## Bank of Hawaii

## Corporation

## Pacific Century Financial Corporation 2001 Financial Results

January 28, 2002
HONOLULU, Jan 28, 2002 (BUSINESS WIRE) -- Pacific Century Financial Corporation (NYSE:BOH)

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-- 2001 Net Income $117.8 Million, Up 4% From 2000
-- Company Completes Divestiture Phase of Strategic Plan
-- Regulators Remove Memorandum of Understanding
-- $300 Million Additional Share Repurchase Program Announced
-- Board of Directors Declares Dividend of $0.18 Per Share
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Pacific Century Financial Corporation (NYSE:BOH) today reported diluted earnings per share for 2001 of $\$ 1.46$, compared to $\$ 1.42$ in 2000. Net income for the year was $\$ 117.8$ million, up $\$ 4.1$ million from $\$ 113.7$ million reported in the previous year. The return on average assets in 2001 was 0.93 percent, up 14.8 percent compared to 0.81 percent in 2000 . The return on average equity was 8.76 percent, down from 9.21 percent in 2000.

Pacific Century Financial Corporation also announced today that the Company has satisfied its obligations under the Memorandum of Understanding imposed by its regulators during the third quarter of 2000 and it has been removed. Additionally, the Company announced its authorization from its Board of Directors to repurchase an additional $\$ 300$ million of its common stock.
"I am pleased that we were able to successfully complete the sale of our non-strategic assets," said Michael E. O'Neill, Chairman and CEO. "The divestiture and risk reduction program was the cornerstone of our strategic plan initiatives for the past year. Successfully accomplishing those objectives allows us to now focus exclusively on our key markets of Hawaii, the West Pacific and American Samoa. Also gratifying and significant was the lifting of the Memorandum of Understanding by our regulators."

Net income for the fourth quarter of 2001 was $\$ 26.3$ million or $\$ 0.34$ per diluted share, down from net income of $\$ 32.6$ million, or $\$ 0.41$ per diluted share for the same period last year. The Company's restructuring program had considerable impact on the quarterly operating results in 2001 and reduced the relevance of comparisons with prior periods.

Included in earnings for the fourth quarter of 2001 were several items relating to implementation of the Company's previously announced strategic plan that increased net income by $\$ 6.4$ million, or $\$ 0.08$ per diluted share. Significant items during the quarter included net gains of $\$ 32.2$ million from the sale of the Company's Papua New Guinea, Fiji and Vanuatu branch franchise to Australia-based ANZ and the sale of its French Polynesia and New Caledonia operations to France-based Caisse Nationale des Caisses d'Epargne. These gains were offset by losses in venture investments of $\$ 3.4$ million. Adjustments and other expenses related to restructuring and non-core activities of $\$ 18.5$ million partially offset the gains and were primarily due to severance and professional services costs and asset write-downs. Adjusted for these items and their related tax impact, core diluted earnings per share for the fourth quarter were $\$ 0.26$ and core net income was $\$ 19.9$ million.

## Financial Highlights

The net interest income for the fourth quarter of 2001 on a fully taxable equivalent basis was $\$ 106.2$ million, down $\$ 25.9$ million from $\$ 132.1$ million in the same quarter last year. The decrease was primarily due to reduced business activity as a result of the divestitures, the wind down of the Asia business and the ongoing managed reduction of loans to improve the Company's credit profile.

The Company's net interest margin of 3.93 percent for the fourth quarter was down from 4.08 percent in the comparable quarter last year. The decrease was primarily due to loan reductions and asset sales, including the credit card portfolio, and lower returns earned on the increased liquidity of the Company.

The provision for loan and lease losses was $\$ 14.5$ million for the fourth quarter 2001, down from $\$ 25.8$ million in the same quarter last year. The provision equaled net charge-offs. Included in loan losses was approximately $\$ 10$ million recognized in connection with loan sales.

Non-interest income was $\$ 80.2$ million for the fourth quarter, including $\$ 28.7$ million in non-core items. Adjusted for these items, core non-interest income decreased $\$ 19.1$ million from the fourth quarter of 2000 . This decrease was largely due to the intentional downsizing of certain businesses, sales of the Company's credit card portfolio, Pacific Century Bank branch franchise and South Pacific entities, and mortgage banking losses of $\$ 8.5$ million recorded during fourth quarter 2001. The mortgage banking losses resulted from unhedged exposure to increases in interest rates.

Non-interest expense for the fourth quarter of 2001 was $\$ 141.5$ million. Excluding a total of $\$ 18.5$ million of restructuring and other related costs, core non-interest expense was essentially flat with non-interest expense of $\$ 122.9$ million in the fourth quarter last year. In the fourth quarter of 2001, all categories of expense include adjustments and accruals to fully reflect expenses incurred as of year-end.

The 2001 core efficiency ratio of 69.9 percent excluding intangible amortization, was negatively impacted by the divesting businesses, where revenue declined more quickly than the related expenses and the fourth quarter loss in mortgage banking. The Company anticipates that the efficiency ratio will be approximately 62 percent in 2002.

The unusually low effective tax rate for the fourth quarter of 2001 reflects the impact of foreign tax and other credits recognized in the fourth quarter as well as adjustments in the effective tax rate for the year.

Net income from the continuing businesses was $\$ 20$ million, or $\$ 0.26$ per diluted share, down $\$ 9$ million from the previous quarter. The decrease in revenue was due to the mortgage loss which more than offset increases in the other revenue categories. The provision for loan losses increased by approximately $\$ 10$ million primarily due to net charge-offs taken in connection with the sale of loans. Non-interest expenses increased due to accruals for relocation and other costs of new employees, software licenses and maintenance, legal and professional fees, advertising and performance incentives in certain businesses. Excluding the effects of restructuring, net income for the divested businesses was negligible during the fourth quarter.

## Asset Quality

Asset quality improved during the fourth quarter 2001. Non-performing assets, exclusive of loans past due 90+ days, decreased for the fifth consecutive quarter to $\$ 79.7$ million. Compared to the previous quarter, non-performing assets declined $\$ 26.7$ million or 25.1 percent and were down $\$ 103.3$ million or 56.4 percent from last year. At December 31, 2001, the ratio of non-performing assets to total loans plus foreclosed assets was 1.41 percent compared to 1.56 percent at September 30, 2001 and 1.98 percent at December 31, 2000.

Non-accrual loans of $\$ 60.8$ million at the end of the fourth quarter were down from $\$ 61.8$ million in the third quarter and down $\$ 117.7$ million or 65.9 percent from the same quarter last year. Non-accrual loans as a percentage of total loans were 1.08 percent, up from 0.91 percent in the previous quarter due to lower loan levels and down significantly from 1.93 percent in the same period last year.

Foreclosed assets were $\$ 17.2$ million at the end of the fourth quarter, down $\$ 20.0$ million or 53.8 percent from the prior quarter and up from $\$ 4.5$ million in the fourth quarter last year. The significant improvement from the third quarter resulted from the sale of two commercial properties in Hawaii.

Net charge-offs for the fourth quarter of 2001 were $\$ 14.5$ million or 0.87 percent of total average loans (annualized). Charge-offs of $\$ 25.9$ million were offset by recoveries of $\$ 11.4$ million. The allowance for loan and lease losses at December 31, 2001 was $\$ 159.0$ million, down $\$ 23.5$ million from the prior quarter and down significantly from $\$ 246.2$ million at December 31, 2000. The decrease from the prior quarter is due to the release of $\$ 23.7$ million reserves resulting from the sale of the South Pacific entities, of which $\$ 17.2$ million is reflected in the gain on sale.

The allowance for loan and lease losses to non-accrual loans was 262 percent, down slightly from the previous quarter and up from 138 percent last year. The allowance for loan and lease losses to total loans was 2.81 percent at the end of the fourth quarter 2001, up from 2.70 percent at the end of the third quarter 2001 and 2.67 percent at the end of the same quarter last year.

The Company's total exposure to the air transportation industry at December 31, 2001 was $\$ 158$ million, consisting of $\$ 136$ million in equity interests in leveraged leases and $\$ 22$ million in lending exposure of which $\$ 5$ million was undrawn. The leases are comprised of $\$ 90$ million in 14 aircraft leased to major United States and international passenger carriers, $\$ 31$ million on 13 aircraft leased to regional carriers and $\$ 15$ million on one aircraft leased to a major air cargo carrier.

At December 31, 2001 outstanding loans to national hotel and management companies totaled $\$ 65$ million with undrawn commitments of $\$ 59$ million. Exposure to hotel companies in Hawaii at December 31, 2001 included loans outstanding of $\$ 112$ million and undrawn commitments of $\$ 19$ million. In the West Pacific, loans outstanding to hotel owners totaled $\$ 59$ million at December 31, 2001.

All of the Company's air transportation and hotel leases and loans remain current.
As a result of the Company's closure of its Asia businesses, it has no loans outstanding in Asia. Loans outstanding to Asian borrowers operating in Hawaii, Guam and the West Pacific were $\$ 103$ million at the end of the year. The remaining Asia exposure represents placements of $\$ 167$ million at December 31, 2001 in AA rated banks.

Syndicated loans outstanding decreased $\$ 103$ million to $\$ 482$ million during the fourth quarter. Syndicated exposure consisting of loans and undrawn commitments declined $\$ 124$ million to $\$ 1.6$ billion at December 31, 2001.

Other Financial Highlights
On November 27, 2001, the Company closed the sale of its operations in Papua New Guinea and Vanuatu to ANZ. The Company completed the sale of its approximately 95 percent share interest in its French Polynesia and New Caledonia operations to Caisse Nationale des Caisses d'Epargne on December 28, 2001. The sale of its Fiji operation to ANZ was completed on December 31, 2001.

Total assets were $\$ 10.6$ billion at the end of December 31, 2001, down from $\$ 11.9$ billion at September 30, 2001 and down from $\$ 14.0$ billion at the end of December 31, 2000. The most significant reduction was in commercial loans, including foreign loans and commercial real estate loans resulting from the divestitures.

Deposits at the end of the year were $\$ 6.7$ billion. Compared with the previous year, deposits declined primarily due to sales of the Pacific Century Bank branch franchise and South Pacific operations, as well as a managed decline in foreign deposits resulting from the Company's decision to exit certain foreign locations. During the fourth quarter, domestic deposits in the continuing businesses continued to reflect positive trends as demand and savings deposit balances increased replacing higher cost funds.

As part of its efforts to effectively manage capital, the Company announced a program during the third quarter of 2001 to repurchase $\$ 70$ million common shares, which was completed in October 2001. An additional program to repurchase $\$ 200$ million of common stock was announced on October 22, 2001. At December 31, 2001 the Company had repurchased for $\$ 195.7$ million a total of 8.3 million shares under both programs at an average cost of $\$ 23.57$. The Company is currently initiating an additional $\$ 300$ million repurchase program. Remaining buyback authority is now $\$ 374.3$ million in common stock under the existing repurchase programs.

The Company's capital and liquidity remains exceptionally strong. At December 31, 2001 Tier 1 leverage was 11.2 percent compared to 9.1 percent at December 31, 2000.

The Company's Board of Directors declared a quarterly cash dividend of $\$ 0.18$ per share on the Company's outstanding shares. The dividend will be payable on March 14, 2002 to shareholders of record at the close of business on February 26, 2002.

## Economic Outlook

The Hawaii economy continues to show improvement from the initial decline in tourism following the September 11 attacks. The economic recovery is currently on track for a gradual return to normal visitor levels by mid-2002. Hawaii's overall economic growth rate is anticipated to return to a normal 3 percent after inflation as tourism recovers. Hawaii's unemployment rate increased from 4.5 percent to 5.5 percent subsequent to September, where it has stabilized and is forecast to shift downward. Inflation is expected to remain substantially below national norms during 2002.

## Earnings Outlook

The Company reaffirmed its earnings guidance for the full year 2002 at $\$ 120$ million in net income for its continuing businesses. The Company also reaffirmed its previous guidance of $\$ 130$ million in net income for the full year 2003. Earnings per share and return on equity projections are dependent upon the terms and timing of share repurchases.
"We successfully completed the strategic goals we established for 2001 and continue to be optimistic in our outlook about Hawaii," said Michael E. O'Neill. "Completion of these initiatives positions us well to take advantage of opportunities that arise as the economy recovers. We remain confident in our ability to meet our previously stated financial forecasts."

The Company will review its 2001 earnings today at 1:00 p.m. ET. The presentation will be accessible via teleconference and via the investor relations link of Pacific Century Financial Corporation's web site, www.boh.com. The conference call number is (800) 553-0349 in the U.S. or (612) 332-0718 for international callers. A replay will be available for one week beginning at $6: 00$ p.m. ET on Monday, January 28, 2002 by calling (800) $475-6701$ (U.S.) or (320) 365-3844 (International) and entering the number 623444 when prompted. A replay of the presentation will be also available on the Company's web site.

This news release contains forward-looking statements concerning anticipated revenues and expenses in 2002 and 2003. We believe the assumptions underlying our forward-looking statements are reasonable. However, any of the assumptions could prove to be inaccurate and actual results may differ materially from those projected for a variety of reasons including, but not limited to: the Hawaii economy may not recover at the pace we anticipate; our refocused emphasis on our Hawaii market may not achieve the customer and revenue gains we anticipate; our credit markets may deteriorate and our credit quality may fall short of our goals; we may not achieve the expense reductions we expect; we may not be able to maintain our net interest margin; we may not be able to implement our proposed equity repurchases in the amount or at the times planned; customer acceptance of our business as restructured may be less than expected; there may be economic volatility in the markets we serve; and there may be changes in business and economic conditions, competition, fiscal and monetary policies or legislation. Except where specified, we do not undertake any obligation to update any forward-looking statements to reflect later events or circumstances.

Pacific Century Financial Corporation is a regional financial services company serving businesses, consumers and governments in Hawaii, American Samoa and the West Pacific. Pacific Century's principal subsidiary, Bank of Hawaii, was founded in 1897 and is the dominant commercial bank in the state of Hawaii.

Pacific Century Financial Corporation and subsidiaries Highlights (Unaudited)

Table 1


| Return on Average Assets |  | 0.90\% |  | 0.94\% | 0.93\% | 0.81\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on Average |  |  |  |  |  |  |
| Equity |  | 8.14\% |  | 10.24\% | 8.76\% | 9.21\% |
| Net Interest Margin |  | 3.93\% |  | 4.08\% | 3.91\% | 4.08\% |
| Core Efficiency |  |  |  |  |  |  |
| Ratio(a) |  | 78.13\% |  | 60.68\% | 69.92\% | 61.28\% |
| Cash Basis |  |  |  |  |  |  |
| Financial Data |  |  |  |  |  |  |
| Net Income | \$ | 28,767 | \$ | 36,270 | \$131,137 | \$128,926 |
| Basic Earnings per Share |  | 0.38 |  | 0.46 | 1.66 | 1.62 |
| Diluted Earnings per Share |  | 0.37 |  | 0.45 | 1.63 | 1.62 |
| Return on Average Assets |  | 0.99\% |  | 1.06\% | 1.05\% | 0.93\% |
| Return on Average Equity |  | 9.50\% |  | 13.44\% | 11.00\% | 12.45\% |
| Core Efficiency |  |  |  |  |  |  |
| Ratio (a) (b) |  | 76.58\% |  | 58.86\% | 68.02\% | 59.38\% |

(a) Excludes the effect of restructuring activities and non-core transactions.
(b) Excludes the effect of intangibles which include goodwill, core deposit and trust intangibles.

| Statement of Condition Highlights and Performance Ratios |  | $\begin{aligned} & \text { December 31, } \\ & 2001 \end{aligned}$ |  | $\begin{gathered} \text { December } 31, \\ 2000 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Total Assets | \$ | 10,628,109 |  | \$ 14,013,816 |
| Net Loans |  | 5,493,539 |  | 8,988,311 |
| Total Deposits |  | 6,673,908 |  | 9,080,581 |
| Total Shareholders' Equity |  | 1,247,012 |  | 1,301,356 |
| Book Value Per Common Share | \$ | 17.03 |  | \$ 16.35 |
| Allowance / Loans Outstanding |  | 2.81\% |  | 2.67\% |
| Average Equity / Average Assets |  | 10.60\% |  | 8.78\% |
| Employees (FTE) |  | 3,175 |  | 4,166 |
| Branches and offices |  | 97 |  | 175 |
| Market Price Per Share of Common Stock Quarter Ended |  |  |  |  |
| Closing | \$ | 25.89 | \$ | 17.69 |
| High | \$ | 26.40 | \$ | 18.75 |
| Low | \$ | 19.32 | \$ | 11.06 |

Pacific Century Financial Corporation and subsidiaries Consolidated Statements of Income (Unaudited)
(dollars in thousands except per share amounts)

| Three Months Ended | Year Ended |
| :---: | :---: |
| December 31 | December 31 |
| 2001 | 2000 |

Interest Income



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

Table 3

| (dollars in thousands) | $\begin{gathered} \text { December } 31 \\ 2001 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2000 \end{gathered}$ |
| :---: | :---: | :---: |
| Assets |  |  |
| Interest-Bearing Deposits | \$ 1,101,974 | \$ 189,301 |
| Investment Securities |  |  |
| ```- Held to Maturity (Market Value of $407,838 and $589,079, respectively)``` | 396,216 | 583,587 |
| Investment Securities <br> - Available for Sale | 2,001,420 | 2,509,359 |
| Securities Purchased |  |  |
| Funds Sold | 115,000 | 134,644 |
| Loans Held for Sale | 456,709 | 179,229 |
| Loans | 5,652,518 | 9,234,558 |
| Allowance for Loan and Lease Losses | $(158,979)$ | $(246,247)$ |
| Net Loans | 5,493,539 | 8,988,311 |
| Total Earning Assets | 9,564,858 | 12,588,400 |
| Cash and Non-Interest |  |  |
| Bearing Deposits | 405,981 | 523,968 |
| Premises and Equipment | 196,171 | 254,621 |
| Customers' Acceptance Liability | 593 | 14,690 |
| Accrued Interest Receivable | 42,687 | 68,585 |
| Foreclosed Assets | 17,174 | 4,526 |
| Mortgage Service Rights | 27,291 | 16,195 |
| Goodwill and Other Intangibles | 36,216 | 176,070 |
| Other Assets | 337,138 | 366,761 |
| Total Assets | \$10,628,109 | \$14,013, 816 |


| Liabilities |  |  |
| :---: | :---: | :---: |
| Domestic Deposits |  |  |
| Demand - Non-Interest Bearing | \$ 1,548,322 | \$ 1,707,724 |
| - Interest Bearing | 1,926,018 | 2,008,730 |
| Savings | 968,137 | 665,239 |
| Time | 1,927,778 | 2,836,083 |
| Foreign Deposits |  |  |
| Demand - Non-Interest Bearing | 2 | 385,366 |
| Time Due to Banks | 230,247 | 535,126 |
| Other Savings and Time | 73,404 | 942,313 |
| Total Deposits | 6,673,908 | 9,080,581 |
| Securities Sold Under |  |  |
| Agreements to Repurchase | 1,643,444 | 1,655,173 |
| Funds Purchased | 55,800 | 413,241 |
| Short-Term Borrowings | 134,222 | 211,481 |
| Banker's Acceptances Outstanding | 593 | 14,690 |
| Retirement Expense Payable | 36,175 | 37,931 |
| Accrued Interest Payable | 29,762 | 72,460 |
| Taxes Payable | 138,366 | 130,760 |
| Minority Interest | -- | 4,536 |
| Other Liabilities | 98,422 | 94,450 |
| Long-Term Debt | 570,405 | 997,157 |
| Total Liabilities | 9,381,097 | 12,712,460 |
| Shareholders' Equity |  |  |
| Common Stock (\$.01 par value), |  |  |
| $73,218,326 ;$ |  |  |
| $\begin{aligned} & \text { Dec. } 2000-80,558,811 / \\ & 79,612,178 \end{aligned}$ | 806 | 806 |
| Capital Surplus | 367,672 | 346,045 |
| Accumulated Other |  |  |
| Comprehensive Income | 22,761 | $(25,079)$ |
| Retained Earnings | 1,055,424 | 996,791 |
| Deferred Stock Grants | $(7,637)$ | -- |
| Treasury Stock, at Cost |  |  |
| - 8,136,134: |  |  |
| December 2000 |  |  |
| - 946,633) | $(192,014)$ | $(17,207)$ |
| Total Shareholders' Equity | 1,247,012 | $1,301,356$ |
| Total Liabilities and Shareholders' Equity | \$10,628,109 | \$14,013, 816 |

Pacific Century Financial Corporation and subsidiaries
Consolidated Statements of Shareholders' Equity (Unaudited) Table 4

| (dollars in thousands) |  |
| :---: | :---: | :---: |
| Accumulated |  |
| Other |  |

Balance at




| Common Stock Issued |  |  |  |
| :--- | :---: | :---: | :---: |
| 59,586 Profit |  |  |  |
| Sharing Plan | -- | - | 1,141 |
| 916,817 Stock Option | $(2,591)$ | 5,655 | 17,196 |

120,397 Dividend

| Reinvestment Plan | (4) | -- | 2,328 |
| :---: | :---: | :---: | :---: |
| 5,487 Directors' |  |  |  |
| Restricted Shares and Deferred |  |  |  |
| Compensation Plan 727,800 Employees' | -- | -- | 215 |
| Restricted Shares | -- | $(13,292)$ | -- |
| 65,146 Hawaii Insurance Network | -- | -- | -- |
| Treasury Stock Purchased (8,300,900 shares) |  |  | $(195,687)$ |
| Cash Dividends Paid | $(56,567)$ | -- | -- |
| Balance at |  |  |  |
| December 31, 2001 | \$1,055,424 | \$ $(7,637)$ | \$ 192,014 ) |



| Common Stock Issued |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 86,670 Profit |  |  |  |  |  |
| Sharing Plan | 1,470 | -- | 18 |  | -- |
| 228,438 Stock |  |  |  |  |  |
| Option Plan | 2,948 | -- | 3 |  | -- |
| 193,689 Dividend |  |  |  |  |  |
| Reinvestment Plan | 3,261 | -- | 51 |  | -- |
| 6,901 Directors' |  |  |  |  |  |
| Restricted Shares and |  |  |  |  |  |
| Deferred Compensation |  |  |  |  |  |
| Treasury Stock Purchased (934,800 shares) | $(16,992)$ | -- | -- | Treasury Stock Purchased | -- |
| Cash Dividends Paid | $(56,471)$ | -- | -- |  | -- |
| Balance at |  |  |  |  |  |
| December 31, 2000 \$ | 1,301,356 | \$ 806 | \$346,045 | \$ | $(25,079)$ |


|  | Deferred |  | Compre- <br> Retained <br> Stock |
| :--- | :---: | :---: | :---: |
| Earnings | Grants | Stock | Income |


| Balance at December 31, 1999 | \$ | 942,177 | \$ | -- | \$ (10, 398) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Comprehensive Income |  |  |  |  |  |  |
| Net Income |  | 113,661 |  |  | -- | \$113, 661 |
| Other Comprehensive |  |  |  |  |  |  |
| Income, Net of Tax |  |  |  |  |  |  |
| Investment Securities, |  |  |  |  |  |  |
| Net of |  |  |  |  |  |  |
| Reclassification |  |  |  |  |  |  |
| Adjustment |  | -- |  |  | -- | 45,300 |
| Foreign Currency |  |  |  |  |  |  |
| Translation |  |  |  |  |  |  |
| Adjustment |  | -- |  |  | -- | $(4,273)$ |
| Total Comprehensive |  |  |  |  |  |  |
| Income |  |  |  |  |  | \$154, 688 |
| Common Stock Issued |  |  |  |  |  |  |
| 86,670 Profit |  |  |  |  |  |  |
| Sharing Plan |  | (230) |  |  | 1,682 |  |
| 228,438 Stock |  |  |  |  |  |  |
| Option Plan |  | $(1,763)$ |  |  | 4,708 |  |
| 193,689 Dividend |  |  |  |  |  |  |
| Reinvestment Plan |  | (583) |  |  | 3,793 |  |
| 6,901 Directors' |  |  |  |  |  |  |
| Restricted Shares and |  |  |  |  |  |  |
| Deferred Compensation |  |  |  |  |  |  |
| Plan |  | -- |  |  | -- |  |
| Treasury Stock Purchased |  |  |  |  |  |  |
| Cash Dividends Paid |  | $(56,471)$ |  |  | -- |  |
| Balance at |  |  |  |  |  |  |
| December 31, 2000 | \$ | 996,791 | \$ | -- | \$ $(17,207)$ |  |

Pacific Century Financial Corporation and subsidiaries
Consolidated Average Balances and

(dollars in millions)


| - Foreign | 777.0 | 14.6 | 7.48 | 1,319.9 | 22.5 | 6.78 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Loans | 6,529.6 | 118.6 | 7.23 | 9,275.2 | 199.5 | 8.56 |
| Other | 86.3 | 1.4 | 6.42 | 74.8 | 1.2 | 6.50 |
| Total Earning Assets | 10,776.5 | 169.6 | 6.27 | 12,880.0 | 261.8 | 8.09 |
| Cash and Due From Banks | 354.9 |  |  | 404.5 |  |  |
| Other Assets | 480.7 |  |  | 503.3 |  |  |
| Total Assets | \$11, 612.1 |  |  | \$13,787.8 |  |  |
| Interest Bearing Liabilities |  |  |  |  |  |  |
| ```Domestic Deposits``` |  |  |  |  |  |  |
| - Demand | \$ 1,774.7 | 5.1 | 1.15 | \$ 1,991.6 | 12.1 | 2.41 |
| - Savings | 958.3 | 4.6 | 1.89 | 667.5 | 3.4 | 2.03 |
| - Time | 2,048.2 | 19.7 | 3.81 | 2,815.6 | 42.3 | 5.98 |
| Total Domestic Deposits | 4,781.2 | 29.4 | 2.44 | 5,474.6 | 57.8 | 4.20 |
| Deposits |  |  |  |  |  |  |
| - Time Due to Banks | 365.5 | 2.1 | 2.26 | 557.9 | 8.7 | 6.23 |
| and Savings | 445.9 | 3.7 | 3.31 | 768.9 | 7.1 | 3.65 |
| Total Foreign |  |  |  |  |  | 4.73 |
| Total |  |  |  |  |  |  |
| Interest Bearing |  |  |  |  |  |  |
| Deposits | 5,592.6 | 35.2 | 2.49 | 6,801.5 | 73.6 | 4.31 |
| Short-Term |  |  |  |  |  |  |
| Borrowings | 1,942.4 | 16.6 | 3.40 | 2,437.1 | 39.2 | 6.38 |
| Long-Term Debt | 678.9 | 11.6 | 6.79 | 1,001.6 | 16.9 | 6.72 |
| Total |  |  |  |  |  |  |
| Interest Bearing |  |  |  |  |  |  |
| Liabilities | 8,214.0 | 63.4 | 3.06 | 10,240.2 | 129.6 | 5.04 |
| Net Interest |  |  |  |  |  |  |
| Income |  | 106.2 |  |  | 32.1 |  |
| Interest Rate |  |  |  |  |  |  |
| Net Interest |  |  |  |  |  |  |
| Margin |  |  | 3.93\% |  |  | 4.08\% |
| Demand Deposits |  |  |  |  |  |  |
| - Domestic | 1,397.8 |  |  | 1,610.8 |  |  |
| - Foreign | 328.0 |  |  | 354.7 |  |  |
| Total Demand |  |  |  |  |  |  |
| Other |  |  |  |  |  |  |
| Liabilities | 390.3 |  |  | 315.6 |  |  |
| Shareholders' |  |  |  |  |  |  |
| Equity | 1,282.1 |  |  | 1,266.5 |  |  |


| Total |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Liabilities and |  |  |  |  |
| Shareholders' |  |  |  |  |
| Equity | \$11,612.1 |  | \$13,787.8 |  |
| Provision for |  |  |  |  |
| Loan Losses |  | 14.5 |  | 25.8 |
| Net Overhead |  | 61.4 |  | 52.3 |
| Income Before |  |  |  |  |
| Income Taxes |  | 30.3 |  | 54.0 |
| Provision for |  |  |  |  |
| Income Taxes |  | 3.9 |  | 21.3 |
| Tax-Equivalent |  |  |  |  |
| Adjustment |  | 0.1 |  | 0.1 |
| Net Income |  | \$ 26.3 |  | \$ 32.6 |



| Interest Bearing |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Liabilities |  |  |  |  |  |  |  |  |
| Domestic |  |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |
| - Demand | \$ | 1,894.5 | 34.4 | 1.82 | \$ | 2,061.9 | 48.7 | 2.36 |
| - Savings |  | 780.3 | 16.2 | 2.08 |  | 684.8 | 13.9 | 2.03 |
| - Time |  | 2,506.7 | 129.6 | 5.17 |  | 2,781.1 | 154.1 | 5.54 |



[^0]mortgage banking income, and other interest income.

Pacific Century Financial Corporation and subsidiaries Loan and Lease Portfolio Balances

Table 6


Pacific Century Financial Corporation and subsidiaries
Consolidated Non-Performing Assets and
Accruing Loans Past Due 90 Days or More (Unaudited) Table 7

|  | $\begin{gathered} \text { Dec. } 31 \\ 2001 \end{gathered}$ | $\begin{gathered} \text { Sept. } 30 \\ 2001 \end{gathered}$ | $\begin{aligned} & \text { June } 30 \\ & 2001 \end{aligned}$ | $\begin{aligned} & \text { March } 31 \\ & 2001 \end{aligned}$ | $\begin{aligned} & \text { Dec. } 31 \\ & 2000 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Accrual Loans |  |  |  |  |  |
| Commercial \& Industrial | $\$ 18.9$ | \$ 10.5 | \$ 11.8 | \$ 23.8 | \$ 55.4 |
| Real Estate |  |  |  |  |  |
| Construction | 9.3 | 0.7 | 5.8 | 6.3 | 6.4 |
| Commercial | 16.3 | 12.8 | 14.4 | 29.7 | 60.1 |
| Residential | 15.4 | 19.5 | 16.2 | 18.5 | 22.7 |
| Installment | 0.1 | 0.1 | 0.2 | 0.1 | -- |
| Leases | 0.8 | 1.0 | 0.4 | 0.2 | 0.4 |
| Total |  |  |  |  |  |
| Domestic | 60.8 | 44.6 | 48.8 | 78.6 | 145.0 |
| Foreign | -- | 17.2 | 18.5 | 16.9 | 33.5 |
| Subtotal | 60.8 | 61.8 | 67.3 | 95.5 | 178.5 |
| Loans Held |  |  |  |  |  |
| For Sale | 1.7 | 7.4 | 11.5 | 12.8 | - |


| Domestic <br> Foreign | $\begin{array}{r}17.2 \\ \hline-\end{array}$ |  | $\begin{array}{r} 36.9 \\ 0.3 \end{array}$ |  | $\begin{gathered} 39.8 \\ 0.3 \end{gathered}$ |  | $\begin{gathered} 10.9 \\ 0.3 \end{gathered}$ |  | $\begin{aligned} & 4.2 \\ & 0.3 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subtotal | 17.2 |  | 37.2 |  | 40.1 |  | 11.2 |  | 4.5 |
| Total NonPerforming Assets | \$ 79.7 | \$ | 106.4 | \$ | 118.9 | \$ | 119.5 | \$ | 183.0 |


| Accruing Loans |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Days or More |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Commercial \& |  |  |  |  |  |  |  |  |  |  |
| Real Estate |  |  |  |  |  |  |  |  |  |  |
| - Construction |  |  |  |  |  |  |  |  |  |  |
| \& Commercial |  | -- |  | -- |  | -- |  | 0.9 |  | 1.3 |
| - Residential |  | 3.8 |  | 3.4 |  | 3.7 |  | 3.3 |  | 3.3 |
| Installment |  | 0.9 |  | 1.0 |  | 1.8 |  | 2.7 |  | 5.6 |
| Leases |  | 0.1 |  | -- |  | 0.1 |  | 0.1 |  | 0.4 |
| Total |  |  |  |  |  |  |  |  |  |  |
| Domestic |  | 4.9 |  | 4.5 |  | 5.8 |  | 10.9 |  | 15.6 |
| Foreign |  | -- |  | 0.8 |  | 0.4 |  | 0.2 |  | 3.2 |
| Total |  |  |  |  |  |  |  |  |  |  |
| Accruing \& |  |  |  |  |  |  |  |  |  |  |
| Past Due | \$ | 4.9 | \$ | 5.3 | \$ | 6.2 | \$ | 11.1 | \$ | 18.8 |
| Total Loans |  | 5,652 |  | 766. |  | , 618 |  | 8,425 |  | 9,234 |

## Ratio of

Non-Accrual
Loans to

| Total Loans | $1.08 \%$ | $0.91 \%$ | $0.88 \%$ | $1.13 \%$ | $1.93 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |


| Ratio of Non- |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Performing |  |  |  |  |
| Assets to |  |  |  |  |
| Total Loans, |  |  |  |  |
| Foreclosed Real |  |  |  |  |
| Estate and Non- |  |  |  |  |
| Performing Loans <br> Held for Sale |  |  |  |  |

Ratio of Non-
Performing
Assets and
Accruing Loans
Past Due 90 Days
or More to

| Total Loans | $1.50 \%$ | $1.65 \%$ | $1.64 \%$ | $1.55 \%$ | $2.19 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |

Quarter to Quarter
Changes in Non-
Performing
Assets
Beginning Balance $\$ 106.4$ \$ 118.9 \$ 119.5 \$ 183.0 \$ 219.6

Additions
43.8
23.2
23.8
43.1
50.7

Reductions

| Payments |  | (40.9) |  | (25.8) |  | (14.4) |  | (63.7) |  | (68.4) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return to Accrual |  | (3.6) |  | (0.9) |  | (2.5) |  | (3.0) |  | (4.4) |
| Sales of Foreclosed Assets |  | (21.9) |  | (2.2) |  | (1.6) |  | (3.0) |  | (2.7) |
| Charge-offs |  | (4.1) |  | (6.8) |  | (5.9) |  | (36.9) |  | (11.8) |
| Total <br> Reductions |  | (70.5) |  | (35.7) |  | (24.4) |  | (106.6) |  | (87.3) |
| Ending Balance | \$ | 79.7 | \$ | 106.4 | \$ | 118.9 | \$ | 119.5 | \$ | 183.0 |


| Consolidated Allowance |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) |  |  |  |  |
|  | Three Dece | Ended $31$ | Year |  |
|  | 2001 | 2000 | 2001 | 2000 |
| Balance of Allowance |  |  |  |  |
| for Loan and Lease Losses at Beginning of Period | \$ 182.5 | \$ 245.0 | \$ 246.2 | \$ 194.2 |
| Loans Charged-Off |  |  |  |  |
| Commercial and |  |  |  |  |
| Industrial | 9.7 | 4.4 | 97.5 | 22.1 |
| Real Estate |  |  |  |  |
| Construction | 0.1 | 0.1 | 0.1 | 0.6 |
| Commercial | 3.1 | 0.9 | 19.2 | 15.2 |
| Residential | 3.4 | 1.3 | 8.9 | 6.5 |
| Installment | 5.5 | 5.6 | 20.5 | 20.1 |
| Leases | 0.1 | 0.1 | 0.8 | 0.5 |
| Total Domestic | 21.9 | 12.4 | 147.0 | 65.0 |
| Foreign | 4.0 | 19.2 | 22.0 | 45.8 |
| Total Charged-Off | 25.9 | 31.6 | 169.0 | 110.8 |
| Recoveries on Loans |  |  |  |  |
| Previously Charged-Off |  |  |  |  |
| Commercial and |  |  |  |  |
| Real Estate |  |  |  |  |
| Construction | -- | -- | -- | -- |
| Commercial | 0.8 | 0.3 | 3.2 | 0.6 |
| Residential | 0.3 | 0.1 | 1.0 | 1.1 |
| Installment | 2.3 | 1.6 | 8.0 | 6.9 |
| Leases | -- | -- | 0.2 | -- |
| Total Domestic | 6.4 | 2.4 | 23.5 | 14.1 |
| Foreign | 5.0 | 3.6 | 24.1 | 7.3 |
| Total Recoveries | 11.4 | 6.0 | 47.6 | 21.4 |
| Net Charge-Offs | (14.5) | (25.6) | (121.4) | (89.4) |
| Provision for Loan and Lease Losses | 14.5 | 25.8 | 74.3 | 142.9 |
| Allowance Related to Dispositions | (23.7) | -- | (40.2) | -- |

Foreign Currency


Pacific Century Financial Corporation and subsidiaries Analysis of Earnings (Unaudited)

Table 9

(dollars in millions, except per share amounts)

|  | Allocated |  |
| :---: | :---: | :---: |
| Restructuring |  |  |
| and Non- |  |  |
| Core | Divesting | Continuing |


| Three Months |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ended |  |  |  |  |  |  |  |  |
| Dec. 31, 2001 |  |  |  |  |  |  |  |  |
| Net Revenue | \$ | 29 | \$ | 20 | \$ | 137 | \$ | 186 |
| Non-Interest |  |  |  |  |  |  |  |  |
| Expense |  | 19 |  | 21 |  | 102 |  | 142 |
|  |  | 10 |  | (1) |  | 35 |  | 44 |
| Provision for |  |  |  |  |  |  |  |  |
| Loan Losses |  | -- |  | (1) |  | 15 |  | 14 |
| Income Before |  |  |  |  |  |  |  |  |
| Provision for |  |  |  |  |  |  |  |  |
| Income Taxes |  | 4 |  | -- |  | -- |  | 4 |
| Net Income | \$ | 6 | \$ | -- | \$ | 20 | \$ | 26 |
| Diluted |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |
| Per Share | \$ | 0.08 | \$ | -- | \$ | 0.26 | \$ | 0.34 |


| $\begin{aligned} & \text { Year Ended } \\ & \text { Dec. } 31,2001 \end{aligned}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net Revenue | \$ 207 | \$ 133 | \$ 572 | \$ 912 |
| Non-Interest |  |  |  |  |
| Expense | 105 | 118 | 375 | 598 |
|  | 102 | 15 | 197 | 314 |
| Provision for Loan Losses | 37 | -- | 37 | 74 |


| Income Before |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Taxes |  | 65 |  | 15 |  | 160 |  | 240 |
| Provision for |  |  |  |  |  |  |  |  |
| Income Taxes |  | 60 |  | 5 |  | 57 |  | 122 |
| Net Income | \$ | 5 | \$ | 10 | \$ | 103 | \$ | 118 |
| Diluted |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |
| Per Share |  | 0.06 | \$ | 0.12 | \$ | 1.28 | \$ | 1.46 |

Business Outlook
Year Ending 2002

| (dollars in millions) |  |  |
| :---: | :---: | :---: |
|  | Current | Previous |
|  | Outlook | Outlook |
| Net Interest Income | \$ 376 |  |
| Non-Interest Income | 215 |  |
| Net Revenue | 591 | \$ 597 |
| Non-Interest Expense | 364 | 369 |
| Provision For Loan and Lease Losses | 39 | 36 |
| Income Before Income Taxes | 188 | 192 |
| Provision For Income Taxes | 68 | 73 |
| Net Income | \$ 120 | \$ 119 |

This information is based on estimates of future performance within a range of $2 \%$.

Readers are reminded to refer to the guidance regarding forward looking information.

Pacific Century Financial Corporation and subsidiaries Quarterly Summary of Selected Consolidated Financial Data (Unaudited) Table 10

(dollars in millions except per share amounts)

| Dec. 31 | Sept. 30 | June 30 | March 31 | Dec. 31 |
| :---: | :---: | :---: | :---: | :---: |
| 2001 | 2001 | 2001 | 2001 | 2000 |



Quarterly
Operating

| Results |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest |  |  |  |  |  |  |  |  |  |  |
| Income \$ | \$ | 106.1 | \$ | 111.8 | \$ | 116.8 | \$ | 125.0 | \$ | 132.0 |
| Provision |  |  |  |  |  |  |  |  |  |  |
| for Loan |  |  |  |  |  |  |  |  |  |  |
| Losses |  | 14.5 |  | 0.9 |  | 6.4 |  | 52.5 |  | 25.8 |
| Non-Interest |  |  |  |  |  |  |  |  |  |  |
| Income |  | 80.2 |  | 113.7 |  | 98.2 |  | 160.5 |  | 70.5 |
| Non-Interest |  |  |  |  |  |  |  |  |  |  |
| Expense |  | 141.5 |  | 123.1 |  | 161.6 |  | 171.8 |  | 122.9 |
| Net Income |  | 26.3 |  | 31.1 |  | 26.7 |  | 33.7 |  | 32.6 |
| Basic |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Per Share \$ | \$ | 0.35 | \$ | 0.39 | \$ | 0.33 | \$ | 0.42 | \$ | 0.41 |
| Diluted |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Per Share \$ | \$ | 0.34 | \$ | 0.37 | \$ | 0.32 | \$ | 0.42 | \$ | 0.41 |
| Return on |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |
| Assets |  | $0.90 \%$ |  | 1.00\% |  | $0.83 \%$ |  | $0.99 \%$ |  | $0.94 \%$ |
| Return on |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |
| Equity |  | 8.14\% |  | 8.88\% |  | 7.69\% |  | 10.42\% |  | 10.24\% |
| Core |  |  |  |  |  |  |  |  |  |  |
| Efficiency |  |  |  |  |  |  |  |  |  |  |
| Ratio |  | 78.13\% |  | 69.07\% |  | 68.50\% |  | 65.33\% |  | 60.68\% |
| Cash Basis |  |  |  |  |  |  |  |  |  |  |
| Financial |  |  |  |  |  |  |  |  |  |  |
| Data (1) (2) |  |  |  |  |  |  |  |  |  |  |
| Net Income \$ | \$ | 28.8 | \$ | 34.4 |  | 30.4 |  | 37.6 | \$ | 36.3 |
| Basic |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Per Share \$ |  | 0.38 | \$ | 0.43 \$ |  | 0.38 |  | 0.47 | \$ | 0.46 |
| Diluted |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Per Share \$ | \$ | 0.37 | \$ | 0.41 \$ |  | 0.37 |  | 0.46 | \$ | 0.45 |
| Return on |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |
| Assets |  | $0.99 \%$ |  | 1.12\% |  | $0.95 \%$ |  | 1.12\% |  | $1.06 \%$ |
| Return on |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |
| Equity |  | 9.50\% |  | 11.17\% |  | 9.96\% |  | 13.61\% |  | 13.44\% |
| Core |  |  |  |  |  |  |  |  |  |  |
| Efficiency |  |  |  |  |  |  |  |  |  |  |
| Ratio |  | $76.58 \%$ |  | 67.15\% |  | 66.47\% |  | $63.32 \%$ |  | 58.86\% |

(1) Excludes the effect of restructuring activities and non-core transactions.
(2) Excludes the effect of intangibles which include goodwill, core deposit and trust intangibles.

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[^0]:    (A) Adjusted to reflect the reclassification of interchange fees,

