and down 12.4 percent compared to $\$ 136.4$ million at end of the first quarter of 2000 .

The areas that saw the sharpest decline in NPAs from the fourth quarter of 2000 were commercial loans and foreign loans, which dropped by 57 percent ( $\$ 31.6$ million) and 50 percent ( $\$ 16.6$ million), respectively. Improvement in commercial loans resulted primarily from the sale of substantially all the non-accrual syndicated loans ( $\$ 31.5$ million) during the quarter. Reduction in foreign NPAs was driven by four Asia credits totaling approximately $\$ 10$ million, of which two credits totaling approximately $\$ 7.4$ million were sold, with $\$ 2.1$ million being charged off. Two commercial real estate non-accrual credits of approximately $\$ 9.5$ million were transferred to real estate owned.

Net charge-offs for the quarter were $\$ 97.7$ million. During the quarter, PCFC charged off approximately $\$ 66.7$ million related to syndicated loans, $\$ 10.0$ million in commercial real estate and $\$ 5.6$ million in foreign loans. Of the $\$ 97.7$ million in loan losses, approximately $\$ 58.3$ million was related to loans, which at the time of charge-off were performing.

At quarter-end, the ratio of NPAs to total loans was 1.33 percent compared 1.89 percent at year-end 2000 and 1.39 percent at the end of the first quarter last year. The ratio of allowance for loan losses to non-performing assets (exclusive of loans past due 90+ days) increased to 167 percent from 135 percent at December 31, 2000 and 143 percent for the first quarter of 2000 . The ratio of allowance for loan losses to outstanding loans stood at 2.29 percent versus 2.62 percent at year-end 2000 and 2.05 percent at the end of 2000's first quarter.

## Other Financial Highlights

PCFC's success in lowering exposures in syndicated lending and in Asia and the sale of its credit card portfolio were reflected in the company's balance sheet. Total assets at the end of the first quarter were $\$ 13.7$ billion, down 2.1 percent from $\$ 14.0$ billion at year-end 2000 and down 3.5 percent from $\$ 14.2$ billion at March 31, 2000. Correspondingly, loans at first quarter-end 2001 totaled $\$ 8.7$ billion, down 8.5 percent from $\$ 9.5$ billion at year-end 2000 and down 10.3 percent from $\$ 9.7$ billion at March 31, 2000.

On a linked quarter basis, PCFC managed its syndicated loan exposure lower by approximately $\$ 372$ million, of which approximately $\$ 304$ million were loans outstanding, with the balance being undrawn commitments. The company also reduced its Asia exposure by approximately $\$ 70$ million to $\$ 708$ million at the end of the first quarter. At March 31, 2001, outstanding syndicated and Asia loans were approximately $\$ 800$ million and $\$ 525$ million, respectively.

Deposits at the end of the first quarter stood at $\$ 8.8$ billion, down 3.3 percent from $\$ 9.1$ billion at year-end 2000 and down 3.3 percent from March 31 , 2000. On a linked quarter basis, domestic deposits grew 1.7 percent and foreign deposits declined 20.9 percent primarily due to a shift in funding strategy.

## Other Highlights Since the End of the First Quarter

The company's Board of Directors declared a quarterly cash dividend of 18 cents per share on the company's outstanding shares. The dividend will be payable on June 14, 2001 to shareholders of record at the close of business on May 25, 2001.

PCFC's U.S. Mainland subsidiary Pacific Century Bank, N.A. (PCB) completed the sale of PCB's nine-branch Arizona franchise to Zions Bancorporation in April 2001. The sale resulted in a gain of approximately $\$ 24$ million, net of expenses associated with the transaction. The net gain will be recognized in the second quarter of 2001.

## 2001 Outlook for Hawaii's Economy

Hawaii's economists continue to forecast economic expansion in 2001 with Hawaii real GSP growth estimates between 2.5 percent to 3.0 percent. The key driver of growth, according to the state's Council on Revenues, will be construction which experienced 10 percent to 15 percent growth in 2000 and is expected to have similar growth in 2001. The consensus outlook for tourism in 2001 is 2.5 percent to 3.5 percent growth in visitor arrivals, which factors in the impact of the U.S. economic slowdown.

The company will review first quarter 2001 earnings and the results of its strategic assessment process at a presentation in New York today at 8:00 a.m. ET. The presentation will be accessible via teleconference as well as through the investor relations link of PCFC's web site, www.boh.com. The conference call number is 800/230-1096 or for international locations call (612) 332-0720. A replay will be available at 12 noon ET on Monday, April 23,2001 by calling 800/475-6701 (USA) or 320/365-3844 (International) and entering the number 577584 when prompted. A replay of the presentation will be available at 12 noon ET, Monday, April 23, 2001 on PCFC's web site.

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 and the West Pacific, 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.

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Pacific Century Financial Corporation and Subsidiaries
Highlights
(in thousands of dollars except per share amounts)
Earnings Highlights and
Performance Ratios 2001 2000
Percentage
Three Months Ended March 31
    Net Income $33,677 $39,765 -15.3%
```

| Basic Earnings Per Share | 0.42 | 0.50 | $-16.0 \%$ |
| :--- | ---: | ---: | ---: |
| Diluted Earnings Per Share | 0.42 | 0.50 | $-16.0 \%$ |
| Cash Dividends | 14,363 | 13,541 |  |
|  |  |  |  |
| Return on Average Assets | $0.99 \%$ | $1.13 \%$ |  |
| Return on Average Equity | $10.42 \%$ | $13.19 \%$ |  |
| Net Interest Margin | $4.24 \%$ | $4.31 \%$ |  |
| Efficiency Ratio | $65.43 \%$ | $62.06 \%$ |  |

Summary of Results Excluding
the Effect of Intangibles (a)
Three Months Ended March 31
Net Income
Basic Earnings per Share
Diluted Earnings per Share
Return on Average Assets
Return on Average Equity
(a) Intangibles include goodwill, core deposit and trust intangibles, and other intangibles.

Statement of

Condition Highlights
and Performance Ratios

Total Assets
Net Loans
Total Deposits
Total Shareholders' Equity

| March 31 <br> 2001 | March 31 <br> 2000 | Percentage <br> Change |
| :---: | :---: | :---: |
| $\$ 13,710,675$ | $\$ 14,250,386$ | $-3.8 \%$ |
| $8,533,776$ | $9,346,460$ | $-8.7 \%$ |
| $8,815,523$ | $9,143,063$ | $-3.6 \%$ |
| $1,371,942$ | $1,225,907$ | $11.9 \%$ |

Book Value Per Common Share
Loss Reserve/Loans Outstanding
$\$ 17.18 \quad \$ 15.39$

Average Equity/Average Assets
2.29\%
$2.05 \%$
9.47\% 8.54\%

Common Stock Price Range
High Low 2000
2001 First Quarter
$\$ 23.19 \quad \$ 11.06$

## Corporate Offices:

Financial Plaza of the Pacific
Inquiries:

130 Merchant Street
Honolulu, Hawaii 96813
Allan R. Landon
Vice Chairman and
Chief Financial Officer 808/538-4727

Pacific Century Financial Corporation and Subsidiaries Consolidated Statements of Income (Unaudited)

| 3 Months | 3 Months |
| :---: | ---: |
| Ended | Ended |
| Mar 31 | Mar 31 |
| 2001 | 2000 |

(in thousands of dollars except per share amounts)

Interest Income

| Interest on Loans | \$ | 180,173 |
| :--- | :---: | :---: |
| Loan Fees | 10,903 | 180,402 |
| Income on Lease Financing | 6,857 | 8,246 |
| Interest and Dividends |  | 7,979 |
| on Investment Securities | 11,636 | 14,236 |


| Non-taxable | 140 |  |  | 279 |
| :---: | :---: | :---: | :---: | :---: |
| Income on Investment Securities Available for Sale |  | 39,301 |  | 41,033 |
| Interest on Deposits |  | 5,214 |  | 3,764 |
| Interest on Security Resale Agreements |  | 38 |  | 10 |
| Interest on Funds Sold |  | 1,059 |  | 473 |
| Total Interest Income |  | 255,321 |  | 256,422 |
| Interest Expense |  |  |  |  |
| Interest on Deposits |  | 72,019 |  | 68,214 |
| Interest on Security Repurchase Agreements | Interest on Security |  |  | 22,953 |
| Interest on Funds Purchased |  | 6,123 |  | 8,527 |
| Interest on Short-Term Borrowings |  | 3,230 |  | 4,532 |
| Interest on Long-Term Debt |  | 15,314 |  | 12,688 |
| Total Interest Expense |  | 121,316 |  | 116,914 |
| Net Interest Income |  | 134,005 |  | 139,508 |
| Provision for Loan Losses |  | 52,466 |  | 13,522 |
| Net Interest Income <br> After Provision for Loan Losses |  | 81,539 |  | 125,986 |
| Non-Interest Income |  |  |  |  |
| Trust Income |  | 15,795 |  | 16,887 |
| Service Charges on Deposit Accounts |  | 9,940 |  | 9,557 |
| Fees, Exchange, and |  |  |  |  |
| Other Operating Income |  | 13,410 |  | 15,575 |
| Gain on Sale of Credit Card Portfolio |  | 75,414 |  | -- |
| Investment Securities |  |  |  | 282 |
| Total Non-Interest Income |  | 155,544 |  | 63,927 |
| Non-Interest Expense |  |  |  |  |
| Salaries |  | 47,883 |  | 47,547 |
| Pensions and Other Employee Benefits | Pensions and Other |  |  | 14,630 |
| Net Occupancy Expense |  | 12,124 |  | 11,816 |
| Net Equipment Expense |  | 13,379 |  | 12,067 |
| Other Operating Expense |  | 39,131 |  | 35,211 |
| Goodwill Amortization |  | 4,836 |  | 4,742 |
| Restructuring and |  |  |  |  |
| Other Related Charges |  | 44,438 |  | -- |
| Minority Interest |  | 79 |  | 69 |
| Total Non-Interest Expense |  | 176,223 |  | 126,082 |
| Income Before Income Taxes |  | 60,860 |  | 63,831 |
| Provision for Income Taxes |  | 27,183 |  | 24,066 |
| Net Income | \$ | 33,677 | \$ | 39,765 |
| Basic Earnings Per Share | \$ | 0.42 | \$ | 0.50 |
| Diluted Earnings Per Share | \$ | 0.42 | \$ | 0.50 |
| Dividends Declared Per Share | \$ | 0.18 | \$ | 0.17 |
| Basic Weighted Average Shares |  | ,720,284 |  | , 821,365 |
| Diluted Weighted Average Shares |  | , 124,713 |  | , 017,761 |

Pacific Century Financial Corporation and Subsidiaries Consolidated Statements of Condition (Unaudited)


Liabilities
Domestic Deposits




Other Comprehensive Income,

| Net of Tax Investment Securities, Net of Reclassification Adjustment | - | - | 19,510 |
| :---: | :---: | :---: | :---: |
| Foreign Currency |  |  |  |
| Translation Adjustment | - | - | 26,710 |
| Pension Liability Adjustments | - | - | (159) |
| Stock Compensation | - | - | 853 |
| Total Comprehensive Income |  |  | \$79,738 |
| Common Stock Issued |  |  |  |
| 18,317 Profit Sharing Plan | - | 278 |  |
| 184,092 Stock Option Plan | (238) | 3,124 |  |
| 34,904 Dividend Reinvestment Plan | - | 537 |  |
| 893 Directors' Restricted |  |  |  |
| Shares and |  |  |  |
| Deferred Compensation Plan | - | 291 |  |
| Treasury Stock Purchased | - | - |  |
| Cash Dividends Paid | $(14,363)$ | - |  |
| Balance at March 31, 2001 | \$1,015,867 | $(\$ 12,977)$ |  |
| Balance at December 31, 1999 | \$942,177 | $(\$ 10,398)$ |  |
| Comprehensive Income |  |  |  |
| Net Income | 39,765 | - | \$39,765 |
| Other Comprehensive Income, |  |  |  |
| Net of Tax Investment |  |  |  |
| Securities, Net of |  |  |  |
| Reclassification Adjustment | - | - | $(7,630)$ |
| Foreign Currency |  |  |  |
| Translation Adjustment | - | - | 1,429 |
| Pension Liability Adjustments | - | - | - |
| Total Comprehensive Income |  |  | \$33,564 |
| Common Stock Issued |  |  |  |
| 22,377 Profit Sharing Plan | (128) | 489 |  |
| 33,932 Stock Option Plan | (362) | 757 |  |
| 78,723 Dividend Reinvestment Plan | (603) | 1,726 |  |
| 525 Directors' Restricted |  |  |  |
| Shares and |  |  |  |
| Deferred Compensation Plan | - | - |  |
| Treasury Stock Purchased | - | $(8,337)$ |  |
| Cash Dividends Paid | $(13,541)$ | - |  |
| Balance at March 31, 2000 | \$967,308 | (\$15, 763) |  |
| Pacific Century Financial Corporation and Subsidiaries |  |  |  |
| Consolidated Average Balances and Interest Rates Taxable Equivalent (Unaudited) |  |  |  |
| Three Months Ended Three Months Ended <br> March 31, 2001 March 31, 2000 <br> Average Income/ Yield/ Average Income/ Yield/  |  |  |  |
| (in millions of dollars) Average Incom | me/ Yield/ ense Rate | erage Inco Balance Ex | $\begin{aligned} & \text { me/ Yield } \\ & \text { pense Ra } \end{aligned}$ |

## Earning Assets

| Interest Bearing Deposits | \$ 332.3 | 5.2 | $6.36 \%$ | \$ 232.1 \$ | \$ 3.8 | 6.52\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment Securities |  |  |  |  |  |  |
| Held to Maturity |  |  |  |  |  |  |
| -- Taxable | 652.6 | 11.7 | 7.23 | 775.5 | 14.2 | 7.38 |
| -- Tax-Exempt | 3.7 | 0.2 | 23.28 | 10.0 | 0.4 | 17.32 |
| Investment Securities |  |  |  |  |  |  |
| Available for Sale | 2,479.9 | 39.3 | 6.43 | 2,527.0 | 41.0 | 6.53 |
| Funds Sold | 80.5 | 1.1 | 5.53 | 35.0 | 0.5 | 5.56 |
| Net Loans |  |  |  |  |  |  |
| -- Domestic | 7,985.7 | 165.6 | 8.41 | 7,897.9 | 163.6 | 8.33 |
| -- Foreign | 1,277.8 | 21.4 | 6.80 | 1,586.1 | 24.9 | 6.30 |
| Loan Fees |  | 10.9 |  |  | 8.3 |  |
| Total Earning |  |  |  |  |  |  |
| Assets | 12,812.5 | 255.4 | 8.08 | 13,063.6 | 256.7 | 7.90 |
| Cash and Due |  |  |  |  |  |  |
| From Banks | 438.2 |  |  | 506.5 |  |  |
| Other Assets | 595.1 |  |  | 631.4 |  |  |
| Total Assets | \$13, 845.8 |  |  | 14,201.5 |  |  |
| Interest Bearing |  |  |  |  |  |  |
| Domestic Deposits |  |  |  |  |  |  |
| -- Demand | \$2,008.2 | 11.7 | 2.36 | \$2,115.6 | 12.3 | 2.33 |
| -- Savings | 665.7 | 3.4 | 2.04 | 700.1 | 3.5 | 2.03 |
| -- Time | 2,902.7 | 43.1 | 6.03 | 2,764.9 | 35.1 | 5.10 |
| Total Domestic | 5,576.6 | 58.2 | 4.23 | 5,580.6 | 50.9 | 3.67 |
| Foreign Deposits |  |  |  |  |  |  |
| -- Time Due to Banks | 489.4 | 6.6 | 5.51 | 487.8 | 7.0 | 5.79 |
| -- Other Time and Savings | 801.0 | 7.2 | 3.65 | 1,121.6 | 10.3 | 3.70 |
| Total Foreign | 1,290.4 | 13.8 | 4.35 | 1,609.4 | 17.3 | 4.33 |
| Total Interest |  |  |  |  |  |  |
| Bearing Deposits | 6,867.0 | 72.0 | 4.25 | 7,190.0 | 68.2 | 3.82 |
| Short-Term Borrowings | 2,364.8 | 34.0 | 5.83 | 2,626.6 | 36.0 | 5.51 |
| Long-Term Debt | 916.0 | 15.3 | 6.78 | 773.0 | 12.7 | 6.60 |
| Total Interest |  |  |  |  |  |  |
| Bearing Liabilities | 10,147.8 | 121.3 | 4.85 | 10,589.6 | 116.9 | 4.44 |
| Net Interest Income |  | 134.1 |  |  | 139.8 |  |
| Interest Rate Spread |  |  | 3.23\% |  |  | 3.46\% |
| Net Interest Margin |  |  | 4.24\% |  |  | 4.30\% |
| Demand Deposit |  |  |  |  |  |  |
| -- Domestic | 1,636.8 |  |  | 1,663.6 |  |  |
| -- Foreign | 377.5 |  |  | 419.5 |  |  |
| Total Demand Deposits | 2,014.3 |  |  | 2,083.1 |  |  |
| Other Liabilities | 372.4 |  |  | 316.7 |  |  |
| Shareholders' Equity | 1,311.3 |  |  | 1,212.1 |  |  |
| Total Liabilities and Shareholders' Equity | $\$ 13,845.8$ |  |  | \$14,201.5 |  |  |


| Loan Losses | 52.5 | 13.5 |
| :--- | :---: | :---: |
| Net Overhead |  |  |
| Income Before |  |  |
| Income Taxes |  |  |$\quad 20.6$| 62.2 |
| :--- |
| Provision for <br> Income Taxes <br> Tax-Equivalent <br> Adjustment |
| Net Income |



Interest Bearing Liabilities

| Domestic Deposits |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - Demand | \$1,991.6 | 12.1 | 2.41 | \$2,061.9 | 48.7 | 2.36 |
| -- Savings | 667.5 | 3.4 | 2.03 | 684.8 | 13.9 | 2.03 |
| -- Time | 2,815.6 | 42.3 | 5.98 | 2,781.1 | 154.1 | 5.54 |
| Total Domestic | 5,474.7 | 57.8 | 4.20 | 5,527.8 | 216.7 | 3.92 |
| Foreign Deposits <br> -- Time Due |  |  |  |  |  |  |
| to Banks | 557.9 | 8.7 | 6.23 | 505.4 | 30.4 | 6.03 |
| and Savings | 768.9 | 7.1 | 3.65 | 960.5 | 38.9 | 4.05 |
| Total Foreign | 1,326.8 | 15.8 | 4.73 | 1,465.9 | 69.3 | 4.73 |
| Total Interest |  |  |  |  |  |  |
| Bearing Deposits | 6,801.5 | 73.6 | 4.30 | 6,993.7 | 286.0 | 4.09 |
| Short-Term |  |  |  |  |  |  |
| Borrowings | 2,437.1 | 39.1 | 6.38 | 2,597.4 | 156.1 | 6.01 |
| Long-Term Debt | 1,001.6 | 17.0 | 6.72 | 886.9 | 59.1 | 6.66 |





Ratio of Reserve to
Loans Outstanding
$2.29 \%$
$2.62 \%$
$2.05 \%$
(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)

| Mar. 31 | Dec. 31 | Sept. 30 | Jun. 30 | Mar. 31 |
| :---: | :---: | :---: | :---: | :---: |
| 2001 | 2000 | 2000 | 2000 | 2000 |

Balance Sheet Totals

| Total Assets | $\$ 13,710.7$ | $\$ 14,013.8$ | $\$ 13,939.9$ | $14,294.6$ | $14,250.4$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Loans | $8,533.8$ | $9,168.1$ | $9,233.5$ | $9,497.4$ | $9,346.5$ |
| Deposits <br> Long-Term <br> Debt | $8,815.5$ | $9,080.6$ | $8,820.7$ | $9,109.1$ | $9,143.1$ |
| Shareholders' <br> Equity | 882.7 | 997.2 | 999.7 | 902.2 | 805.7 |

Quarterly Operating
Results


| Return on <br> Average <br> Assets | $0.99 \%$ | $0.94 \%$ | $0.98 \%$ | $0.19 \%$ | $1.13 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Return on <br> Average <br> Equity | $10.42 \%$ | $10.24 \%$ | $11.20 \%$ | $2.19 \%$ | $13.19 \%$ |
| Eficiency <br> Ratio | $65.43 \%$ | $60.52 \%$ | $62.26 \%$ | $57.31 \%$ | $62.06 \%$ |

Excluding the
Effects of
Intangibles(1)

| Net Income | \$ | 39.3 | \$ | 36.7 | \$ | 38.8 | \$ | 11.0 | \$ | 43.9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Basic |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Per Share | \$ | 0.49 | \$ | 0.46 | \$ | 0.49 | \$ | 0.14 | \$ | 0.55 |
| Diluted |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |



CONTACT: Pacific Century Financial Corporation
Media Inquiries
Stafford Kiguchi, 808/537-8580 (Pager: 808/363-5383)
skiguchi@boh.com
Investor/Analyst Inquiries
Cindy Wyrick, 808/537-8430
cwyrick@boh.com

