## Bank of Hawaii

## Corporation

## Bank of Hawaii Corporation Second Quarter 2003 Financial Results

July 28, 2003
HONOLULU--(BUSINESS WIRE)--July 28, 2003--Bank of Hawaii Corporation (NYSE:BOH)

- Diluted Earnings Per Share Increases to $\$ 0.48$
- Net Income Increases to $\$ 30.0$ Million for the Quarter
- Board of Directors Declares Dividend of \$0.19 Per Share
- Company Successfully Completes Systems Conversion

Bank of Hawaii Corporation (NYSE:BOH) today reported diluted earnings per share of $\$ 0.48$ for the second quarter of 2003, up 2.1 percent from diluted earnings per share of $\$ 0.47$ in the first quarter of 2003 and up 14.3 percent from $\$ 0.42$ in the second quarter last year. Net income for the second quarter was $\$ 30.0$ million, up from $\$ 29.8$ million in the previous quarter and down from $\$ 31.0$ million in the same quarter last year. Net income in the second quarter of 2003 included charges of $\$ 10.1$ million related to the information technology systems replacement project compared to charges of $\$ 7.4$ million in the first quarter of 2003.

The return on average assets for the second quarter of 2003 was 1.27 percent, down from 1.31 percent in the first quarter of 2003 and up from 1.23 percent in the second quarter of 2002. The return on average equity was 12.93 percent in the second quarter, up 4.1 percent from 12.42 percent in the previous quarter and up 30.1 percent from 9.94 percent in the same quarter last year.
"I am encouraged by the Company's ongoing improvement that is reflected in our second quarter financial results," said Michael E. O'Neill, Chairman, CEO and President. "Our systems conversion was completed earlier this month on time and on budget. Considering the scope and magnitude of this project, we are pleased that it was accomplished without major disruption to customer service. We continue to look forward to the benefits the new system will provide our customers and shareholders."

For six months ended June 30, 2003, net income was $\$ 59.8$ million, down from net income of $\$ 62.1$ million for the same period last year largely due to $\$ 17.5$ million in systems replacement costs. Diluted earnings per share were $\$ 0.95$ for the first half of 2003 , an increase of 14.5 percent from $\$ 0.83$ per share for the first half of 2002. The year-to-date return on average assets was 1.29 percent, up from 1.22 percent for the same six months in 2002. The year-to-date return on average equity was 12.67 percent, a significant improvement from 9.96 percent for the six months ended June 30, 2002.

## Financial Highlights

Net interest income for the second quarter of 2003 on a fully taxable equivalent basis was $\$ 90.5$ million, down $\$ 0.5$ million from the first quarter of 2003 and down $\$ 2.5$ million from net interest income of $\$ 93.0$ million in the second quarter of 2002 . The decrease in net interest income was primarily due to reductions in interest rates. An analysis of the change in net interest income is included in Table 6.

The net interest margin was 4.12 percent for the second quarter of 2003 , a 17 basis point decrease from 4.29 percent in the previous quarter and a 15 basis point increase from 3.97 percent in the same quarter last year. The decrease in the net interest margin compared with the previous quarter was largely due to strategic de-leveraging of the balance sheet.

The Company did not recognize a provision for loan and lease losses during the quarter or the previous quarter. The allowance for loan and lease losses was reduced $\$ 2.1$ million from March 31, 2003, which equaled the amount of net charge-offs for the quarter. Provision for loan and lease losses of $\$ 3.3$ million in the second quarter of 2002 equaled net charge-offs for that quarter.

Non-interest income was $\$ 50.7$ million for the quarter, an increase of $\$ 6.0$ million or 13.4 percent compared to non-interest income of $\$ 44.8$ million in the first quarter of 2003. The improvement was largely due to increased mortgage banking income, as the Company returned to selling the majority of its mortgage loan production in the second quarter. Non-interest income was up $\$ 2.8$ million, or 5.9 percent from non-interest income of $\$ 47.9$ million in the second quarter of 2002.

Non-interest expense was $\$ 95.4$ million in the second quarter of 2003, including the previously mentioned $\$ 10.1$ million in system replacement costs. Non-interest expense for the first quarter of 2003 included $\$ 7.4$ million in system replacement costs as previously discussed. Excluding these items, non-interest expense was $\$ 85.3$ million in the second quarter of 2003 , an increase of $\$ 2.5$ million, or 3.0 percent, compared to the previous quarter and a decrease of $\$ 4.1$ million, or 4.6 percent, from the same quarter last year. The increase from the previous quarter was largely due to increased
salary expense resulting from vesting of restricted stock, severance accruals and seasonal pay increases.
The efficiency ratio was 67.6 percent for the second quarter of 2003. Excluding systems replacement costs, the efficiency ratio was 60.4 percent in the second quarter, compared to 61.0 percent in the previous quarter and 63.5 percent in the same quarter last year. For the six months ending June 30 , 2003, the efficiency ratio, excluding systems replacement and net restructuring costs was 60.7 percent compared to 61.9 percent in the comparable period last year.

The Company's business segments are defined as Retail Banking, Commercial Banking, Investment Services Group, and Treasury and Other Corporate. Business segment results are determined based on the Company's internal financial management reporting process and organizational structure. Business segment performance details are summarized in Tables 11 and 11a.

## Asset Quality

Bank of Hawaii Corporation's credit quality continued to improve in the second quarter of 2003 as measured by reductions in non-performing assets and internal classifications, and a continued positive trend in the level of net charge-offs. Non-performing assets were $\$ 42.0$ million at the end of the quarter, a decrease of $\$ 2.2$ million, or 5.0 percent, from non-performing assets of $\$ 44.2$ million at the end of the previous quarter. Improvements in non-performing assets were largely the result of loans returned to accrual or paid-off. These reductions were partially offset by the downgrade of a $\$ 7.6$ million credit to a local company in Hawaii. Non-performing assets declined $\$ 36.8$ million, or 46.7 percent compared to $\$ 78.8$ million at the end of the same quarter last year. At June 30, 2003 the ratio of non-performing assets to total loans plus foreclosed assets and non-performing loans held for sale was 0.77 percent compared with 0.79 percent at March 31, 2003 and 1.45 percent at June 30, 2002.

Non-accrual loans were $\$ 32.7$ million at June 30, 2003, a reduction of $\$ 2.4$ million, or 6.8 percent, from $\$ 35.1$ million at March 31 , 2003 and down $\$ 28.9$ million, or 46.9 percent, from $\$ 61.6$ million at June 30 , 2002. Non-accrual loans as a percentage of total loans were 0.60 percent at June 30 , 2003, down from 0.63 percent at the end of the previous quarter and down significantly from 1.14 percent at the end of the comparable quarter last year.

Net charge-offs for the second quarter of 2003 were $\$ 2.1$ million, or 0.15 percent (annualized) of total average loans, a decrease from $\$ 2.8$ million, or 0.21 percent (annualized) of total average loans in the first quarter of 2003. Net charge-offs during the second quarter of 2002 were $\$ 3.3$ million, or 0.24 percent (annualized) of total average loans. Net charge-offs during the second quarter of 2003 were comprised of $\$ 5.7$ million in charge-offs partially offset by recoveries of $\$ 3.6$ million. Net charge-offs for the first half of 2003 were $\$ 4.9$ million, or 0.18 percent (annualized) of total average loans, a decrease from $\$ 11.6$ million, or 0.42 percent (annualized) of total average loans in the comparable period last year.

The allowance for loan and lease losses was $\$ 138.0$ million at June 30, 2003. The ratio of the allowance for loan and lease losses to total loans was 2.52 percent at June 30, 2003 unchanged from March 31, 2003 and down from 2.94 percent at June 30, 2002.

Concentrations of credit exposure to selected components of the portfolio are summarized in Table 7.

## Other Financial Highlights

Total assets were $\$ 9.6$ billion at June 30, 2003, up from $\$ 9.5$ billion at December 31, 2002 and down from $\$ 9.8$ billion at June 30, 2002. The increase from December 31, 2002 was largely due to growth in loans offset by reductions in non-earning assets. Compared to the previous year, total assets decreased $\$ 273$ million due to reductions in short-term investments as excess liquidity was utilized for share repurchases and debt reduction that offset loan growth.

Total assets increased $\$ 141$ million compared to March 31, 2003 largely due to growth in investment securities that offset a net decrease in loans. Commercial loans declined slightly from the previous quarter as managed reductions in syndicated lending and lease financing offset growth in Hawaii commercial lending. The decrease in consumer loans was largely the result of reductions in residential mortgages as the Company returned to selling new loan originations in the secondary market during the second quarter of 2003. Loan portfolio balances are summarized in Table 7.

Total deposits at June 30, 2003 were $\$ 7.1$ billion, up $\$ 221$ million from December 31, 2002 and up $\$ 685$ million from June 30, 2002 as growth in demand and savings deposits continued to offset managed decreases in time and foreign deposits.

During the second quarter of 2003, Bank of Hawaii Corporation repurchased 2.2 million shares of common stock at a total cost of $\$ 73.0$ million under the share repurchase program. The average cost per share was $\$ 33.70$ during the quarter. From the beginning of the program through June 30 , 2003 , the Company had repurchased a total of 25.2 million shares and returned a total of $\$ 687.2$ million to the shareholders at an average cost of $\$ 27.31$ per share. Through July 25, 2003, the Company repurchased an additional 0.24 million shares of common stock at a cost of $\$ 34.15$ per share. Remaining buyback authority was $\$ 104.7$ million at July 25, 2003.

The Company's capital and liquidity remains exceptionally strong. At June 30, 2003 the Tier 1 leverage ratio was 9.29 percent compared to 10.03 percent at March 31, 2003 and 12.11 percent at June 30, 2002.

The Company's Board of Directors declared a quarterly cash dividend of $\$ 0.19$ per share on the Company's outstanding shares. The dividend will be payable on September 15, 2003 to shareholders of record at the close of business on August 22, 2003. The Company's dividend level is currently under review and it is anticipated that an increase will be announced in the third quarter earnings release.

## Information Technology Systems Replacement Project

Bank of Hawaii Corporation signed a seven-year outsourcing agreement with Metavante Corporation in July of 2002 to serve as the Company's primary technology systems provider. The conversion to Metavante was completed on July 7, 2003. The Company has been successfully operating on the Metavante platform since the conversion. This lower cost platform is expected to provide annual cost savings of over $\$ 17$ million compared to second quarter 2002 technology expense levels. In connection with this project, the Company estimates that it will recognize transition charges of approximately $\$ 35$ million over the five-quarter conversion period that ends during the third quarter of 2003. During the second quarter of 2003 , $\$ 10.1$ million in costs were incurred, bringing the total project-to-date cost to $\$ 31.1$ million. The remaining system conversion cost of approximately $\$ 4.4$ million is expected to be recognized in the third quarter of 2003. Additional details on this project may be found in Table 10.

Economic Outlook

Economic expansion continued in Hawaii during the second quarter of 2003. Hawaii personal income during the first quarter of 2003 increased 5.5 percent from the prior year period in nominal terms. Adjusted for inflation, Hawaii real personal income grew at a 3.5 percent compound annual rate during the eight quarters ended in the first quarter of 2003, a pace that is expected to continue through 2003. Hawaii seasonally-adjusted unemployment rose from 3.0 percent in February 2003 to 4.1 percent in June 2003, the same unemployment rate as one year earlier in June 2002. A resurgence of payroll employment growth after the Iraq conflict suggested that unemployment rates had only temporarily increased. Domestic travel -comprising more than 80 percent of passenger volumes -- rose 4.8 percent during the second quarter of 2003 from the same quarter last year. International travel to Hawaii fell to 30.8 percent below second quarter 2002 volumes. The resulting 3.8 percent decline in overall passenger volumes during the second quarter of 2003 from same quarter last year was reversed in July 2003 as Asian arrivals increased. For more economic information, visit the Company's web site http://www.boh.com/econ/.

## Earnings Outlook

The Company continues to believe that its previously published earnings guidance of $\$ 131$ million in net income for the full year of 2003 remains realistic. Based on current conditions, the Company does not expect to record a provision for loan and lease losses in 2003. However, the actual amount of the provision for loan and lease losses depends on determinations of credit risk that are made near the end of each quarter. Earnings per share and return on equity projections continue to be dependent upon the terms and timing of share repurchases.

## Conference Call Information

The Company will review its second quarter 2003 financial results today at 8:00 a.m. Hawaii Time ( $2: 00 \mathrm{p} . \mathrm{m}$. Eastern Time). The presentation will be accessible via teleconference and via the Investor Relations link of Bank of Hawaii Corporation's web site, www.boh.com. The conference call number is (800) $915-4836$ in the United States or (973) 317-5319 for international callers. No confirmation code is required to access the call. A replay will be available for one week beginning at 10:00 a.m. Hawaii Time ( $4: 00$ p.m. Eastern Time) on Monday, July 28, 2003 by calling (800) 428-6051 in the United States or (973) 709-2089 for international callers and entering the number 273139 when prompted. A replay of the presentation will also be available via the Investor Relations link of the Company's web site.

Bank of Hawaii Corporation is a regional financial services company serving businesses, consumers and governments in Hawaii, American Samoa and the West Pacific. The Company's principal subsidiary, Bank of Hawaii, was founded in 1897 and is the largest independent financial institution in Hawaii. For more information about Bank of Hawaii Corporation, see the Company's web site, www.boh.com.

This news release contains forward-looking statements concerning, among other things, the likelihood of an increase in dividend, the expected level of loan loss provisioning, anticipated costs and annual savings of our technology systems replacement project, and anticipated revenues and expenses in 2003 and beyond. 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: 1) unanticipated changes in business and economic conditions, the competitive environment, fiscal and monetary policies, or legislation in Hawaii and the other markets we serve; 2) changes in our credit quality or risk profile which may increase or decrease the required level of allowance for loan and lease losses; 3) changes in market interest rates that may deteriorate our credit markets and ability to maintain our net interest margin; 4) changes to the amount and timing of our proposed equity repurchases; 5) inability to achieve expected benefits of our technology outsourcing project and other business process changes due to adverse changes in implementation processes or costs, operational savings, or timing; 6) actions by the United States military and real or threatened terrorist activity affecting business conditions; and 7) adverse weather and other natural conditions impacting our and our customers' operations. We do not undertake any obligation to update any forward-looking statements to reflect later events or circumstances.


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Statement of Condition Highlights and
    Performance Ratios
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Total Assets
Net Loans

$$
\begin{array}{cc}
\$ 9,550,934 & \$ 9,824,065 \\
5,333,896 & 5,250,216
\end{array}
$$

| Total Deposits |  | 7,140,849 | 6,455,981 |
| :---: | :---: | :---: | :---: |
| Total Shareholders' Equity |  | 913,010 | 1,191,072 |
| Book Value Per Common Share |  | \$15.50 | \$17.05 |
| Allowance / Loans Outstanding |  | 2.52\% | $2.94 \%$ |
| Average Equity / Average |  |  |  |
| Assets |  | $10.16 \%$ | 12.27\% |
| Employees (FTE) |  | 2,879 | 2,983 |
| Branches and offices |  | 91 | 97 |
| Market Price Per Share of Common Stock for the Quarter Ended: |  |  |  |
|  | Closing | \$33.15 | \$28.00 |
|  | High | \$35.90 | \$29.86 |
|  | Low | \$30.75 | \$25.45 |

(1) Certain 2002 information has been reclassified to conform to 2003 presentation.

Bank of Hawaii Corporation and Subsidiaries
Consolidated Statements of Income (Unaudited)
Table 2

| (dollars in thousands except per share amounts) | ```Three Months Ended June 30, 2003 2002None``` |  | Six Month June $\begin{equation*} 2003 \tag{1} \end{equation*}$ | ```Ended 30, 2002 (1)``` |
| :---: | :---: | :---: | :---: | :---: |
| Interest Income |  |  |  |  |
| Interest and Fees onLoans and Leases |  |  |  |  |
| Income on Investment Securities - Held to |  |  |  |  |
| Maturity | 3,083 | 4,544 | 5,366 | 9,689 |
| Income on Investment Securities - Available |  |  |  |  |
| for Sale | 19,815 | 26,805 | 42,278 | 53,998 |
| Deposits | 1,161 | 6,011 | 2,468 | 11,058 |
| Funds Sold and Security |  |  |  |  |
| Other | 1,016 | 1,395 | 2,205 | 2,727 |
| Total Interest Income     <br> Interest Expense 111,851 131,948 225,630 270,313 |  |  |  |  |
|  |  |  |  |  |
| Deposits | 13,309 | 22,166 | 27,756 | 46,144 |
| Security Repurchase |  |  |  | 18,549 |
| Funds Purchased | 219 | 245 | 424 | 476 |
| Short-Term Borrowings | 25 | 289 | 49 | 938 |
| Long-Term Debt | 5,422 | 8,055 | 11,283 | 16,374 |
| Total Interest Expense | 21,366 | 39,011 | 44,145 | 82,481 |
| Net Interest Income | 90,485 | 92,937 | 181,485 | 187,832 |
| Provision for Loan and Lease Losses | - | 3,324 | - | 11,616 |


| Net Interest Income After |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Provision for Loan and |  |  |  |  |
| Lease Losses | 90,485 | 89,613 | 181,485 | 176,216 |
| Non-Interest Income |  |  |  |  |
| Trust and Asset | 12,545 | 14,175 | 25,726 | 28,993 |
| Management | 6,061 | 2,842 | 6,344 | 10,799 |
| Mortgage Banking | 8,645 | 7,956 | 17,595 | 16,366 |


| Fees, Exchange, and Other Service Charges | Fees, Exchange, and |  |  | 25,517 |
| :---: | :---: | :---: | :---: | :---: |
| Investment Securities |  |  |  |  |
| Gains | 587 | 3 | 1,170 | 3 |
| Insurance | 2,991 | 2,563 | 5,973 | 5,162 |
| Other | 6,437 | 7,314 | 12,222 | 14,103 |
| Total Non-Interest Income | 50,739 | 47,918 | 95,492 | 100,943 |
| Non-Interest Expense |  |  |  |  |
| Salaries | 39,232 | 37,884 | 75,691 | 77,071 |
| Pensions and Other |  |  |  |  |
| Employee Benefits | 8,479 | 9,391 | 18,449 | 19,387 |
| Net Occupancy Expense | 9,628 | 9,321 | 19,241 | 18,914 |
| Net Equipment Expense | 9,208 | 9,997 | 18,956 | 20,118 |
| Restructuring and Other |  |  |  |  |
| Information Technology Systems Replacement |  |  |  |  |
| Project | 10,105 | - | 17,522 | - |
| Other | 18,742 | 22,777 | 35,735 | 43,324 |
| Total Non-Interest Expense | 95,394 | 89,370 | 185,594 | 180,793 |
| Income Before Income Taxes | 45,830 | 48,161 | 91,383 | 96,366 |
| Provision for Income Taxes | 15,796 | 17,145 | 31,548 | 34,294 |
| Net Income | \$30,034 | \$31,016 | \$59,835 | \$62,072 |
| Basic Earnings Per Share | \$0.50 | \$0.43 | \$0.99 | \$0.85 |
| Diluted Earnings Per Share | \$0.48 | \$0.42 | \$0.95 | \$0.83 |
| Dividends Per Share | \$0.19 | \$0.18 | \$0.38 | \$0.36 |
| Basic Weighted Average Shares | ,566,970 | ,299,850 | ,425,943 | ,803,414 |
| Diluted Weighted Average Shares | , 301,337 | ,486,987 | ,907,697 | , 815,508 |

(1) Certain 2002 information has been reclassified to conform to 2003 presentation.

Bank of Hawaii Corporation and Subsidiaries
Consolidated Statements of Condition
(Unaudited)
Table 3

| (dollars in thousands) | June 30, D $2003$ | $\begin{gathered} \text { December 31, } \\ 2002 \end{gathered}$ | $\begin{aligned} & \text { June 30, } \\ & 2002 \text { (1) } \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Interest-Bearing Deposits | \$307,552 | \$549,978 | \$1,346,014 |
| Investment Securities - Held to Maturity |  |  |  |
| (Market Value of $\$ 555,878$, $\$ 236,016$ and $\$ 323,722$, respectively) | 548,719 | 229,720 | 312,467 |
| ```Investment Securities - Available for Sale``` | 2,140,607 | 2,287,201 | 1,806,384 |
| Funds Sold | 250,000 | 195,000 | 125,000 |
| Loans Held for Sale | 71,892 | 40,118 | 48,416 |
| Loans | 5,471,870 | 5,359,004 | 5,409,195 |
| Allowance for Loan and Lease Losses | $(137,974)$ | $(142,853)$ | $(158,979)$ |
| Net Loans | 5,333,896 | 5,216,151 | 5,250,216 |


| Total Earning Assets | 8,652,666 | 8,518,168 | 8,888,497 |
| :---: | :---: | :---: | :---: |
| Cash and Non-Interest Bearing Deposits | 297,868 | 374,352 | 304,595 |
| Premises and Equipment | 165,542 | 176,969 | 188,128 |
| Customers' Acceptance Liability | 1,371 | 2,680 | 1,657 |
| Accrued Interest Receivable | 35,849 | 36,722 | 38,425 |
| Foreclosed Real Estate | 9,285 | 9,434 | 17,223 |
| Mortgage Servicing Rights | 24,841 | 28,820 | 30,244 |
| Goodwill | 36,216 | 36,216 | 36,216 |
| Other Assets | 327,296 | 333,057 | 319,080 |
| Total Assets | \$9,550,934 | \$9,516,418 | \$9,824,065 |
| Liabilities |  |  |  |
| Domestic Deposits |  |  |  |
| Non-Interest Bearing Demand | \$1,843,750 | \$1,719,633 | \$1,466,092 |
| Interest Bearing Demand | 1,157,801 | 1,169,128 | 986,546 |
| Savings | 2,754,607 | 2,535,219 | 2,292,395 |
| Time | 1,352,413 | 1,461,780 | 1,652,805 |
| Foreign Deposits |  |  |  |
| Time Due to Banks | - | 1,130 | 16,777 |
| Other Savings and Time | 32,278 | 33,271 | 41,366 |
| Total Deposits | 7,140,849 | 6,920,161 | 6,455,981 |
| Securities Sold Under Agreements to |  |  |  |
| Funds Purchased | 90,200 | 64,467 | 60,243 |
| Current Maturities of Long-Term |  |  |  |
| Short-Term Borrowings | 22,424 | 33,420 | 16,935 |
| Banker's Acceptances Outstanding | 1,371 | 2,680 | 1,657 |
| Retirement Benefits Payable | 62,678 | 61,385 | 37,642 |
| Accrued Interest Payable | 9,755 | 13,731 | 23,427 |
| Taxes Payable | 196,868 | 196,813 | 181,826 |
| Other Liabilities | 81,988 | 82,596 | 80,158 |
| Long-Term Debt | 318,535 | 275,004 | 344,057 |
| Total Liabilities | 8,637,924 | 8,500,659 | 8,632,993 |
| Shareholders' Equity |  |  |  |
| Common Stock (\$.01 par value); <br> authorized 500,000,000 shares; |  |  |  |
| ```issued / outstanding: June 2003 - 81,588,394 / 58,896,230;``` |  |  |  |
| December 2002-81,294,730 / |  |  |  |
| 63,015,442; June 2002- |  |  | 806 |
| Capital Surplus | 386,565 | 372,192 | 370,947 |
| Accumulated Other Comprehensive |  |  |  |
| Retained Earnings | 1,151,623 | 1,115,910 | 1,082,421 |
| Deferred Stock Grants | $(8,168)$ | $(1,424)$ | $(4,182)$ |
| Treasury Stock, at Cost (Shares: June 2003-22,692,164; December 2002 - 18,279,288; June 2002 - |  |  |  |
| Total Shareholders' Equity | 913,010 | 1,015,759 | 1,191,072 |
| Total Liabilities and Shareholders' |  |  |  |
| Equity | \$9,550,934 | \$9,516,418 | \$9,824,065 |

(1) Certain 2002 information has been reclassified to conform to 2003 presentation.

Bank of Hawaii Corporation and Subsidiaries
Consolidated Statements of Shareholders' Equity (Unaudited) Table 4


Bank of Hawaii Corporation and Subsidiaries
Consolidated Statements of Shareholders' Equity (Unaudited) Table 4


Bank of Hawaii Corporation and Subsidiaries
Consolidated Average Balances and Interest Rates - Taxable Equivalent Basis (Unaudited)

Table 5
$---------------------------------------------------------------------------1$

| (dollars in millions) | ```Three Months Ended June 30, 2003 Average Income/Yield/ Balance Expense Rate``` |  |  | Three Months Ended March 31, 2003 <br> Average Income/Yield/ <br> Balance Expense Rate |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Earning Assets |  |  |  |  |  |  |
| Interest Bearing |  |  |  |  |  |  |
| Funds Sold | 267.3 | 0.9 | 1.23 | 250.5 | 0.8 | 1.22 |
| Investment Securities |  |  |  |  |  |  |
| - Held to Maturity | 324.8 | 3.1 | 3.85 | 202.0 | 2.3 | 4.61 |
| - Available for Sale | 2,316.9 | 19.8 | 3.42 | 2,268.1 | 22.5 | 3.96 |
| Loans Held for Sale | 81.6 | 1.1 | 5.43 | 10.1 | 0.1 | 5.16 |
| Net Loans and Lease Financing |  |  |  |  |  |  |
| Domestic |  |  |  |  |  |  |
| - Commercial and |  |  |  |  |  |  |
| - Construction | 83.0 | 0.9 | 4.50 | 115.4 | 1.4 | 5.08 |
| - Commercial Mortgage | 682.5 | 10.1 | 5.93 | 597.8 | 9.0 | 6.14 |
| - Residential Mortgage | 2,295.1 | 37.3 | 6.50 | 2,249.0 | 37.7 | 6.70 |
| - Installment | 535.6 | 13.6 | 10.18 | 501.9 | 12.8 | 10.36 |
| - Home Equity | 442.7 | 5.6 | 5.06 | 434.5 | 5.7 | 5.28 |
| - Purchased Home Equity | 162.3 | 2.0 | 4.96 | 180.2 | 2.6 | 5.78 |
| - Lease Financing | 482.6 | 5.3 | 4.42 | 495.6 | 5.9 | 4.81 |
| Total Domestic Loans | 5,503.6 | 84.8 | 6.17 | 5,446.1 | 85.6 | 6.33 |
| Foreign | 14.8 | - | - | 14.7 | - | - |
| Total Loans | 5,518.4 | 84.8 | 6.16 | 5,460.8 | 85.6 | 6.32 |
| Other | 75.3 | 1.0 | 5.41 | 74.6 | 1.2 | 6.47 |
| Total Earning Assets | 8,796.7 | 111.9 | 5.09 | 8,519.9 | 113.8 | 5.38 |
| Cash and Non-interest |  |  |  |  |  |  |
| Bearing Deposits | 325.6 |  |  | 331.6 |  |  |
| Other Assets | 385.9 |  |  | 391.5 |  |  |
| Total Assets | \$9,508.2 |  |  | \$9,243.0 |  |  |

Interest Bearing
Liabilities
Interest Bearing
Deposits
Domestic Deposits

| - Demand | \$1,164.8 | 0.7 | 0.25 | \$1,149.2 | 0.7 | 0.26 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - Savings | 2,744.1 | 4.5 | 0.65 | 2,608.2 | 4.6 | 0.71 |
| - Time | 1,401.4 | 8.1 | 2.31 | 1,443.3 | 9.1 | 2.55 |
| Total Domestic Deposits Foreign Deposits | 5,310.3 | 13.3 | 1.00 | 5,200.7 | 14.4 | 1.12 |
| - Time Due to Banks | - | - | - | 1.0 | - | - |
| - Other Time and Savings | 30.3 | 0.1 | 0.91 | 30.5 | 0.1 | 1.23 |
| Total Foreign Deposits | 30.3 | 0.1 | 0.91 | 31.5 | 0.1 | 1.11 |


| Deposits | 5,340.6 | 13.4 | 1.00 | 5,232.2 | 14.5 | 1.12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Short-Term Borrowings | 810.2 | 2.6 | 1.30 | 649.8 | 2.5 | 1.54 |
| Long-Term Debt | 371.5 | 5.4 | 5.85 | 390.4 | 5.8 | 6.09 |
| Total Interest Bearing Liabilities | 6,522.3 | 21.4 | 1.31 | 6,272.4 | 22.8 | 1.47 |
| Net Interest Income |  | \$90.5 |  |  | \$91.0 |  |
| Interest Rate Spread |  |  | 3.78\% |  |  | 3.91\% |
| Net Interest Margin |  |  | 4.12\% |  |  | 4.29\% |
| Non-Interest Bearing Demand Deposits (Domestic) | 1,695.3 |  |  | 1,636.8 |  |  |
| Other Liabilities | 358.7 |  |  | 360.7 |  |  |
| Shareholders' Equity | 931.9 |  |  | 973.1 |  |  |
| Total Liabilities and Shareholders' Equity | \$9,508.2 |  |  | \$9,243.0 |  |  |

(1) Certain 2002 information has been reclassified to conform to 2003 presentation.


(1) Certain 2002 information has been reclassified to conform to 2003 presentation.

Bank of Hawaii Corporation and Subsidiaries
Analysis of Change in Net Interest Income - Taxable Equivalent Basis (Unaudited)

Table 6


Three Months Ended June 30, 2003
Compared to March 31, 2003
(dollars in millions) Volume (1) Rate (1) Time (1) Total

Change in Interest Income:
Interest Bearing Deposits
Funds Sold
Investment Securities Held to Maturity Available for Sale 0.4 (3.1) $\quad$ - (2.7)

Loans Held for Sale

| $\$(0.2)$ | $\$ 0.1$ | $\$-$ | $\$(0.1)$ |
| :---: | :---: | :---: | :---: |
| 0.1 | - | - | 0.1 |
|  |  |  |  |
| 1.2 | $(0.4)$ | - | 0.8 |
| 0.4 | $(3.1)$ | - | $(2.7)$ |
| 1.0 | - | - | 1.0 |

Net Loans and Lease Financing

| (Domestic) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Commercial and Industrial | (0.6) | - | 0.1 | (0.5) |
| Construction | (0.3) | (0.2) | - | (0.5) |
| Commercial Mortgage | 1.3 | (0.3) | 0.1 | 1.1 |
| Residential Mortgage | 0.7 | (1.1) | - | (0.4) |
| Installment | 0.8 | (0.2) | 0.2 | 0.8 |
| Home Equity | 0.1 | (0.2) | - | (0.1) |
| Purchased Home Equity | (0.2) | (0.4) | - | (0.6) |
| Lease Financing | (0.2) | (0.5) | 0.1 | (0.6) |
| Total Loans | 1.6 | (2.9) | 0.5 | (0.8) |
| Other | - | (0.2) | - | (0.2) |
| Total Change in Interest <br> Income <br> 4.1 <br> (6.5) <br> 0.5 <br> (1.9) |  |  |  |  |
| Change in Interest Expense: |  |  |  |  |
| Interest Bearing Deposits (Domestic) |  |  |  |  |
| Savings | 0.2 | (0.4) | 0.1 | (0.1) |
| Time | (0.2) | (0.9) | 0.1 | (1.0) |
| Total Interest Bearing |  |  |  |  |
| Short-Term Borrowings | 0.5 | (0.4) | - | 0.1 |
| Long-Term Debt | (0.3) | (0.2) | 0.1 | (0.4) |
| Total Change in Interest |  |  |  |  |
| Change in Net Interest Income | \$3.9 | \$(4.6) | \$0.2 | \$(0.5) |
| (1) The changes for each cate allocated between the portion in volume, rate or time for t | y of inte <br> changes <br> category | rest incom attributab | ne and exp ble to the | ense are variance |
| Bank of Hawaii Corporation and Subsidiaries |  |  |  |  |
| (dollars in millions) | $\begin{gathered} \text { June 30, } \\ 2003 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2003 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2002 \end{gathered}$ | $\begin{aligned} & \text { June 30, } \\ & 2002 \text { (1) } \end{aligned}$ |
| Domestic <br> Commercial |  |  |  |  |
| Commercial and |  |  |  |  |
| Industrial | \$808.5 | \$824.9 | \$875.0 | \$993.4 |
| Commercial |  |  |  |  |
| Mortgage | 689.7 | 691.7 | 591.1 | 562.5 |
| Construction | 83.6 | 86.7 | 127.5 | 148.6 |
| Lease |  |  |  |  |
| Financing | 416.9 | 430.4 | 427.3 | 432.7 |
| Total Commercial | 1,998.7 | 2,033.7 | 2,020.9 | 2,137.2 |
| Consumer |  |  |  |  |
| Residential |  |  |  |  |
| Mortgage | 2,222.0 | 2,305.3 | 2,131.4 | 2,361.2 |
| Home Equity | 450.3 | 439.1 | 428.2 | 404.2 |
| Purchased Home |  |  |  |  |


| Equity | 145.6 | 170.9 | 185.8 | - |
| :---: | :---: | :---: | :---: | :---: |
| Other Consumer | 554.8 | 518.5 | 493.3 | 403.2 |
| Lease |  |  |  |  |
| Financing | 34.0 | 33.8 | 34.5 | 37.3 |
| Total Consumer | 3,406.7 | 3,467.6 | 3,273.2 | 3,205.9 |
| Total Domestic | 5,405.4 | 5,501.3 | 5,294.1 | 5,343.1 |
| Foreign | 66.5 | 64.1 | 64.9 | 66.1 |
| Total Loans | \$5,471.9 | \$5,565.4 | \$5,359.0 | \$5,409.2 |

Selected Concentrations of Credit Exposure (Unaudited)

Air Transportation
Regional
Passenger
Carriers
United States
Based Passenger

| Guam |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Hotel (2) | \$42.8 | \$- | \$42.8 | \$44.4 | \$43.0 |
| Other Commercial | 148.3 | 35.5 | 183.8 | 166.0 | 230.2 |
| Consumer | 259.0 | 6.8 | 265.8 | 257.4 | 283.3 |
| Total Guam | \$450.1 | \$42.3 | \$492.4 | \$467. 8 | \$556. 5 |
| Syndicated |  |  |  |  |  |
| Exposure | \$278. 3 | \$606. 8 | \$885.1 | \$1,002.1 | 1,096.2 |

Exposure includes loans, leveraged leases and operating leases.
(1) Certain 2002 information has been reclassified to conform to 2003 presentation.
(2) A $\$ 25.0$ million payment-in-full was received in mid-July reducing Hotel exposure to $\$ 17.8$ million.

Bank of Hawaii Corporation and Subsidiaries Consolidated Non-Performing Assets and Accruing Loans Past Due 90 Days or More (Unaudited)

Table 8


Ratio of Non-Performing Assets and
Accruing Loans
Past Due 90 Days or More
to Total Loans $0.82 \% \quad 0.87 \% \quad 1.05 \% \quad 1.24 \% \quad 1.48 \%$

| Quarter to Quarter Changes in NonPerforming Assets |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at Beginning of |  |  |  |  |  |
| Quarter | \$44.2 | \$54.4 | \$63.3 | \$78.8 | \$90.7 |
| Additions | 11.6 | 4.8 | 12.0 | 7.0 | 20.5 |
| Reductions |  |  |  |  |  |
| Payments and Sales of Loans | (4.3) | (5.6) | (6.9) | (8.5) | (20.6) |
| Return to Accrual | (7.5) | (5.6) | (1.9) | (9.1) | (6.2) |
| Sales of Foreclosed Assets | (0.7) | (1.1) | (9.4) | (1.4) | (3.5) |
| Charge-offs | (1.3) | (2.7) | (2.7) | (3.5) | (2.1) |
| Total Reductions | (13.8) | (15.0) | (20.9) | (22.5) | (32.4) |
| Balance at End of Quarter | \$42.0 | \$44.2 | \$54.4 | \$63.3 | \$78.8 |

(1) Certain 2002 information has been reclassified to conform to 2003 presentation.

Bank of Hawaii Corporation and Subsidiaries
Consolidated Allowance for Loan and Lease Losses (Unaudited) Table 9

| (dollars in millions) | Three Months Ended $\begin{array}{ccc}\text { June 30, March 31, June 30, } \\ 2003 & 2003 & 2002 \text { (1) }\end{array}$ |  |  | ```Six Months Ended June 30, 2003 2002None``` |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at Beginning of Period | \$140.0 | \$142.9 | \$159.0 | \$142.9 | \$159.0 |
| Loans Charged-Off Commercial |  |  |  |  |  |
| Commercial and Industrial | (0.6) | (1.6) | (2.8) | (2.2) | (10.1) |
| Commercial Mortgage | (0.4) | - | (0.4) | (0.4) | (0.4) |
| Construction | - | (0.5) | - | (0.5) | (0.5) |
| Lease Financing | (0.3) | - | (0.1) | (0.3) | (0.1) |
| Consumer |  |  |  |  |  |
| Residential Mortgage | (0.7) | (0.7) | (1.0) | (1.4) | (2.4) |
| Home Equity | - | (0.1) | (0.1) | (0.1) | (0.2) |
| Other Consumer | (3.6) | (3.1) | (3.0) | (6.7) | (6.7) |
| Lease Financing | - | (0.1) | (0.1) | (0.1) | (0.2) |
| Total Charge-Offs | (5.7) | (6.1) | (7.5) | (11.7) | (20.6) |
| ```Recoveries on Loans Previously Charged-Off Commercial``` |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Commercial and |  |  |  |  |  |
| Industrial | 1.8 | 0.6 | 2.1 | 2.4 | 2.8 |
| Commercial Mortgage | 0.1 | - | 0.1 | 0.1 | 1.9 |
| Construction | 0.1 | 0.9 | - | 1.0 | - |
| Consumer |  |  |  |  |  |
| Residential Mortgage | 0.3 | 0.2 | 0.4 | 0.5 | 0.7 |
| Home Equity | - | 0.1 | - | 0.1 | 0.1 |


| Other Consumer | 1.3 | 1.3 | 1.5 | 2.6 | 3.3 |
| :---: | :---: | :---: | :---: | :---: | ---: |
| Lease Financing | - | 0.1 | - | 0.1 | - |
| Foreign | - | 0.1 | 0.1 | 0.1 | 0.2 |


| Total Recoveries | 3.6 | 3.3 | 4.2 | 6.9 | 9.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Loan Charge-Offs | (2.1) | (2.8) | (3.3) | (4.9) | (11.6) |
| Provision for Loan and Lease Losses | - | - | 3.3 | - | 11.6 |
| Balance at End of Period | \$138.0 | \$140.0 | \$159.0 | \$138.0 | \$159.0 |

Average Loans
Outstanding $\quad \$ 5,518.4$ \$5,460.8 \$5,504.5 \$5,489.8 \$5,544.7

| Ratio of Net Charge-Offs |
| :--- |
| to Average Loans |
| Outstanding |
| (annualized) |


| Ratio of Allowance to |
| :--- |
| Loans Outstanding |

(1) Certain 2002 information has been reclassified to conform to 2003 presentation.

Totals may not add due to rounding.

Bank of Hawaii Corporation and Subsidiaries
Information Technology Systems Replacement Project
(Unaudited)
Table 10


| Total <br> Expected Project Costs | \$12.6 | \$5.3 | \$9.2 | \$8.4 | \$35.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (1) Includes contract termination, equipment, excise tax and other costs. |  |  |  |  |  |
| Bank of Hawaii Corporation and Subsidiaries <br> Business Segment Selected Financial Information (Unaudited) Table 11 |  |  |  |  |  |
| (dollars in thousands) | Retail Banking | Investment  Treasury Consoli- <br> Commercial Services and Other dated <br> Banking Group Corporate Total |  |  |  |
| ```Three Months Ended June 30, 2 0 0 3``` |  |  |  |  |  |
| Net Interest Income | \$57,375 | \$36,382 | \$3,332 | \$ $(6,604)$ | \$90,485 |
| Provision for Loan and Lease Losses | $(1,321)$ | $(1,022)$ |  | $2,343$ |  |
| Net Interest Income After Provision for Loan and Lease Losses | 56,054 | 35,360 | 3,332 | $(4,261)$ | 90,485 |
| Non-Interest Income | 23,899 | 7,944 | 15,428 | 3,468 | 50,739 |
| Information <br> Technology <br> Systems <br> Replacement <br> Project <br> Non-Interest <br> Expense | 79,953 | 43,304 | 18,760 | (793) | 141,224 |
|  | (368) | - | (90) | $(9,647)$ | $(10,105)$ |
|  | $(42,126)$ | $(23,205)$ | $(15,937)$ | $(4,021)$ | $(85,289)$ |
| Income Before <br> Income Taxes Provision for Income Taxes | $\begin{gathered} 37,459 \\ (13,860) \end{gathered}$ | $\begin{aligned} & 20,099 \\ & (7,319) \end{aligned}$ | $\begin{aligned} & 2,733 \\ & (1,011) \end{aligned}$ | $\begin{array}{r} (14,461) \\ 6,394 \end{array}$ | $\begin{gathered} 45,830 \\ (15,796) \end{gathered}$ |
| Allocated Net Income (Loss) | 23,599 | 12,780 | 1,722 | $(8,067)$ | 30,034 |
| Allowance <br> Funding Value <br> GAAP Provision | $\begin{gathered} (161) \\ 1,321 \end{gathered}$ | $(1,100)$ 1,022 | 7 - | 1,268 $(2,343)$ | - |
| Economic <br> Provision | $(2,901)$ | $(3,027)$ | (112) | (5) | $(6,045)$ |
| Tax Effect of Adjustments | 644 | 1,149 | 44 | 400 | 2,237 |
| Income Before Capital Charge | 22,502 | 10,824 | 1,647 | $(8,747)$ | 26,226 |


| Capital Charge | $(5,494)$ | $(5,350)$ | $(1,512)$ | $(13,275)$ | $(25,631)$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ```Net Income (Loss) After Capital Charge (NIACC)``` | $\$ 17,008$ | \$5,474 | \$135 | \$ 22,022 ) | \$595 |
| RAROC (ROE for the Company) | 45\% | 22\% | 12\% | (7) \% | 13\% |
| Total Assets at June 30, 2003 | $\$ 3,482,754$ | \$2,207,816 | \$127,894 | \$3,732,470 | \$9,550,934 |
| ```Three Months Ended June 30, 2002``` |  |  |  |  |  |
| Net Interest Income | \$48,996 | \$34,705 | \$3,140 | \$6,096 | \$92,937 |
| Provision for Loan and Lease Losses | (549) | $(3,096)$ |  | $321$ | $(3,324)$ |
| Net Interest Income After Provision for Loan and Lease Losses | 48,447 | 31,609 | 3,140 | 6,417 | 89,613 |
| Non-Interest Income | 18,435 | 8,752 | 17,376 | 3,355 | 47,918 |
| Non-Interest Expense | $\begin{aligned} & 66,882 \\ & (44,512) \end{aligned}$ | $\begin{aligned} & 40,361 \\ & (24,372) \end{aligned}$ | $\begin{aligned} & 20,516 \\ & (18,059) \end{aligned}$ | $\begin{aligned} & 9,772 \\ & (2,427) \end{aligned}$ | $\begin{aligned} & 137,531 \\ & (89,370) \end{aligned}$ |
| Income Before Income Taxes Provision for Income Taxes | $\begin{aligned} & 22,370 \\ & (8,277) \end{aligned}$ | $\begin{aligned} & 15,989 \\ & (5,834) \end{aligned}$ | $\begin{array}{r} 2,457 \\ (909) \end{array}$ | $\begin{aligned} & 7,345 \\ & (2,125) \end{aligned}$ | $\begin{aligned} & 48,161 \\ & (17,145) \end{aligned}$ |
| Allocated Net Income | 14,093 | 10,155 | 1,548 | 5,220 | 31,016 |
| Allowance <br> Funding Value | (204) | $(1,597)$ | (4) | 1,805 |  |
| GAAP Provision <br> Economic <br> Provision | $\begin{array}{r} 549 \\ (2,905) \end{array}$ | $\begin{aligned} & 3,096 \\ & (3,667) \end{aligned}$ | (124) | (321) | $\begin{aligned} & 3,324 \\ & (6,696) \end{aligned}$ |
| Tax Effect of Adjustments | $947$ | $802$ | 47 | (548) | 1,248 |
| Income Before Capital Charge Capital Charge | $\begin{aligned} & 12,480 \\ & (5,248) \end{aligned}$ | $\begin{aligned} & 8,789 \\ & (6,044) \end{aligned}$ | $\begin{aligned} & 1,467 \\ & (1,620) \end{aligned}$ | $\begin{gathered} 6,156 \\ (21,490) \end{gathered}$ | $\begin{aligned} & 28,892 \\ & (34,402) \end{aligned}$ |
| Net Income (Loss) After Capital Charge (NIACC) | $\$ 7,232$ | \$2,745 | \$(153) | \$ 15,334 ) | \$ $(5,510)$ |
| RAROC (ROE for the Company) | 26\% | 16\% | 10\% | 28\% | 10\% |

Total Assets at
June $30,2002 \$ 3,217,645 \$ 2,392,041 \$ 115,119 \$ 4,099,260$ \$9,824,065


Bank of Hawaii Corporation and Subsidiaries
Business Segment Selected Financial Information Table 11a (Unaudited)

|  |  | Investment |  | Treasury |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in | Retail | Commercial | Services | and Other | Consolidated |
| thousands) | Banking | Banking | Group | Corporate | Total |

Six Months
Ended June 30,
2003
Net Interest Income $\$ 112,359 \quad \$ 72,769 \quad \$ 7,302 \quad \$(10,945) \quad \$ 181,485$
Provision for Loan and Lease
Losses $(2,169) \quad(3,173) \quad-\quad 5,342)$

Net Interest Income After
Provision for
Loan and Lease
Losses $110,190 \quad 69,596 \quad 7,302 \quad 181,485$

| Non-Interest |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Income | 41,285 | 16,359 | 31,107 | 6,741 | 95,492 |


|  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Information | 151,475 | 85,955 | 38,409 | 1,138 | 276,977 |
| Technology <br> Systems <br> Replacement <br> Project |  | $(950)$ | $(23)$ | $(334)$ | $(16,215)$ |

$\left.\begin{array}{cccccc}\text { Income Before } & & & & \\ \text { Income Taxes } \\ \text { Provision for } \\ \text { Income Taxes }\end{array} \quad 67,730 \quad 40,008\right)$

| Allocated Net |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Income (Loss) | 42,670 | 25,419 | 3,927 | $(12,181)$ | 59,835 |


| Allowance |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Funding Value | (313) | $(2,241)$ | (17) | 2,571 | - |
| GAAP Provision | 2,169 | 3,173 | - | $(5,342)$ | - |
| Economic Provision | $(5,609)$ | $(6,086)$ | (244) | (10) | $(11,949)$ |
| Tax Effect of Adjustments | 1,389 | 1,907 | 97 | 1,028 | 4,421 |


| Income Before |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Capital Charge | 40,306 | 22,172 | 3,763 | $(13,934)$ | 52,307 |
| Capital Charge | $(10,886)$ | $(10,728)$ | $(3,030)$ | $(27,739)$ | $(52,383)$ |

[^0]Capital Charge

| (NIACC) | \$29,420 | \$11,444 | \$733 | \$ 41,673$)$ | \$(76) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| RAROC (ROE for the Company) | 41\% | 23\% | 14\% | (5) \% | 13\% |
| Total Assets at June 30, 2003 | $\$ 3,482,754$ | $\$ 2,207,816$ | $\$ 127,894$ | $\$ 3,732,470$ | \$9,550,934 |
| $\begin{aligned} & \text { Six Months } \\ & \text { Ended June 30, } \\ & 2002 \end{aligned}$ |  |  |  |  |  |
| Net Interest Income | \$98,552 | \$70,335 | \$6,140 | \$12,805 | \$187,832 |
| Provision for Loan and Lease Losses | $(2,491)$ | $(9,606)$ |  | 481 | $(11,616)$ |
| Net Interest <br> Income After <br> Provision for <br> Loan and Lease Losses | 96,061 | 60,729 | 6,140 | 13,286 | 176,216 |
| Non-Interest Income | 42,487 | 17,373 | 35,200 | 5,883 | 100,943 |
|  | 138,548 | 78,102 | 41,340 | 19,169 | 277,159 |
| Restructuring and Other Related Costs |  |  |  | $(1,979)$ | $(1,979)$ |
| Non-Interest Expense | $(90,826)$ | $(49,327)$ | $(34,119)$ | $(4,542)$ | $(178,814)$ |
| Income Before <br> Income Taxes Provision for Income Taxes | $\begin{gathered} 47,722 \\ (17,657) \end{gathered}$ | $\begin{aligned} & 28,775 \\ & (10,489) \end{aligned}$ | $\begin{aligned} & 7,221 \\ & (2,672) \end{aligned}$ | $\begin{aligned} & 12,648 \\ & (3,476) \end{aligned}$ | $\begin{aligned} & 96,366 \\ & (34,294) \end{aligned}$ |
| Allocated Net Income | 30,065 | 18,286 | 4,549 | 9,172 | 62,072 |
| Allowance Funding Value | (471) | $(3,149)$ | (11) | 3,631 | -11, ${ }^{-}$ |
| GAAP Provision | 2,491 | 9,606 | - | (481) | 11,616 |
| Economic Provision | $(5,409)$ | $(7,905)$ | (251) | (3) | $(13,568)$ |
| Tax Effect of Adjustments | 1,254 | 536 | 97 | $(1,165)$ | 722 |
| Income Before Capital Charge Capital Charge | $\begin{gathered} 27,930 \\ (10,571) \end{gathered}$ | $\begin{aligned} & 17,374 \\ & (12,603) \end{aligned}$ | $\begin{aligned} & 4,384 \\ & (3,121) \end{aligned}$ | $\begin{aligned} & 11,154 \\ & (42,856) \end{aligned}$ | $\begin{aligned} & 60,842 \\ & (69,151) \end{aligned}$ |
| Net Income (Loss) After Capital Charge (NIACC) | $\$ 17,359$ | \$4,771 | \$1,263 | \$ 31,702$)$ | \$ $(8,309)$ |
| RAROC (ROE for the Company) | 29\% | 15\% | 16\% | 26\% | 10\% |

Total Assets at

Bank of Hawaii Corporation and Subsidiaries
Quarterly Summary of Selected Consolidated Financial Data Table 12 (Unaudited)
Three Months Ended (1)

(dollars in thousands except per share | June 30, March 31, Dec. 31, |
| :--- |
| amounts) |

| Quarterly Operating Results |  |  |  |
| :---: | :---: | :---: | :---: |
| Interest Income |  |  |  |
| Interest and Fees on Loans and Leases | \$85,954 | \$85,773 | \$85,945 |
| Income on Investment Securities Held to Maturity | 3,083 | 2,283 | 3,122 |
| Income on Investment Securities Available for Sale | 19,815 | 22,463 | 24,088 |
| Deposits | 1,161 | 1,307 | 3,578 |
| Funds Sold and Security Resale |  |  |  |
| Other | 1,016 | 1,189 | 1,312 |
| Total Interest Income | 111,851 | 113,779 | 118,879 |
| Interest Expense |  |  |  |
| Deposits | 13,309 | 14,447 | 17,657 |
| Security Repurchase Agreements | 2,391 | 2,242 | 4,585 |
| Funds Purchased | 219 | 205 | 255 |
| Short-Term Borrowings | 25 | 24 | 217 |
| Long-Term Debt | 5,422 | 5,861 | 5,947 |
| Total Interest Expense | 21,366 | 22,779 | 28,661 |
| Net Interest Income | 90,485 | 91,000 | 90,218 |
| Provision for Loan and Lease Losses | - | - | - |
| Net Interest Income After Provision for |  |  |  |
| Non-Interest Income |  |  |  |
| Trust and Asset Management | 12,545 | 13,181 | 13,085 |
| Mortgage Banking | 6,061 | 283 | 4,398 |
| Service Charges on Deposit Accounts | 8,645 | 8,950 | 8,326 |
| Fees, Exchange, and Other Service Charges | 13,473 | 12,989 | 12,963 |
| Investment Securities Gains | 587 | 583 | 612 |
| Insurance | 2,991 | 2,982 | 3,099 |
| Other | 6,437 | 5,785 | 7,872 |
| Total Non-Interest Income | 50,739 | 44,753 | 50,355 |
| Non-Interest Expense |  |  |  |
| Salaries | 39,232 | 36,459 | 38,462 |
| Pensions and Other Employee Benefits | 8,479 | 9,970 | 6,272 |
| Net Occupancy Expense | 9,628 | 9,613 | 10,638 |
| Net Equipment Expense | 9,208 | 9,748 | 11,077 |
| Restructuring and Other Related Costs | - | - | 385 |
| Information Technology Systems Replacement Project | 10,105 | 7,417 | 7,052 |
| Other | 18,742 | 16,993 | 22,827 |
| Total Non-Interest Expense | 95,394 | 90,200 | 96,713 |
| Income Before Income Taxes | 45,830 | 45,553 | 43,860 |


| Provision for Income Taxes | 15,796 | 15,752 | 14,952 |
| :---: | :---: | :---: | :---: |
| Net Income | \$30,034 | \$29,801 | \$28,908 |
| Basic Earnings Per Share | \$0.50 | \$0.49 | \$0.45 |
| Diluted Earnings Per Share | \$0.48 | \$0.47 | \$0.44 |
| Balance Sheet Totals |  |  |  |
| Total Assets | 9,550,934 | 9,410,210 | 9,516,418 |
| Net Loans | 5,333,896 5, | 5,425,343 | 5,216,151 |
| Total Deposits | 7,140,849 | 6,987,331 | 6,920,161 |
| Total Shareholders' Equity | 913,010 | 952,007 | 1,015,759 |
| Performance Ratios |  |  |  |
| Return on Average Assets | 1.27\% | 1.31\% | 1.20\% |
| Return on Average Equity | 12.93\% | 12.42\% | 10.72\% |
| Efficiency Ratio | 67.55\% | 66.44\% | 68.80\% |
| Efficiency Ratio excluding ITSRP and Restructuring Costs | 60.39\% | 60.98\% | 63.51\% |

(1) Certain 2002 information has been reclassified to conform to 2003 presentation.

Bank of Hawaii Corporation and Subsidiaries
Quarterly Summary of Selected Consolidated Financial Data Table 12 (Unaudited)

| (dollars in thousands except per share amounts) | Three Mon September 30, 2002 | $\begin{aligned} & \text { ths Ended } \\ & \text { June 30, } \\ & 2002 \end{aligned}$ | ```1) March 31, 2002``` |
| :---: | :---: | :---: | :---: |
| Quarterly Operating Results |  |  |  |
| Interest Income |  |  |  |
| Interest and Fees on Loans andLeases |  |  |  |
| Income on Investment Securities |  |  | 5,145 |
| Income on Investment Securities |  |  | 27,193 |
| Deposits | 5,384 | 6,011 | 5,047 |
| Funds Sold and Security Resale |  |  | 1,003 |
| Other | 1,575 | 1,395 | 1,332 |
| Total Interest Income | 127,346 | 131,948 | 138,365 |
| Interest Expense |  |  |  |
| Deposits | 20,547 | 22,166 | 23,978 |
| Security Repurchase Agreements | 7,039 | 8,256 | 10,293 |
| Funds Purchased | 299 | 245 | 231 |
| Short-Term Borrowings | 334 | 289 | 649 |
| Long-Term Debt | 6,946 | 8,055 | 8,319 |
| Total Interest Expense | 35,165 | 39,011 | 43,470 |
| Net Interest Income | 92,181 | 92,937 | 94,895 |
| Provision for Loan and Lease Losses | Provision for Loan and Lease |  |  |
| Net Interest Income After |  |  |  |
| Provision for Loan and Lease Losses | 92,181 | 89,613 | 86,603 |
| Non-Interest Income |  |  |  |


| Trust and Asset Management | 13,655 | 14,175 | 14,818 |
| :---: | :---: | :---: | :---: |
| Mortgage Banking | 3,669 | 2,842 | 7,957 |
| Service Charges on Deposit Accounts | 7,925 | 7,956 | 8,410 |
| Fees, Exchange, and Other Service Charges | 13,114 | 13,065 | 12,452 |
| Investment Securities Gains | - | 3 | - |
| Insurance | 2,677 | 2,563 | 2,599 |
| Other | 5,997 | 7,314 | 6,789 |
| Total Non-Interest Income | 47,037 | 47,918 | 53,025 |
| Non-Interest Expense |  |  |  |
| Salaries | 37,994 | 37,884 | 39,187 |
| Pensions and Other Employee |  |  |  |
| Net Occupancy Expense | 9,597 | 9,321 | 9,593 |
| Net Equipment Expense | 10,058 | 9,997 | 10,121 |
| Restructuring and Other Related |  |  |  |
| Information Technology Systems Replacement Project | 6,576 | - | - |
| Other | 20,141 | 22,777 | 20,547 |
| Total Non-Interest Expense | 91,743 | 89,370 | 91,423 |
| Income Before Income Taxes | 47,475 | 48,161 | 48,205 |
| Provision for Income Taxes | 17,275 | 17,145 | 17,149 |
| Net Income | \$30, 200 | \$31,016 | \$31,056 |
| Basic Earnings Per Share | \$0.44 | \$0.43 | \$0.42 |
| Diluted Earnings Per Share | \$0.43 | \$0.42 | \$0.41 |
| Balance Sheet Totals |  |  |  |
| Total Assets | 9,702,700 | 9,824,065 | 10,245,021 |
| Net Loans | 5,104,857 | 5,250,216 | 5,442,601 |
| Total Deposits | 6,627,673 | 6,455,981 | 6,543,781 |
| Total Shareholders' Equity | 1,100,706 | 1,191,072 | 1,265,907 |
| Performance Ratios |  |  |  |
| Return on Average Assets | 1. $22 \%$ | 1.23\% | 1.21\% |
| Return on Average Equity | 10.40\% | 9.94\% | 9.97\% |
| Efficiency Ratio | $65.90 \%$ | 63.45\% | 61.81\% |
| Efficiency Ratio excluding ITSRP and Restructuring Costs | 61.18\% | 63.45\% | 60.47\% |
| (1) Certain 2002 information has b presentation. | reclassifi | ed to conf | form to 2003 |

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SOURCE: Bank of Hawaii Corporation


[^0]:    Net Income
    (Loss) After

