## Bank of Hawaii

## Corporation

# Strong First Quarter Produces Earnings of \$39.8 Million at Pacific Century Financial Corporation; Earnings per share up 13.6 percent year-over-year 

April 20, 2000
HONOLULU--(BUSINESS WIRE)--April 19, 2000--Pacific Century Financial Corporation (NYSE:BOH) reported strong first quarter 2000 earnings of $\$ 39.8$ million, up 12.3 percent from $\$ 35.4$ million reported for the first quarter of 1999 and up 5.8 percent from $\$ 37.6$ million reported for the fourth quarter of 1999 . Diluted earnings per share were $\$ 0.50$, up 13.6 percent from $\$ 0.44$ reported for 1999 's first quarter and up 6.4 percent from $\$ 0.47$ reported for 1999's fourth quarter.

Tangible or economic earnings for the quarter were $\$ 43.9$ million relative to $\$ 39.3$ million reported for the same period last year. Tangible diluted earnings per share for the quarter were $\$ 0.55$, up 14.6 percent from $\$ 0.48$ reported for the first quarter of 1999 .

Return on average assets for the quarter was 1.13 percent compared to 0.96 percent for 1999's first quarter. Return on average equity was 13.19 percent versus 12.00 percent for the same period last year. The efficiency ratio was 62.1 percent relative to 66.4 percent for the first quarter of 1999. On a tangible basis, return on average assets, return on average equity and the efficiency ratio for the first quarter were 1.26 percent, 17.54 percent and 59.7 percent, respectively.
"We're pleased to be able to demonstrate that the implementation of New Era Redesign initiatives is delivering the intended positive results," noted Lawrence M. Johnson, Pacific Century Chairman and CEO. "The improved performance clearly reflects the dedication and commitment of our staff."

The company saw improvement in non-interest expense in the first quarter, which stood at $\$ 126.1$ million, down 6.5 percent from the first quarter of 1999 and down 3.9 percent relative to the fourth quarter of 1999. Factors contributing to the improvement in expenses include the implementation of New Era initiatives and the reduction in costs related to Y2K readiness.

Non-performing assets, exclusive of loans past due 90+ days ended the quarter at $\$ 136.4$ million, compared to $\$ 149.9$ million at the end of 1999's fourth quarter and $\$ 163.3$ million at the end of 1999's first quarter.
"Our first quarter performance is an indicator of the momentum that's building in the company," said Johnson. "New Era implementation is solidly under way and on-track, and we are making steady progress at establishing a foundation for long-term growth and performance."

At March 31, 2000, total assets were $\$ 14.3$ billion relative to $\$ 14.9$ billion at the end of the first quarter last year. Reductions in investment securities and Asian exposure were primarily responsible for the decline in assets. Net loans ended the quarter at $\$ 9.3$ billion versus $\$ 9.2$ billion at the end of the first quarter of 1999 . Total deposits were $\$ 9.1$ billion compared to $\$ 9.4$ billion for the period ended March 31,1999 . The decline in deposits was driven by a reduction in foreign time deposits due to banks (functionally a form of short-term borrowings), which offset net growth of $\$ 86.7$ million in other deposit categories.

Hawaii's economy continues to gain momentum with the consensus forecast for real gross state product growth in 2000 of 2.5 percent, which is likely to be revised upward according to Hawaii's economists. Tourism is showing strength after the Y2K-related slowdown in visitors. In February 2000, total visitor arrivals and visitor days increased over last year by 4.2 percent and 7.1 percent, respectively. The state's Department of Business, Economic Development and Tourism noted that its index of Leading Economic Indicators rose for the ninth consecutive month in December 1999, suggesting a sustained period of higher economic activity for Hawaii.

In other news, Bank of Hawaii, Pacific Century's largest subsidiary, recently relocated and enhanced its Waikiki Branch, debuting an array of automated banking technology that is at the cutting edge of the industry. Clients can conduct their banking via "virtual" tellers, advanced-function ATMs, bank machines for businesses, and online and telephone banking kiosks. In addition, the branch offers personalized services through personal and business bankers, Asia Division personnel and a branch concierge. As part of a larger strategy, some of the new technology and service enhancements will be introduced to other branches in Hawaii.

Bank of Hawaii also recently launched its e-Bankoh for Business online banking service, which enables small businesses to access their accounts, obtain real-time balances and pay bills via the Internet 24 hours a day.

Further highlights on Pacific Century's performance are included in the attached "Comments on First Quarter 2000 Results."
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 service 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 and the attached comments contain 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 forwardlooking statements for a variety of reasons. Factors which might cause such a difference include, but are not limited to, expected cost savings from New Era Redesign cannot be fully realized or realized within the expected timeframe; income or revenues from New Era Redesign are lower than expected or operating or implementation costs are higher; 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 structures and strategies; general economic conditions in the geographic areas where the Company operates are weaker than expected or other unanticipated occurrences which could delay or adversely impact the implementation of all or a part of New Era Redesign. The Company does not undertake and specifically disclaims any obligation to update any forward-looking statements to reflect events or circumstances after the date of such statements.

## Comments on First Quarter 2000 Results

Pacific Century Financial Corporation reported first quarter earnings of $\$ 39.8$ million, up $12.3 \%$ from the same period last year and $5.8 \%$ higher than reported for the fourth quarter of 1999. Diluted earnings per share for the first quarter were $\$ 0.50$, up $13.6 \%$ from the $\$ 0.44$ reported in 1999 's first quarter and up $6.4 \%$ from $\$ 0.47$ reported in 1999's fourth quarter.

Tangible or economic earnings for the quarter were $\$ 43.9$ million relative to $\$ 39.3$ million reported for the like period last year. Tangible diluted earnings per share for the quarter were $\$ 0.55$, up $14.6 \%$ from $\$ 0.48$ reported for the first quarter of 1999.

Return on average assets for the first quarter was $1.13 \%$, up from $0.96 \%$ in 1999's like quarter while return on average equity was $13.19 \%$, up from $12.00 \%$ for last year's first quarter. On a tangible basis return on average assets and return on average equity for the quarter were $1.26 \%$ and $17.54 \%$, respectively.

Total assets of $\$ 14.3$ billion at March 31, 2000 were $4.5 \%$ lower than at March 31, 1999, reflecting a continuing emphasis to make the balance sheet more efficient. Year over year, $\$ 142.0$ million in loan growth was more than offset by a $\$ 699.8$ million decline in securities and other short-term earning assets. Deposits at March 31, 2000 were $\$ 9.1$ billion, down $\$ 291.4$ million from March 31, 1999. The decline in deposits was driven by a reduction in foreign time deposits due to banks (functionally a form of short-term borrowings), which offset net growth of $\$ 86.7$ million in other deposit categories.

Pacific Century's New Era redesign program finished the second quarter of its four-quarter implementation timeline. We are pleased to report that New Era is demonstrating its intended impact on net income.

Net interest income on a fully taxable equivalent basis declined by $2.9 \%$ to $\$ 139.8$ million from the same period in 1999 . The decline was primarily the result of the reduction in average earning assets referred to above. Net interest margin for the quarter was $4.31 \%$, up from $4.24 \%$ for the first quarter of 1999 and unchanged from 1999's fourth quarter.

The provision for loan losses totaled $\$ 13.5$ million for the quarter, compared with $\$ 12.6$ million in 1999's first quarter and $\$ 20.9$ million in 1999's fourth quarter. The $\$ 13.5$ million provision exceeded first quarter net charge offs by $\$ 2.2$ million.

Non-performing assets (NPAs), exclusive of loans past due $90+$ days ended the quarter at $\$ 136.4$ million or $1.39 \%$ of total loans, down from $\$ 163.3$ million at March 31, 1999 and down from $\$ 149.9$ million at year-end 1999. During the quarter, approximately $\$ 5.0$ million non-performing residential real estate loans were sold, contributing to the overall NPA decline.

Non-interest income, exclusive of securities transactions, totaled $\$ 63.6$ million, up $7.3 \%$ from 1999's first quarter and down $0.7 \%$ from 1999's fourth quarter. Results reflected approximately $\$ 2.0$ million in non-recurring other operating income during the quarter, compared with $\$ 4.3$ million in non-recurring other operating income in 1999's fourth quarter. Results also reflected modest contributions relative to "New Era" idea implementation and the seasonal impact of income tax processing fees as a component of trust income.

Non-interest expense totaled $\$ 126.1$ million for the quarter, down $6.5 \%$ from 1999's first quarter, and down $3.9 \%$ from 1999's fourth quarter. Comparing first quarter 2000 to first quarter 1999, the improvement is largely driven by reduced compensation expense and reduced other operating expenses related to New Era implementation and Y2K remediation costs. On a linked quarter basis, comparisons reflect non-recurring items previously noted that reduced fourth quarter 1999 compensation expense by approximately $\$ 2.3$ million and increased other operating expenses by a similar amount.

During the quarter, Pacific Century repurchased approximately 510,000 shares of common stock, of which approximately 374,000 related to the company's October 1999 share repurchase authorization; while the remainder offset shares issued under the company's dividend reinvestment plan and various benefit plans. Pacific Century's board of directors amended the October 1999 authorization to allow for the quarterly repurchase of up to $\$ 6.0$ million worth of Pacific Century stock; previously the authorization had been for up to 300,000 shares per quarter.
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Highlights (Unaudited)
Pacific Century Financial Corporation and subsidiaries (in thousands of dollars except per share amounts)
Earnings Highlights and
Performance Ratios 2000

```
Percentage
Change
```

Three Months

| Ended March 31 | \$ | 39,765 | $\$$ |
| :--- | :---: | :---: | :---: |
| Net Income | 35,417 | $12.3 \%$ |  |
| Basic Earnings | 0.50 | 0.44 | $13.6 \%$ |
| Per Share <br> Diluted Earnings <br> Per Share | 0.50 | 0.44 | $13.6 \%$ |
| Cash Dividends | 13,541 | 13,691 |  |

Return on

| Average Assets <br> Return on <br> Average Equity | $1.13 \%$ | $0.96 \%$ |
| :--- | :---: | :---: |
| Average Spread <br> on Earning Assets | $13.19 \%$ | $12.00 \%$ |

Efficiency Ratio 62.06\% 66.37\%

| Summary of Results |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Excluding the |  |  |  |  |  |
| Effect of |  |  |  |  |  |
| Intangibles (a) |  |  |  |  |  |
| Three Months |  |  |  |  |  |
| Net Income | \$ | 43,889 | \$ | 39,252 | $11.8 \%$ |
| Basic Earnings per Share | \$ | 0.55 | \$ | 0.49 | 12.2\% |
| Diluted Earnings per Share | Diluted Earnings |  |  | 0.48 | 14.6\% |
| Return on |  |  |  |  |  |
| Return on |  |  |  |  |  |
| Average Equity |  | $17.54 \%$ |  | $16.21 \%$ |  |
| Efficiency Ratio |  | 59.73\% |  | $64.25 \%$ |  |

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

## Statement

of Condition
Highlights


Common Stock

| Price Range |  | High |  | Low |
| :--- | :---: | :---: | :---: | ---: |
| 1999 | $\$$ | 24.94 | $\$$ | 17.38 |
| 2000 First Quarter | $\$$ | 20.38 | $\$$ | 14.35 |


| Corporate Offices: | Inquiries: |
| :--- | :--- |
| Financial Plaza of the Pacific | David A. Houle |
| 130 Merchant Street | Executive Vice President, Treasurer |
| Honolulu, Hawaii 96813 | and Chief Financial Officer |
|  | (808) 537-8288 |

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

| (in thousands of dollars) |  | $\begin{gathered} \text { March } 31 \\ 2000 \end{gathered}$ |  | $\begin{gathered} \text { Dec. } 31 \\ 1999 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 225,314 | \$ | 278,473 | \$ | 494,202 |
| Investment Securities - Held to Maturity (Market Value of |  |  |  |  |  |  |
| \$721,620, \$787,720 and \$902,830, respectively) |  | 732,344 |  | 796,322 |  | 894,502 |
| Investment Securities |  |  |  |  |  |  |
| Securities Purchased |  |  |  |  |  |  |
| Funds Sold |  | 42,208 |  | 52,740 |  | 111,894 |
| Loans |  | 9,779,633 |  | 9,717,556 |  | 9,637,661 |
| Unearned Income |  | $(237,764)$ |  | $(242,503)$ |  | $(220,206)$ |
| Reserve for Loan Losses |  | $(195,409)$ |  | $(194,205)$ |  | $(209,329)$ |
| Net Loans |  | 9,346,460 |  | 9,280,848 |  | 9,208,126 |
| Total Earning Assets |  | 12,884,845 |  | 12,950,615 |  | 13,446,273 |
| Cash and Non-Interest |  |  |  |  |  |  |
| Bearing Deposits |  | 491,218 |  | 639,895 |  | 617,362 |
| Premises and Equipment |  | 267,497 |  | 271,728 |  | 292,583 |
| Customers' Acceptance |  |  |  |  |  |  |
| Liability |  | 8,262 |  | 7,236 |  | 13,965 |
| Accrued Interest Receivable |  | 74,597 |  | 78,974 |  | 88,887 |
| Other Real Estate |  | 4,633 |  | 4,576 |  | 6,225 |
| Intangibles, |  |  |  |  |  |  |
| including Goodwill |  | 202,832 |  | 205,904 |  | 217,470 |
| Other Assets |  | 316,502 |  | 281,387 |  | 245,521 |
| Total Assets | \$ | 14,250,386 | \$ | 14,440,315 | \$ | 14,928,286 |

Liabilities
Domestic Deposits

| Demand - Non-Interest |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Bearing | $\mathbf{1 , 7 0 8 , 6 3 5}$ | $\$ 1,676,425$ | $\$ 1,676,816$ |  |
| - Interest Bearing | $2,110,998$ | $2,076,358$ | $2,156,649$ |  |
| Savings | 693,077 | 700,720 | 735,442 |  |
| Time | $2,759,319$ | $2,761,650$ | $2,539,649$ |  |

Foreign Deposits


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

|  | 3 Months <br> Ended <br> Mar 31 | Months <br> Ended <br> Mar 31 |
| :--- | :---: | :---: |
| (in thousands of dollars <br> except per share amounts) | 2000 | 1999 |
| Interest Income |  |  |
| Interest on Loans | $\$ 180,402$ | $\$ 176,000$ |


| Loan Fees |  | 8,246 |  | 9,581 |
| :---: | :---: | :---: | :---: | :---: |
| Income on Lease Financing |  | 11,109 |  | 8,268 |
| Interest and Dividends on Investment Securities |  |  |  |  |
| Taxable |  | 14,236 |  | 13,679 |
| Non-taxable |  | 279 |  | 276 |
| Income on Investment Securities |  |  |  | 41,782 |
| Interest on Deposits |  | 3,764 |  | 8,226 |
| Interest on Security Resale Agreements |  | 10 |  | 101 |
| Interest on Funds Sold |  | 473 |  | 2,553 |
| Total Interest Income |  | 259,552 |  | 260,466 |
| Interest Expense |  |  |  |  |
| Interest on Deposits |  | 68,214 |  | 66,327 |
| Interest on Security |  |  |  |  |
| Repurchase Agreements |  | 22,953 |  | 24,416 |
| Interest on Funds Purchased |  | 8,527 |  | 12,768 |
| Interest on Short-Term Borrowings |  | 7,662 |  | 3,249 |
| Interest on Long-Term Debt |  | 12,688 |  | 9,862 |
| Total Interest Expense |  | 120,044 |  | 116,622 |
| Net Interest Income |  | 139,508 |  | 143,844 |
| Provision for Loan Losses |  | 13,522 |  | 12,590 |
| Net Interest Income |  |  |  |  |
| After Provision for Loan Losses |  | 125,986 |  | 131,254 |
| Non-Interest Income |  |  |  |  |
| Trust Income |  | 16,887 |  | 15,575 |
| Service Charges on Deposit Accounts |  | 9,557 |  | 9,395 |
| Fees, Exchange, and |  |  |  |  |
| Other Service Charges |  | 21,626 |  | 21,998 |
| Other Operating Income |  | 15,575 |  | 12,355 |
| Investment Securities Gains |  | 282 |  | 1,847 |
| Total Non-Interest Income |  | 63,927 |  | 61,170 |
| Non-Interest Expense |  |  |  |  |
| Salaries |  | 47,547 |  | 50,842 |
| Pensions and Other Employee Benefits |  | 14,630 |  | 15,043 |
| Net Occupancy Expense |  | 11,816 |  | 12,268 |
| Net Equipment Expense |  | 12,067 |  | 12,127 |
| Other Operating Expense |  | 39,953 |  | 44,353 |
| Minority Interest |  | 69 |  | 207 |
| Total Non-Interest Expense |  | 126,082 |  | 134,840 |
| Income Before Income Taxes |  | 63,831 |  | 57,584 |
| Provision for Income Taxes |  | 24,066 |  | 22,167 |
| Net Income | \$ | 39,765 | \$ | 35,417 |
| Basic Earnings Per Share | \$ | 0.50 | \$ | 0.44 |
| Diluted Earnings Per Share | \$ | 0.50 | \$ | 0.44 |
| Dividends Declared Per Share | \$ | 0.17 | \$ | 0.17 |
| Basic Weighted Average Shares |  | , 821,365 |  | , 421,563 |

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

|  | Accumulated <br> Other <br> Compre- |  |
| :---: | ---: | ---: | ---: |
| (in thousands |  |  |
| of dollars) | Total | Common <br> hensive |
| Stock | Surplus | Income |

Balance at
December 31, $1999 \quad \$ 1,212,330 \quad \$ \quad 806$ \$ 345,851 (\$ 66,106)

Comprehensive
Income

Net Income

Other Comprehensive Income, Net of Tax

Investment
Securities, Net of
Reclassification
Adjustment
$(7,630) \quad--\quad(7,630)$

Foreign Currency
Translation
Adjustment 1,429 -- 1,429

Pension Liability
Adjustments

Total
Comprehensive
Income

Common Stock Issued

22,377 Profit Sharing Plan

361
33,932 Stock
Option Plan 398
78,723 Dividend
Reinvestment Plan
1,123 -- -- --

525 Directors'
Restricted
Shares and
Deferred
Compensation Plan
Treasury Stock Purchased
Cash Dividends Paid

Balance at
March 31, 2000
$\$ 1,225,907$ \$
806 \$ $345,863(\$ \quad 72,307)$

Balance at
December 31, 1998 \$ $1,185,594$ \$ 805 \$ 342,932 (\$ 22,476)

Comprehensive



| 65,874 Dividend Reinvestment Plan |  | (16) |  | 1,326 |
| :---: | :---: | :---: | :---: | :---: |
| 1,241 Directors' |  |  |  |  |
| Restricted |  |  |  |  |
| Shares and Deferred Compensation Plan |  | -- |  | -- |
| Treasury Stock Purchased |  | -- |  | $(3,920)$ |
| Cash Dividends Paid |  | $(13,691)$ |  | -- |
| Balance at |  |  |  |  |
| March 31, 1999 | \$ | 888,367 | (\$ | 3,032) |

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

| ```(in millions of dollars)``` |  | Three Marc <br> Average Balance | Three Months Ended March 31, 2000 | nths En <br> 31, 200 <br> ncome/ <br> expense | ```ded Yield/ Rate``` |  | Three March Average Balance | $\begin{gathered} \text { Iont } \\ 31 \\ \text { Ir } \end{gathered}$ E | nths En <br> 1, 1999 <br> Income/ <br> expense | ded <br> Yield/ Rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |
| Interest Bearing Deposits | \$ | 206.5 | \$ | 3.8 | 7.33\% | \$ | 466.6 | \$ | 8.2 | 7.15\% |
| Investment <br> Securities <br> Held to <br> Maturity |  |  |  |  |  |  |  |  |  |  |
| -Taxable |  | 775.5 |  | 14.2 | 7.38 |  | 790.0 |  | 13.7 | 7.02 |
| -Tax-Exempt |  | 10.0 |  | 0.4 | 17.32 |  | 11.7 |  | 0.4 | 14.73 |
| Investment <br> Securities <br> Available |  |  |  |  | 6.53 |  |  |  |  |  |
| Funds Sold |  | 35.0 |  | 0.5 | 5.56 |  | 208.2 |  | 2.7 | 5.17 |
| Net Loans |  |  |  |  |  |  |  |  |  |  |
| -Domestic |  | 7,897.9 |  | 166.7 | 8.49 |  | 7,778.2 |  | 158.3 | 8.25 |
| -Foreign |  | 1,586.1 |  | 24.9 | 6.30 |  | 1,713.7 |  | 25.9 | 6.15 |
| Loan Fees |  |  |  | 8.3 |  |  |  |  | 9.6 |  |
| Total Earning |  |  |  |  |  |  |  |  |  |  |
| Cash and Due |  |  |  |  |  |  |  |  |  |  |
| Other Assets |  | 657.0 |  |  |  |  | 694.3 |  |  |  |
| Total Assets |  | 14,201.5 |  |  |  |  | 14,995.6 |  |  |  |
| Interest <br> Bearing Liabilities |  |  |  |  |  |  |  |  |  |  |
| Domestic Deposits |  |  |  |  |  |  |  |  |  |  |



```
Three Months Ended Twelve Months Ended
December 31, 1999 December 31, 1999
```

(in millions Average Income/ Yield/ Average Income/ Yield/
of dollars) Balance Expense Rate Balance Expense Rate
Earning Assets
Interest
Bearing
Deposits \$ 268.4 \$ 4.6 6.75\% \$ 385.0 \$ 24.9 6.48\% Investment

## Securities

Held to
Maturity

| -Taxable | 794.4 | 14.6 | 7.27 | 805.2 | 57.8 | 7.18 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| -Tax-Exempt | 11.6 | 0.4 | 14.34 | 11.7 | 1.7 | 14.41 |

Investment Securities Available $\begin{array}{lllllll}\text { for Sale } 2,590.0 & 41.8 & 6.40 & 2,698.8 & 168.0 & 6.23\end{array}$

| Funds Sold | 33.2 | 0.5 | 6.53 | 102.0 | 5.4 | 5.31 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Net Loans |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| -Domestic | $7,803.0$ | 161.4 | 8.20 | $7,742.3$ | 623.0 | 8.05 |


| -Foreign | $1,688.6$ | 25.1 | 5.91 | $1,702.2$ | 106.4 | 6.25 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Loan Fees | 9.8 |  | 39.9 |  |  |
| :--- | :--- | :---: | :--- | :---: | :---: |
| Total Earning |  |  |  |  |  |
| Assets | $13,189.2$ | 258.2 | 7.77 | $13,447.2$ | $1,027.1$ |

Cash and Due
From Banks 519.3 486.6
Other Assets 650.8 649.1

Total
Assets \$14,359.3 \$14,582.9

Interest
Bearing
Liabilities

Domestic
Deposits

| - Demand | \$ 2,110.5 | 12.1 | 2.28 | \$ 2,137.1 | 48.5 | 2.27 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - Savings |  |  |  |  |  |  |
| - Savings | 711.9 | 3.7 | 2.03 | 723.9 | 14.7 | 2.03 |
| - Time |  |  |  |  |  |  |
| - Time | 2,634.8 | 32.4 | 4.88 | 2,559.4 | 123.3 | 4.82 |

Total
$\begin{array}{lllllll}\text { Domestic } 5,457.2 & 48.2 & 3.50 & 5,420.4 & 186.5 & 34\end{array}$

Foreign
Deposits

- Time Due

| to Banks | 625.6 | 8.7 | 5.50 | 641.4 | 33.7 | 5.25 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

- Other

Time and

| Savings | 1,171.7 | 10.6 | 3.60 | 1,165.7 | 41.0 | 3.52 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Foreign | 1,797.3 | 19.3 | 4.26 | 1,807.1 | 74.7 | 4.13 |
| Total Interest Bearing |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Deposits | 7,254.5 | 67.5 | 3.69 | 7,227.5 | 261.2 | 3.61 |
| Short-Term |  |  |  |  |  |  |
| Borrowings | 2,707.6 | 35.4 | 5.18 | 3,014.8 | 146.2 | 4.85 |
| Long-Term Debt | t 747.4 | 12.1 | 6.45 | 685.9 | 44.3 | 6.46 |
| Total |  |  |  |  |  |  |
| Interest |  |  |  |  |  |  |
| Bearing |  |  |  |  |  |  |
| Liabilities | 10,709.5 | 115.0 | 4.26 | 10,928.2 | 451.7 | 4.13 |
| Net Interest |  |  |  |  |  |  |
| Income |  | 143.2 |  |  | 575.4 |  |
| Interest |  |  |  |  |  |  |
| Rate Spread |  |  | 3.51\% |  |  | 3.51\% |
| Net Interest |  |  |  |  |  |  |
| Margin |  |  | 4.31\% |  |  | 4.28\% |
| Demand |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |
| - Domestic | 1,662.8 |  |  | 1,652.6 |  |  |
| - Foreign | 457.5 |  |  | 435.2 |  |  |
| Total Demand |  |  |  |  |  |  |
| Other |  |  |  |  |  |  |
| Liabilities | 315.3 |  |  | 356.9 |  |  |
| Shareholders' |  |  |  |  |  |  |
| Equity | 1,214.2 |  |  | 1,210.0 |  |  |
| Total |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  | and |
| Shareholders' |  |  |  |  |  |  |
| Equity \$ | \$14,359.3 |  |  | \$14,582.9 |  |  |
| Provision for |  |  |  |  |  |  |
| Loan Losses |  | 20.9 |  |  | 60.9 |  |
| Net Overhead |  | 61.7 |  |  | 288.2 |  |
| Income Before |  |  |  |  |  |  |
| Provision for |  |  |  |  |  |  |
| Income Taxes |  | 22.8 |  |  | 92.7 |  |
| Tax-Equivalent |  |  |  |  |  |  |
| Adjustment |  | 0.2 |  |  | 0.6 |  |
| Net Income |  | 37.6 |  |  | \$ 133.0 |  |

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

|  | Mar 31 | Dec 31 | Sep 30 | Jun 30 |
| :---: | ---: | ---: | ---: | ---: |
| (in millions of dollars) | 2000 | 1999 | 1999 | 1999 |

Non-Accrual Loans

| Commercial and Industrial | \$20.1 | \$23.7 | \$31.7 | \$37.5 |
| :---: | :---: | :---: | :---: | :---: |
| Real Estate |  |  |  |  |
| Construction | 0.9 | 1.1 | 2.1 | 0.8 |
| Commercial | 18.2 | 19.0 | 20.8 | 17.2 |
| Residential | 23.2 | 29.7 | 33.1 | 35.2 |
| Installment | 0.5 | 0.5 | 0.7 | 0.8 |
| Leases | 3.7 | 3.9 | 4.8 | 4.4 |
| Total Domestic | 66.6 | 77.9 | 93.2 | 95.9 |
| Foreign | 65.2 | 67.4 | 55.7 | 47.5 |
| Subtotal | 131.8 | 145.3 | 148.9 | 143.4 |
| Restructured Loans |  |  |  |  |
| Real Estate |  |  |  |  |
| Commercial | -- | -- | -- | -- |
| Subtotal | -- | -- | -- | -- |
| Foreclosed Real Estate |  |  |  |  |
| Domestic | 4.3 | 4.3 | 5.6 | 5.8 |
| Foreign | 0.3 | 0.3 | 0.3 | 0.2 |
| Subtotal | 4.6 | 4.6 | 5.9 | 6.0 |
| Total Non-Performing |  |  |  |  |
| Assets | 136.4 | 149.9 | 154.8 | 149.4 |


| Accruing Loans Past Due 90 Days or More |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
| Commercial and Industrial | 6.7 |  | 5.9 |  | 6.2 |  | 3.9 |
| Real Estate |  |  |  |  |  |  |  |
| Construction | -- |  | -- |  | 0.5 |  | 0.2 |
| Commercial | 2.1 |  | 1.9 |  | 2.4 |  | 0.2 |
| Residential | 5.0 |  | 4.0 |  | 2.8 |  | 3.7 |
| Installment | 4.7 |  | 4.5 |  | 4.5 |  | 5.2 |
| Leases | 1.4 |  | 1.2 |  | 0.2 |  | -- |
| Total Domestic | 19.9 |  | 17.5 |  | 16.6 |  | 13.2 |
| Foreign | 3.2 |  | 1.0 |  | 5.0 |  | 8.2 |
| Subtotal | 23.1 |  | 18.5 |  | 21.6 |  | 21.4 |
| Total | \$159.5 | \$ | 168.4 | \$ | 176.4 | \$ | 170.8 |


| Ratio of Non-Performing |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Assets to Total Loans | $1.39 \%$ | $1.54 \%$ | $1.59 \%$ | $1.55 \%$ |
| Ratio of Non-Performing |  |  |  |  |
| Assets and Accruing Loans |  |  |  |  |
| Past Due 90 Days or More |  |  |  |  |
| to Total Loans | $1.63 \%$ | $1.73 \%$ | $1.81 \%$ | $1.78 \%$ |
|  |  |  |  |  |
| (in millions of dollars) |  |  |  |  |

Non-Accrual Loans

| Commercial and Industrial | $\$ 39.1$ | $\$ 28.2$ | $\$ 24.0$ | $\$ 23.7$ | $\$ 11.1$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Real Estate |  |  |  |  |  |
| Construction | 3.1 | 2.9 | 4.4 | 2.2 | 6.4 |
| Commercial | 18.7 | 5.4 | 6.7 | 3.4 | 2.2 |
| Residential | 37.6 | 36.4 | 35.9 | 35.2 | 36.7 |
| Installment | 0.5 | 0.8 | 0.9 | 1.9 | 2.3 |
| Leases | 4.5 | 0.7 | 0.8 | -- | 0.3 |
| Total Domestic | 103.5 | 74.4 | 72.7 | 66.4 | 59.0 |
| Foreign | 53.6 | 57.5 | 67.9 | 59.7 | 27.7 |
| Subtotal | 157.1 | 131.9 | 140.6 | 126.1 | 86.7 |


| Restructured Loans |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Real Estate |  |  |  |  |  |
| Commercial | -- | -- | -- | 1.6 | 1.6 |
| Subtotal | -- | -- | -- | 1.6 | 1.6 |
| Foreclosed Real Estate |  |  |  |  |  |
| Domestic | 6.1 | 5.5 | 10.8 | 11.6 | 6.1 |
| Foreign | 0.1 | 0.1 | 0.1 | -- | -- |
| Subtotal | 6.2 | 5.6 | 10.9 | 11.6 | 6.1 |
| Total Non-Performing |  |  |  |  |  |
| Assets | 163.3 | 137.5 | 151.5 | 139.3 | 94.4 |


| Commercial and Industrial | 4.3 | 0.4 | 7.3 | 2.4 | 2.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Real Estate |  |  |  |  |  |
| Construction | 0.2 | 0.4 | 0.6 | 4.2 | -- |
| Commercial | 0.4 | -- | 0.8 | 0.9 | 5.8 |
| Residential | 3.5 | 4.5 | 4.8 | 2.4 | 3.8 |
| Installment | 6.9 | 7.3 | 6.6 | 6.4 | 7.7 |
| Leases | 0.1 | 0.3 | 0.1 | 0.9 | 0.1 |
| Total Domestic | 15.4 | 12.9 | 20.2 | 17.2 | 19.6 |
| Foreign | 6.3 | 7.9 | 7.1 | 4.9 | 4.8 |
| Subtotal | 21.7 | 20.8 | 27.3 | 22.1 | 24.4 |
| Total | \$185.0 | \$158.3 | \$178. 8 | \$161.4 | \$118.8 |


| Ratio of Non-Performing |
| :--- |
| Assets to Total Loans |


| Ratio of Non-Performing |
| :--- |
| Assets and Accruing Loans |

Past Due 90 Days or More
to Total Loans

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

## Pacific Century Financial Corporation and subsidiaries

Quarterly Summary of Selected Consolidated Financial Data

|  | Mar. 31 | Dec. 31 | Sept. 30 |
| :--- | :---: | :---: | :---: |
| (in millions of dollars | 2000 | 1999 | 1999 |
| except per share amounts) |  |  |  |
| Balance Sheet Totals |  |  |  |
|  |  |  |  |
| Total Assets | $9,346.5$ | $\$ 14,440.3$ | $\$ 14,505.4$ |
| Net Loans | $9,143.1$ | $9,380.8$ | $9,321.5$ |
| Deposits | 805.7 | 727.7 | $9,290.4$ |
| Long-Term Debt | $1,225.9$ | $1,212.3$ | $1,208.5$ |

Quarterly Operating Results

| Net Interest Income | $\$ 139.5$ | $\$ 143.0$ | $\$ 143.5$ |
| :--- | :---: | :---: | :---: |
| Provision for Loan Losses | 13.5 | 20.9 | 13.5 |
| Non-Interest Income | 63.9 | 69.4 | 71.4 |
| Non-Interest Expense | 126.1 | 131.2 | 155.6 |
| Net Income | 39.8 | 37.6 | 21.5 |
| Basic Earnings Per Share |  |  |  |
| Diluted Earnings Per Share | $\$ 0.50$ | $\$ 0.47$ | $\$ 0.27$ |
|  | $\$ 0.50$ | $\$ 0.47$ | $\$ 0.27$ |
| Return on Average Assets |  |  |  |
| Return on Average Equity | $1.13 \%$ | $1.04 \%$ | $0.59 \%$ |
| Efficiency Ratio | $13.19 \%$ | $12.29 \%$ | $7.01 \%$ |
| Normalized Efficiency Ratio (1) | $62.06 \%$ | $63.32 \%$ | $72.44 \%$ |
|  | - | - | $61.98 \%$ |
| Excluding the Effects of |  |  |  |
| Intangibles (2) |  |  |  |
| Net Income | $\$ 4.9$ | $\$ 42.3$ | $\$ 25.9$ |
| Basic Earnings Per Share | $\$ 0.55$ | $\$ 0.53$ | $\$ 0.32$ |
| Diluted Earnings Per Share | $\$ 0.55$ | $\$ 0.52$ | $\$ 0.32$ |
| Return on Average Assets | $1.26 \%$ | $1.19 \%$ | $0.73 \%$ |
| Return on Average Equity | $17.54 \%$ | $16.69 \%$ | $10.25 \%$ |
| Efficiency Ratio | $59.73 \%$ | $60.59 \%$ | $70.04 \%$ |
| Normalized Efficiency Ratio (1) | - |  | - |

Balance Sheet Totals

| Total Assets | $\$ 14,551.5$ | $\$ 14,928.3$ |
| :--- | ---: | ---: |
| Net Loans | $9,181.7$ | $9,208.1$ |
| Deposits | $9,286.2$ | $9,434.4$ |
| Long-Term Debt | 654.8 | 675.6 |
| Shareholders' ${ }^{\prime}$ Equity | $1,214.2$ | $1,207.6$ |

Quarterly Operating Results

| Net Interest Income | $\$ 144.4$ | $\$ 143.8$ |
| :--- | ---: | ---: |
| Provision for Loan Losses | 13.9 | 12.6 |
| Non-Interest Income | 63.6 | 61.2 |
| Non-Interest Expense | 132.1 | 134.8 |


| Net Income | 38.5 | 35.4 |
| :--- | :---: | ---: |
| Basic Earnings Per Share | $\$ 0.48$ | $\$ 0.44$ |
| Diluted Earnings Per Share | $\$ 0.47$ | $\$ 0.44$ |
| Return on Average Assets | $1.05 \%$ | $0.96 \%$ |
| Return on Average Equity | $12.72 \%$ | $12.00 \%$ |
| Efficiency Ratio | $65.67 \%$ | $66.37 \%$ |
| Normalized Efficiency Ratio (1) | - | - |
|  |  |  |
| Excluding the Effects of |  |  |
| Intangibles (2) | $\$ 42.3$ | $\$ 39.3$ |
| Net Income | $\$ 0.53$ | $\$ 0.49$ |
| Basic Earnings Per Share | $1.18 \%$ | $\$ 0.48$ |
| Diluted Earnings Per Share | $17.01 \%$ | $1.08 \%$ |
| Return on Average Assets | $63.53 \%$ | $16.21 \%$ |
| Return on Average Equity |  | $64.25 \%$ |
| Efficiency Ratio |  |  |
| Normalized Efficiency Ratio (1) |  |  |

(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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