THE DAWNING OF A

New Era for Bank of Hawaii



## Financial Summary Pacific Century Financial Corporation and subsidiaries

(in thousands of dollars except per share amounts)

| For the Year   | 1999            | 1998            |  |
|--|-----------------|-----------------|--|
| FINANCIAL RESULTS                                      |                 |                 |  |
| Net Income   | \$132,957       | \$106,964       |  |
| Basic Earnings Per Share                               | \$1.66          | \$1.33          |  |
| Diluted Earnings Per Share                             | \$1.64          | \$1.32          |  |
| Return on Average Assets                               | 0.91%           | 0.72%           |  |
| Return on Average Equity                               | 10.99%          | 9.22%           |  |
| Average Equity to Average Assets Ratio                 | 8.30%           | 7.81%           |  |
| Efficiency Ratio                                       | 67.01%          | 68.95%          |  |
| Common Dividends Paid Per Share                        | \$0.68          | \$0.66          |  |
| TANGIBLE BASIS FINANCIAL DATA (1)                      |                 |                 |  |
| Net Income   | \$149,747       | \$121,704       |  |
| Basic Earnings Per Share                               | \$1.86          | \$1.52          |  |
| Diluted Earnings Per Share                             | \$1.85          | \$1.50          |  |
| Return on Average Assets                               | 1.04%           | 0.83%           |  |
| Return on Average Equity                               | 15.02%          | 12.84%          |  |
| Efficiency Ratio                                       | 64.66%          | 66.83%          |  |
| At Year-End  |                 |                 |  |
| Total Assets   | \$14,440,315    | \$15,016,563    |  |
| Total Deposits   | \$9,394,218     | \$9,576,342     |  |
| Total Loans  | \$9,717,556     | \$9,854,000     |  |
| Shareholders' Equity                                   | \$1,212,330     | \$1,185,594     |  |
| Book Value Per Common Share                            | \$15.15         | \$14.76         |  |
| For the Fourth Quarter                                 |                 |                 |  |
| FINANCIAL RESULTS                                      |                 |                 |  |
| Net Income   | \$37,599        | \$35,013        |  |
| Basic Earnings Per Share                               | \$0.47          | \$0.44          |  |
| Diluted Earnings Per Share                             | \$0.47          | \$0.43          |  |
| Return on Average Assets                               | 1.04%           | 0.93%           |  |
| Return on Average Equity                               | 12.29%          | 11.72%          |  |
| Efficiency Ratio                                       | 63.32%          | 66.30%          |  |
| TANGIBLE BASIS FINANCIAL DATA (1)                      |                 |                 |  |
| Net Income   | \$42,317        | \$38,795        |  |
| D : E : D Cl   | \$0.53          | \$0.48          |  |
| Basic Earnings Per Share                               |                 | •               |  |
| Basic Earnings Per Share<br>Diluted Earnings Per Share | \$0.52          | \$0.48          |  |
| Diluted Earnings Per Share                             | \$0.52<br>1.19% | \$0.48<br>1.05% |  |
| •  | · ·             | · ·             |  |

<sup>(1)</sup> Tangible basis calculations exclude the effect of goodwill, core deposit and trust intangibles, and other intangibles.

#### BIG CHALLENGES

## Call for Big Changes

THAT IS WHY, WHEN INCREASING GLOBAL COMPETITION in the financial services industry—coupled with the economic malaise in Asia and Hawaii—caused Bank of Hawaii, Pacific Century Financial Corporation's principal subsidiary, to fall below performance expectations, we responded in full force.

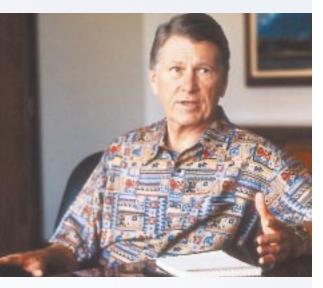
Last year, Bank of Hawaii completed a thorough examination of every aspect of its business and undertook a major redesign which will position our organization to perform at the level you, our shareholders, expect and deserve.

Our 1999 summary annual report highlights how, through an ambitious program called "New Era," we are launching a new and better Bank of Hawaii to accomplish the following objectives:

- Significantly improve Bank of Hawaii's performance and provide increased value to our shareholders.
- Reshape Bank of Hawaii to more effectively deliver what our clients want and expect: simplicity, convenience and value.
- Make Bank of Hawaii an even better place to work for our employees.
- Redefine the delivery of financial services in the new millennium.

We have a solid plan for moving ahead. And, just as importantly, we have the vision, the people, and the commitment to succeed. We are confident that Bank of Hawaii's New Era will be its best ever.

#### TO OUR Shareholders



"Inherent in all of our efforts was the motivation to create increased shareholder value and greater client and employee satisfaction."

#### LAWRENCE M. JOHNSON

Chairman of the Board and Chief Executive Officer EACH YEAR IS CHARACTERIZED BY SIGNIFICANT EVENTS that shape Pacific Century Financial Corporation's performance and future, yet 1999 will be remembered as being among the most pivotal in our 102-year history. It was a year that started with change as an imperative, Y2K readiness as a top priority, New Era Redesign as a key focus, and cautious optimism about the economic prospects for our markets, particularly Hawaii and Asia. Inherent in all of our efforts was the motivation to create increased shareholder value and greater client and employee satisfaction.

We are pleased to report that our New Era Redesign program, which entered its implementation phase in October 1999, is on track and contributed to the company's performance in the fourth quarter of 1999. We reported fourth quarter earnings of \$37.6 million, up 7.4 percent from the \$35.0 million reported for the fourth quarter of 1998. Diluted earnings per share were \$0.47 compared to \$0.43 reported for 1998's fourth quarter. Return on average assets for the quarter was 1.04 percent, return on average equity was 12.29 percent, and the efficiency ratio was 63.3 percent as compared, respectively, to 0.93 percent, 11.72 percent and 66.3 percent for the fourth quarter of 1998.

For the year 1999, Pacific Century Financial Corporation reported \$133.0 million in net income, up from \$107.0 million reported in 1998. Both 1998 and 1999 included a restructuring charge and, additionally, in 1998 we strengthened the reserve for loan losses. Diluted earnings per share were \$1.64 compared to \$1.32 reported in 1998.

#### **NEW ERA**

On September 13, 1999 our principal subsidiary, Bank of Hawaii, unveiled plans for our New Era, the most dynamic and comprehensive initiative we have ever undertaken in our company's history. Bank of Hawaii's goal for New Era is simple: we want to achieve exceptional performance as an industry leader in our markets by creating a superb banking experience for our clients.

By redefining the way we deliver quality financial products and services, New Era will provide a standard of convenience, value and performance that is unprecedented at Bank of Hawaii. Our executive team and employees throughout Hawaii, the Pacific, Asia, and the U.S. Mainland, are 100 percent committed to seeing the implementation phase of New Era through to its successful completion in September 2000.

#### **ASIA**

In 1999, we were encouraged by the improving economic environment in Asia. The area's ability to rebound—in terms of its local currencies, interest rates, and GDP growth—reinforces our confidence in the region's long-term viability. Notwithstanding this favorable trend, we did feel the impact of government and corporate restructuring in the region, especially in Korea. While Korea made tremendous strides in 1999, certain borrowers felt the brunt of mandated and advisable reforms. Among the impacts was a \$33.7 million exposure to a large Korean conglomerate and its related group of companies. Of that amount, \$30.2 million was outstanding. In keeping with our credit policy, we charged-off \$19.5 million and placed \$10.7 million on non-accrual status. Negotiations with the conglomerate and its creditors are in process; however, we believe we have provided for any losses associated with the restructuring of this group.

#### THE PACIFIC

Bank of Hawaii's understanding of the Pacific and Asia markets results from working closely with clients in these regions for over 40 years. Excellent name recognition further strengthens our franchise in these markets. We remain committed to furthering the flow of trade and investment activity across the Asia-Pacific.

We continued to strengthen our presence in the Pacific region in 1999 by increasing ownership to approximately 17 percent of the outstanding shares of the Bank of Queensland. The Brisbane, Australia-based bank—which posted strong earnings gains for its fiscal 1999 year-end, up 19 percent over 1998—represents a strategic link in Bank of Hawaii's intra-Pacific expansion.

#### **SUCCESSFULLY MANAGING Y2K**

Y2K readiness and the transition to year 2000 were major events of the year for Bank of Hawaii and Pacific Century. We passed this milestone without significant incident. In addition to bringing our systems into Y2K compliance, we sharpened our project management and quality assurance skills, refreshed our contingency planning, and refined our overall technology strategies. As a result, we are much better prepared for what will undoubtedly be a continuing explosion of technology in the new century.

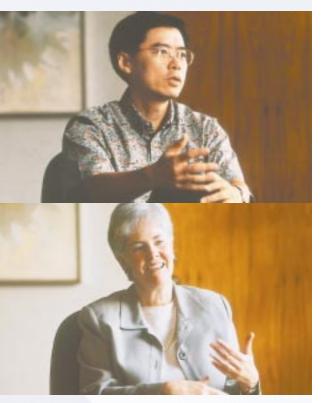


"Through New Era,
we are launching a
new and better
Bank of Hawaii."

#### RICHARD J. DAHL

President and Chief Operating Officer

KARL K.Y. PAN
Executive Vice President, Global Market



MARY P. CARRYER
Vice Chair, Technology and Pacific Century Bank

#### **GROWTH IN U.S. MAINLAND OPERATIONS**

Our California- and Arizona-based business banking operation, Pacific Century Bank, N.A., delivered strong performance in 1999 and has the potential to sustain its growth in the future. Of particular note, Pacific Century Bank secured over 90 commercial and real estate loans to new clients in 1999, totaling \$141.4 million.

With a highly motivated and experienced team in place, Pacific Century Bank continues to meet the financial services needs of mid-sized commercial clients. Looking ahead, the Bank will focus on further expansion into Southern California as well as continue to build on the synergies that exist with Bank of Hawaii. By leveraging Bank of Hawaii's lending power and Asia-Pacific franchise, Pacific Century Bank can expand its relationships with clients as well as provide them with access to new markets.

#### TECHNOLOGY + SERVICE = CLIENT SATISFACTION

When Bank of Hawaii launched e-Bankoh—our award-winning Internet banking service—in 1998, we established ourselves as an innovative provider of online financial services. Last year we continued to set the pace for integrating technology into our clients' banking experience by making online transactions simpler and more convenient than ever. In 1999, enrollment for e-Bankoh increased 115 percent over 1998, beating industry growth projections of 60 percent. Presently we are expanding e-Bankoh services to meet the needs of our small business clients.

Bank of Hawaii also completed a number of technology initiatives—under the auspices of Y2K readiness—to advance efficiency, including extending systems in Hawaii to the West Pacific; installing a new system platform in the South Pacific which is consistent throughout many of the region's island nations; and linking our Asian branch network with our New York office on a common, multi-currency technology base.

In addition to enhancing our technology, we renewed our emphasis on client-focused service. Through our Client First program, frequency of contact between Bank of Hawaii relationship managers and our top clients increased by 300 percent in 1999. As a result of these productive interactions, retention rates of key clients exceeded 95 percent—greatly surpassing industry averages.

#### HAWAII'S ECONOMY GETTING STRONGER

We are pleased that Hawaii's economy continues to improve, with more sectors, such as retail sales, home sales and construction, participating in the recovery. The economy grew an estimated 2.5 percent in 1999 according to state economists, and real gross state product growth forecasts for 2000 are between 2.0 and 2.5 percent. Tourism measures for the year 1999 reflect growth in both visitor arrivals (1.6 percent) and visitor days (2.1 percent). Other economic indicators, such as personal income and unemployment, continue to show improvement.

Although Hawaii still has a way to go before it reaches the same rate of economic growth as the U.S. Mainland, we are encouraged by the many positive signs indicating that Hawaii is on the right track toward slow but sustainable economic growth.

#### **COMMUNITY INVOLVEMENT**

Bank of Hawaii will continue to uphold its commitment to community service through reinvestment, corporate giving and other philanthropic activities that benefit the communities we serve. Our nationally acclaimed \$5 million Bankoh 2nd Century Scholars Program, launched in 1997, remains the cornerstone of our community service efforts. Through this innovative seven-year program, approximately 100 high school students in Hawaii have the opportunity to become the first in their families to graduate from an accredited four-year college.

#### A DEDICATED AND RESOURCEFUL TEAM

If there is one thing that reinforces our confidence in Bank of Hawaii's and Pacific Century's future success, it is our dedicated and talented team of employees. There is no finer team anywhere.

Our employees have stepped up to tackle the enormous challenge of New Era with determination to succeed, excitement about what we can accomplish, and pride in seeing their ideas take shape. As we move forward, we will continue to demonstrate that we have what it takes to deliver measurable value on your investment.

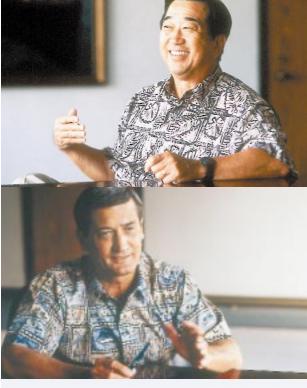
Your continued confidence and support are vital to our success in the new millennium.

Sincerely,

Lawrence M. Johnson

Chairman of the Board and Chief Executive Officer

**ALTON T. KUIOKA** Vice Chair, Hawaii Market



DAVID A. HOULE Executive Vice President, Chief Financial Officer, Treasury Market

HOW DO YOU MAKE THE LARGEST COMMERCIAL BANK IN HAWAII and the Pacific more client-focused, more efficient and better able to compete in an increasingly competitive global marketplace? Answer: Get the people who know best—all 4,700 employees corporation-wide—involved in designing a better Bank of Hawaii, one that is ready to enter a New Era of performance and results.

### Designing a Better

BANK OF HAWAII

New Era is the most comprehensive redesign effort ever undertaken by Bank of Hawaii. Employees throughout the organization participated in brainstorming sessions and submitted more than 2,100 ideas to strengthen and enhance Bank of Hawaii's performance.

Through New Era, we are implementing faster, more efficient ways of doing business and eliminating outdated, duplicative and costly procedures. We are also focusing on further aligning the pricing of our financial products with the value offered to clients.

What is emerging is a new way of delivering financial services that we believe is key to achieving improved performance and measurable results—while maintaining an unwavering commitment to quality at every level.

#### BETTER SERVICE, IMPROVED PERFORMANCE

As a result of changes made through New Era, Bank of Hawaii clients will receive faster, more responsive service from financial professionals who are ready to help them, and enjoy banking that is simpler and more convenient than ever.

When fully implemented, the initiatives that resulted from our New Era Redesign are expected to contribute an annualized \$21 million to revenues and reduce operating expenses by an annualized \$43 million.

#### **OUR CAN-DO SPIRIT**

Financial results are only part of New Era's impact. The biggest change is one that we have already seen: a renewed spirit and a "whatever it takes" attitude that permeates the entire company.

#### FIVE MANDATES FOR

## financial services delivery IN BANK OF HAWAII'S NEW ERA

BANK OF HAWAII'S NEW ERA WILL MAKE A DIFFERENCE by focusing on these five key mandates:

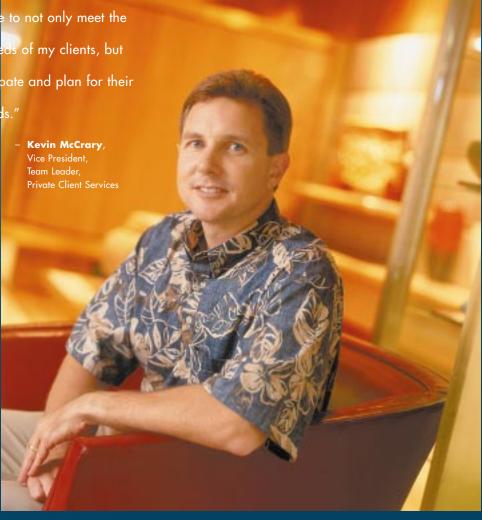
- Help employees succeed, and the company will do the same
  - Seek future business from current clients
    - Make banking fast and simple
      - Be the best in business banking
        - Use high-tech to become high-touch

Each of the mandates targets an area of our business or a component of our organization where specific improvements will contribute to the overall success of Bank of Hawaii.

Changes are being implemented throughout the organization in a well-orchestrated and interactive process that will ultimately provide value to our shareholders, our clients and our employees.

"Bank of Hawaii has provided me with a wide array of training and educational opportunities—ranging from product knowledge courses to the Certified Financial Planner

license and Series 7 securities
license. Having this background
enables me to not only meet the
current needs of my clients, but
also anticipate and plan for their
future needs."



#### HELP EMPLOYEES SUCCEED

### and the company will do the same

STRATEGIES DEVELOPED THROUGH New Era will guide Bank of Hawaii toward success in the new century. But, it is the people at the Bank who make these strategies work—people with sound ideas, solid convictions and an overriding commitment to excellence.

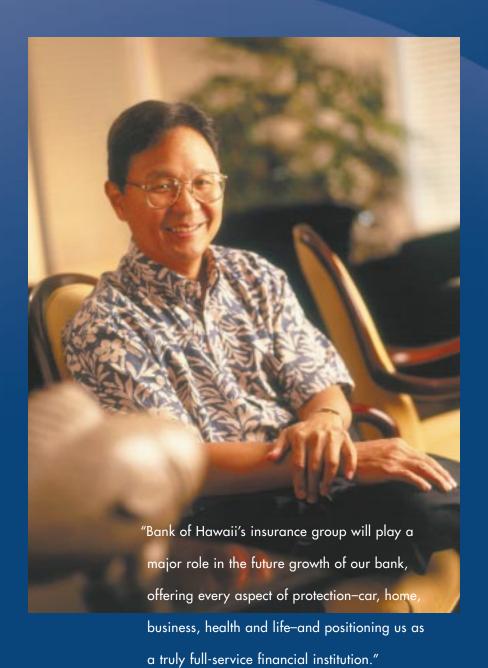
We understand how the personal growth and professional development of our employees contribute to the success of our organization. That is why we encourage our employees to participate in staff development programs and apply the knowledge and skills gained to their current or new positions within the company.

In 1999, we offered over 60 different employee development classes in a range of categories, including quality customer service, sales and product knowledge, credit training, computer training, management/leadership development, professional and technical development, and health and wellness.

In addition, Bank of Hawaii supports external opportunities for staff development, including courses offered through local universities, the American Bankers Association, the Hawaii Employers Council, professional certification programs, and educational assistance opportunities.

In 1999, employees from our Pacific island locations, such as Guam, Fiji and the Solomon Islands, received extensive training in customer service facilitation skills and were certified to conduct employee development courses in quality client service and management/leadership in their respective markets.

Through these and other initiatives, we are committed to making Bank of Hawaii the best financial services company to work for in the Pacific.



Melvin Saiki,
 Senior Insurance Specialist,
 Bankoh Insurance Agency, Inc.

WE CONTINUE TO FOCUS ON GROWING OUR BUSINESS by adding value for existing clients and offering them even more solutions to their financial services needs.

SEEK future business
FROM CURRENT CLIENTS

One of our New Era goals is to increase the average number of Bank of Hawaii products and services that are used by each customer to at least five. Examples of such products include insurance, mortgages and investments.

By integrating insurance agents into the bank network, we expect to enhance our ability to cross-sell a range of insurance products—including home, health, life, vehicle and business insurance—to our existing consumer and business clients. We also plan to offer group benefits for small and mid-size companies, as well as expand our lines of both auto and homeowners' insurance.

In 1999, Bank of Hawaii remained the state's market share leader in mortgage loans, with a market share of close to 20 percent. We funded \$992 million in mortgages in Hawaii and \$23 million in mortgages in other markets, such as Guam and Saipan. We also recorded over \$106 million in home equity lines of credit.

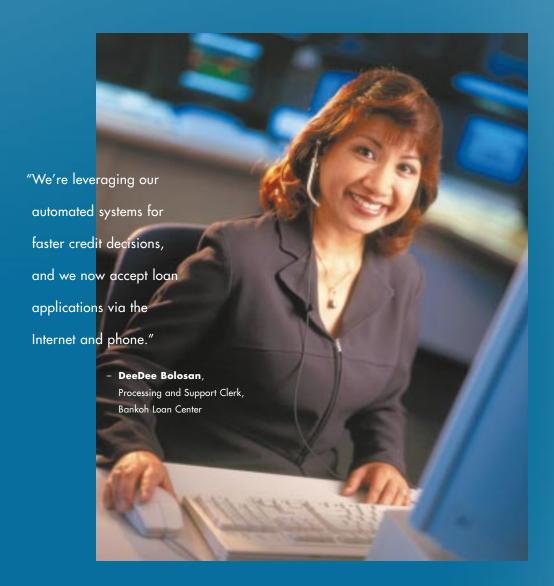
Pacific Century Investment Services, Inc. (PCIS)<sup>1</sup>, the full-service brokerage subsidiary of Bank of Hawaii, continued its strong double-digit, multi-year growth trend in 1999 and more than doubled its bottom-line profitability over 1998. PCIS is a primary retail distribution point for Pacific Capital Funds<sup>2</sup>.

The Pacific Capital Funds, a family of mutual funds managed by Bank of Hawaii's Asset Management Group, had a strong 1999. As a result of both robust sales and market appreciation, assets grew by 16 percent (\$500 million) to \$3.7 billion. We are continuing to broaden the awareness of the Pacific Capital Funds and are committed to furthering our success in the years ahead.

While providing leading-edge products and services is important, we know that the strength of the client relationship is equally key to closing any sale. That is why we encourage our relationship managers to continually focus on providing clients with the highest level of quality service, answering their questions and offering personalized, one-on-one assistance.

<sup>1</sup>Pacific Century Investment Services, Inc. is a subsidiary of Bank of Hawaii, registered broker-dealer and member NASD/SIPC. Securities offered and sold by Pacific Century Investment Services are: Not FDIC-insured; may lose value; no bank guarantee.

<sup>2</sup>Pacific Capital Funds are available through Pacific Century Investment Services, member NASD/SIPC, and a subsidiary of Bank of Hawaii. Bank of Hawaii is the investment advisor to the Funds and receives fees for such services. BISYS Fund Services, Distributor. For more complete information on the Pacific Capital Funds or to obtain a prospectus which includes charges and ongoing expenses, please call Pacific Capital Funds at 1-800-258-9232. Past performance is no guarantee of future results. Mutual Funds are not FDIC-insured, not guaranteed by Bank of Hawaii, and may lose value.



# MAKE BANKING fast and simple

BANK OF HAWAII'S NEW SERVICES AND STREAMLINED procedures mean clients can conduct their banking more quickly and efficiently.

In 1999, Bank of Hawaii continued to have more automated teller machines (ATMs) and more supermarket branches than any other bank in Hawaii. We installed Bankoh BankMachines (our ATMs) in selected McDonald's restaurants throughout Hawaii, upgraded our automated teller machines at 7-Eleven stores statewide, and began piloting check-cashing ATMs at our Pearlridge Branch and our recently opened supermarket branches in Kapolei and Kailua-Kona. addition, Bank of Hawaii is installing enhanced automated merchant terminals which dispense cash and coins and accept deposits seven daysa-week, 24 hours-a-day at selected supermarket and business branch locations.

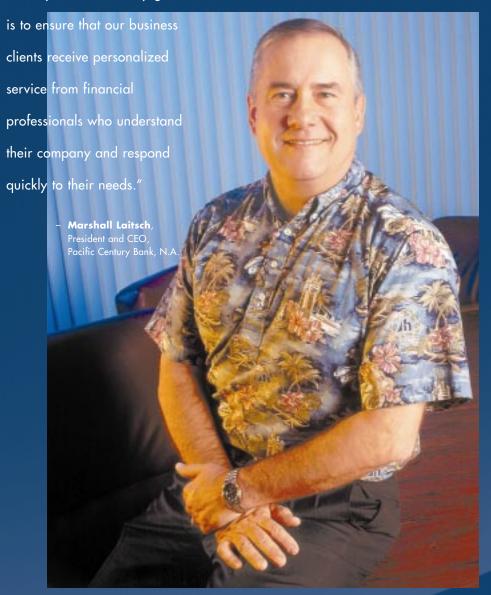
We have streamlined call center operations at our Bankoh Client Service Center and improved customer access to their account information 24 hours-a-day. In 2000 we will be expanding the Center's capability to handle inquiries from all areas of Bank of Hawaii to further ensure that client needs are met quickly and efficiently.

At our Bankoh Loan Center, we have developed the capability to respond to a customer's request for a loan in a matter of minutes, thanks to an automated credit decision support system. This system makes the loan approval process more responsive to clients, enhancing our ability to increase our share of the loan market. We have also streamlined consumer and small business loan applications, making them easier to request and quicker to deliver.

Currently we are preparing to unveil a concept which is new for Hawaii banks—a staffed information and welcome center located in selected branches—which is designed to ensure that clients' needs are met quickly and completely. Branch personnel are being trained to introduce clients to the latest ways to conduct their banking through the use of online services and other electronic delivery channels.

While yesterday's banks may have been designed for bankers, Bank of Hawaii is creating a bank that is designed for clients. By taking the time to ask, we have learned what clients really want: banking that is responsive, uncomplicated and focused on helping them achieve their financial goals.

"As the new president and chief executive of Pacific Century Bank, N.A., my goal



OUR BUSINESS BANKING CLIENTS HAVE TO COMPETE in an increasingly competitive global marketplace, and Bank of Hawaii is there to help with new products and services tailored to meet the complete financial needs of small and mid-sized companies as well as larger corporate clients in Hawaii, the Pacific, Asia and on the U.S. Mainland.

In addition, Pacific Century Bank, N.A., our California- and Arizona-based business banking operation, continues to specialize in serving mid-sized clients in its markets, providing loans, deposit accounts, cash management, investments and international banking services.

Bank of Hawaii's business relationship officers work one-on-one with midsized businesses and corporate clients, providing industry-specific expertise in fields such as technology, manufacturing and retail. As a result of recent client-focused initiatives, these officers will spend less time on administrative tasks and more time matching our financial services with the needs of our business clients.

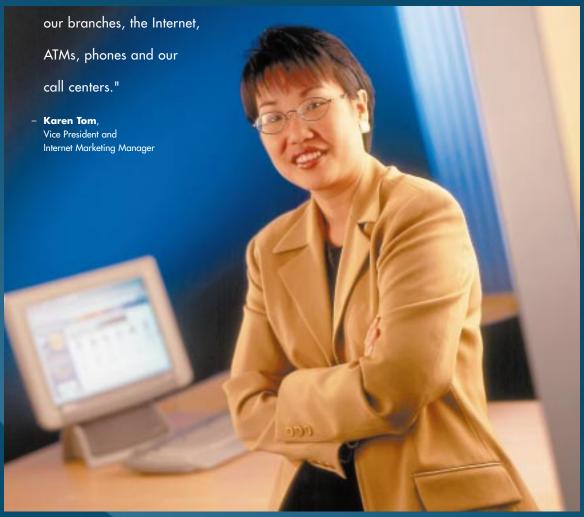
In addition, we will be offering our mid-sized and corporate clients an integrated cash management solution that will be available across all delivery channels, including the Internet, to improve user convenience and internal efficiency.

Bank of Hawaii is also establishing regionally based commercial banking centers within its Hawaii branch network to better focus on and deliver quality service to mid-sized firms.

We have always been committed to supporting the growth of small businesses—which comprise nearly 90 percent of Hawaii's companies. Bank of Hawaii continues to lead the way in offering innovative products and services designed to organize and simplify the range of financial management tasks of this important market segment.

BE THE BEST IN business banking

"Our primary goal is to provide convenient and easy '24 by 7' financial services which are accessible through



# USE high-tech TO BECOME high-touch

BANK OF HAWAII IS PUTTING TECHNOLOGY TO WORK in new and exciting ways to better serve our clients. In 1999 we expanded our Internet banking capabilities, introducing an online trust service and 401(k) program. In 2000 we will be extending our e-Bankoh online banking service to small business clients, adding more features and enhancements, and exploring innovative partnerships with clients and dot.coms to add value to the services e-Bankoh offers.

Through e-Bankoh, clients can enjoy 24-hour access to a full range of financial products and services, including their checking, savings, and loan accounts; credit cards, time deposits and real estate; and trust, investment and (recently) insurance products. With the click of a button, clients can manage their finances and make informed decisions at their convenience.

Since the introduction of e-Bankoh's online banking service in early 1998, Bank of Hawaii's website, boh.com (which was launched in late 1995), has consistently been recognized nationally and internationally for its navigational ease, uncomplicated presentation and wide range of client-focused services. In the fall 1999 special Internet issue of Forbes magazine, e-Bankoh is described as "one of the best Internet banking sites in the nation."

In 2000, Bank of Hawaii will be establishing an internal group to manage the implementation of an enterprise-wide e-commerce development strategy. The group will create the framework for e-business investment decisions and will work to ensure that we extend our dominant position as an e-solutions provider in this arena.

Behind the scenes, technology is at work for us too. In 2000, Bank of Hawaii plans to upgrade its relationship management systems by utilizing new software that will enable us to more effectively assess a client's financial needs and provide solutions across multiple product lines. This new software system will also allow us to better track and record sales, as well as manage sales-based employee incentive programs.

## PACIFIC CENTURY FINANCIAL CORPORATION

## Bank of Hawaii



# Locations

(as of December 31, 1999)

#### **H**AWAII

Bank of Hawaii (74 BRANCHES)

#### ARIZONA

Pacific Century Bank, N.A. (9 BRANCHES)

#### **C**ALIFORNIA

Pacific Century Bank, N.A. (19 BRANCHES)

#### WEST PACIFIC

Commonwealth of the Northern Marianas Islands (CNMI) Bank of Hawaii (2 BRANCHES)

Federated States of Micronesia (FSM) Bank of Hawaii (3 BRANCHES)

Guam
Bank of Hawaii
(3 BRANCHES)
First Savings and
Loan Association
of America F.S.A.
(3 BRANCHES,
3 IN-STORE BRANCHES)

Republic of the Marsball Islands (RMI) Bank of Hawaii (1 BRANCH)

Republic of Palau Bank of Hawaii (1 BRANCH)

#### SOUTH PACIFIC

American Samoa Bank of Hawaii (2 BRANCHES)

Fiji
Bank of Hawaii
(3 BRANCHES)

#### SUBSIDIARY BANKS

French Polynesia Banque de Tahiti (17 BRANCHES)

New Caledonia
Bank of Hawaii-Nouvelle Calédonie
(8 BRANCHES)

Papua New Guinea Bank of Hawaii (PNG), Ltd. (2 BRANCHES)

Vanuatu Banque d'Hawaii (Vanuatu), Ltd. (2 BRANCHES)

#### AFFILIATE BANKS

Samoa
Pacific Commercial Bank, Ltd.
(4 BRANCHES)

Tonga
Bank of Tonga
(5 BRANCHES)

Solomon Islands National Bank of Solomon Islands (11 BRANCHES)

#### **ALLIANCES**

Australia
Bank of Queensland Limited
(94 BRANCHES)

## INTERNATIONAL OFFICES/BRANCHES

Hong Kong Bank of Hawaii (1 BRANCH)

The Philippines
Bank of Hawaii
(1 REPRESENTATIVE OFFICE,
2 EXTENSION OFFICES)

Nassau Bank of Hawaii (1 BRANCH)

New York
Bank of Hawaii
International Corporation,
New York

Korea
Bank of Hawaii
(1 BRANCH)

Singapore
Bank of Hawaii
(1 BRANCH)

Taiwan
Bank of Hawaii
(1 BRANCH)

Japan Bank of Hawaii (1 BRANCH) REPORT OF INDEPENDENT AUDITORS

Shareholders and Board of Directors - Pacific Century Financial Corporation

We have audited, in accordance with auditing standards generally accepted in the United States, the consolidated statements of condition of Pacific Century Financial Corporation at December 31, 1999 and 1998 and the related consolidated statements of income, shareholders' equity, and cash flows for each of the three years in the period ended December 31, 1999 appearing in the Company's Annual Report on Form 10-K, but not presented separately herein. In our report dated January 21, 2000, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated financial statements is fairly stated in all material respects in relation to the consolidated financial statements from which it has been derived.

Ernet + Young LLP

Honolulu, Hawaii January 21, 2000

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

| Year ended December 31  | 1999   | 1998  | 1997  |
|---|--|---|---|
| INTEREST INCOME   |  |   |   |
| Interest on Loans   | \$699,939  | \$737,276   | \$704,622   |
| Loan Fees   | 39,899   | 45,340  | 34,334  |
| Income on Lease Financing   | 29,391   | 25,699  | 22,063  |
| Interest and Dividends on Investment Securities   | ,  | ,   | ,   |
| Taxable   | 57,809   | 67,717  | 81,845  |
| Non-Taxable   | 1,094  | 1,096   | 1,186   |
| Income on Investment Securities Available for Sale  | 168,349  | 170,963   | 158,851   |
| Interest on Deposits  | 24,960   | 36,676  | 33,058  |
| Interest on Security Resale Agreements  | 244  | 82  | 86  |
| Interest on Funds Sold  | 4,834  | 3,718   | 3,727   |
| Total Interest Income   | 1,026,519  | 1,088,567   | 1,039,772   |
| INTEREST EXPENSE  |  |   |   |
| Interest on Deposits  | 261,184  | 306,700   | 313,164   |
| Interest on Security Repurchase Agreements  | 92,175   | 121,445   | 115,461   |
| Interest on Funds Purchased   | 41,677   | 26,720  | 23,805  |
| Interest on Short-Term Borrowings   | 12,414   | 14,376  | 17,554  |
| Interest on Long-Term Debt  | 44,326   | 42,725  | 46,344  |
| Total Interest Expense  | 451,776  | 511,966   | 516,328   |
| Net Interest Income   | 574,743  | 576,601   | 523,444   |
| Provision for Loan Losses   | 60,915   | 84,014  | 30,338  |
| Net Interest Income After Provision for Loan Losses   | 513,828  | 492,587   | 493,106   |
| NON-INTEREST INCOME   |  |   |   |
| Trust Income  | 60,700   | 55,879  | 52,237  |
| Service Charges on Deposit Accounts   | 34,267   | 35,459  | 29,354  |
| Fees, Exchange and Other Service Charges  | 88,838   | <i>77</i> ,881  | 67,081  |
| Other Operating Income  | 67,720   | 38,446  | 36,043  |
| Investment Securities Gains   | 14,056   | 4,086   | 3,074   |
| Total Non-Interest Income   | 265,581  | 211,751   | 187,789   |
| NON-INTEREST EXPENSE  |  |   |   |
| Salaries  | 198,743  | 194,522   | 173,159   |
| Pensions and Other Employee Benefits  | 55,343   | 56,003  | 53,535  |
| Net Occupancy Expense   | 47,893   | 46,799  | 46,725  |
| , , ,   |  | 49,009  | 38,524  |
| Net Equipment Expense   | 48,6/4   |   |   |
| Net Equipment Expense Other Operating Expense   | 48,674<br>180,107  |   | 149,464   |
| Other Operating Expense   | 180,107  | 174,546   | 149,464   |
|   |  |   |   |
| Other Operating Expense Restructuring Charge  | 180,107<br>22,478  | 174,546<br>19,400   | 1,488   |
| Other Operating Expense Restructuring Charge Minority Interest  | 180,107<br>22,478<br>485<br><b>553,723</b>                                   | 174,546<br>19,400<br>446<br><b>540,725</b>  | 1,488<br><b>462,895</b>   |
| Other Operating Expense Restructuring Charge Minority Interest  Total Non-Interest Expense  Income Before Taxes   | 180,107<br>22,478<br>485   | 174,546<br>19,400<br>446  | 1,488<br><b>462,895</b><br>218,000  |
| Other Operating Expense Restructuring Charge Minority Interest  Total Non-Interest Expense  | 180,107<br>22,478<br>485<br><b>553,723</b><br>225,686                        | 174,546<br>19,400<br>446<br><b>540,725</b><br>163,613                               | 1,488<br><b>462,895</b><br>218,000<br>78,512  |
| Other Operating Expense Restructuring Charge Minority Interest  Total Non-Interest Expense  Income Before Taxes Provision for Taxes                                       | 180,107<br>22,478<br>485<br><b>553,723</b><br>225,686<br>92,729              | 174,546<br>19,400<br>446<br><b>540,725</b><br>163,613<br>56,649                     | 1,488<br>462,895<br>218,000<br>78,512<br>\$139,488  |
| Other Operating Expense Restructuring Charge Minority Interest  Total Non-Interest Expense  Income Before Taxes Provision for Taxes  Net Income                           | 180,107<br>22,478<br>485<br><b>553,723</b><br>225,686<br>92,729<br>\$132,957 | 174,546<br>19,400<br>446<br><b>540,725</b><br>163,613<br>56,649<br><b>\$106,964</b> | 1,488 462,895 218,000 78,512 \$139,488  |
| Other Operating Expense Restructuring Charge Minority Interest  Total Non-Interest Expense  Income Before Taxes Provision for Taxes  Net Income  Basic Earnings Per Share | 180,107<br>22,478<br>485<br><b>553,723</b><br>225,686<br>92,729<br>\$132,957 | 174,546<br>19,400<br>446<br><b>540,725</b><br>163,613<br>56,649<br><b>\$106,964</b> | 149,464<br>1,488<br><b>462,895</b><br>218,000<br>78,512<br><b>\$139,488</b><br>\$1.75<br>\$1.72<br>79,794,011 |

## Consolidated Statements of Condition Pacific Century Financial Corporation and subsidiaries

(in thousands of dollars)

| December 31   | 1999                                  | 1998                           |
|---|---------------------------------------|--------------------------------|
| ASSETS  |                                       |                                |
| Interest-Bearing Deposits   | \$278,473                             | \$453,527                      |
| Investment Securities   | <del>+</del> =,                       | <b>+</b> /                     |
| - Held to Maturity (Market Value of   |                                       |                                |
| \$787,720 in 1999 and \$668,068 in 1998)  | 796,322                               | 652,802                        |
| - Available for Sale  | 2,542,232                             | 3,018,403                      |
| Funds Sold  | 52,740                                | 45,683                         |
| Loans   | 9,717,556                             | 9,854,000                      |
| Unearned Income   | (242,503)                             | (225,915)                      |
| Reserve for Loan Losses   | (194,205)                             | (211,276)                      |
| Net Loans   | 9,280,848                             | 9,416,809                      |
| Total Earning Assets  | 12,950,615                            | 13,587,224                     |
|   |                                       |                                |
| Cash and Non-Interest Bearing Deposits  | 639,895                               | 564,243                        |
| Premises and Equipment  | 271,728                               | 293,591                        |
| Customers' Acceptance Liability   | 7,236                                 | 8,227                          |
| Accrued Interest Receivable   | 78,974                                | 85,485                         |
| Other Real Estate   | 4,576                                 | 5,648                          |
| Intangibles, Including Goodwill   | 205,904                               | 216,106                        |
| Other Assets  | 281,387                               | 256,039                        |
| Total Assets  | \$14,440,315                          | \$15,016,563                   |
| LIABILITIES   |                                       |                                |
| Domestic Deposits   |                                       |                                |
|   | ¢1 474 405                            | ¢1 745 747                     |
| Demand -Non-Interest Bearing  | \$1,676,425                           | \$1,745,747                    |
| -Interest Bearing   | 2,076,358                             | 2,385,285                      |
| Savings   | 700,720                               | 740,378                        |
| Time  | 2,761,650                             | 2,637,746                      |
| Foreign Deposits  |                                       |                                |
| Demand-Non-Interest Bearing   | 401,613                               | 489,672                        |
| Time Due to Banks   | 597,675                               | 685,13 <i>7</i>                |
| Other Savings and Time  | 1,179,777                             | 892,377                        |
| Total Deposits  | 9,394,218                             | 9,576,342                      |
| Securities Sold Under Agreements to Repurchase  | 1,490,655                             | 2,008,399                      |
| Funds Purchased   | 839,962                               | 942,062                        |
|   | · · · · · · · · · · · · · · · · · · · |                                |
| Short-Term Borrowings   | 458,962                               | 356,822                        |
| Bank's Acceptances Outstanding  | 7,236                                 | 8,227                          |
| Accrued Retirement Liability  | 40,360                                | 39,811                         |
| Accrued Interest Payable  | 64,588                                | 55,694                         |
| Accrued Taxes Payable   | 85,022                                | 114,443                        |
| Minority Interest   | 4,435                                 | 7,394                          |
| Other Liabilities   | 114,890                               | 136,159                        |
| Long-Term Debt  | 727,657                               | 585,616                        |
| Total Liabilities   | 13,227,985                            | 13,830,969                     |
| loral Liabilities   |                                       |                                |
|   |                                       |                                |
| SHAREHOLDERS' EQUITY  |                                       |                                |
| SHAREHOLDERS' EQUITY Common Stock (\$.01 par value):  |                                       |                                |
| SHAREHOLDERS' EQUITY Common Stock (\$.01 par value): authorized 500,000,000 shares; issued/outstanding;   |                                       |                                |
| SHAREHOLDERS' EQUITY Common Stock (\$.01 par value): authorized 500,000,000 shares; issued/outstanding; December 1999 - 80,550,728/80,036,417 and   | 201                                   | 225                            |
| SHAREHOLDERS' EQUITY Common Stock (\$.01 par value): authorized 500,000,000 shares; issued/outstanding; December 1999 - 80,550,728/80,036,417 and December 1998 - 80,512,372/80,325,998   | 806                                   | 805                            |
| SHAREHOLDERS' EQUITY Common Stock (\$.01 par value): authorized 500,000,000 shares; issued/outstanding; December 1999 - 80,550,728/80,036,417 and December 1998 - 80,512,372/80,325,998 Capital Surplus   | 345,851                               | 342,932                        |
| SHAREHOLDERS' EQUITY  Common Stock (\$.01 par value): authorized 500,000,000 shares; issued/outstanding; December 1999 - 80,550,728/80,036,417 and December 1998 - 80,512,372/80,325,998  Capital Surplus Accumulated Other Comprehensive Income  | 345,851<br>(66,106)                   | 342,932<br>(22,476)            |
| SHAREHOLDERS' EQUITY  Common Stock (\$.01 par value):    authorized 500,000,000 shares; issued/outstanding;    December 1999 - 80,550,728/80,036,417 and    December 1998 - 80,512,372/80,325,998 Capital Surplus    Accumulated Other Comprehensive Income Retained Earnings   | 345,851                               | 342,932                        |
| SHAREHOLDERS' EQUITY Common Stock (\$.01 par value):    authorized 500,000,000 shares; issued/outstanding;    December 1999 - 80,550,728/80,036,417 and    December 1998 - 80,512,372/80,325,998 Capital Surplus Accumulated Other Comprehensive Income Retained Earnings Treasury Stock, at Cost (514,311 shares in 1999 and | 345,851<br>(66,106)<br>942,177        | 342,932<br>(22,476)<br>867,852 |
| SHAREHOLDERS' EQUITY  Common Stock (\$.01 par value):    authorized 500,000,000 shares; issued/outstanding;    December 1999 - 80,550,728/80,036,417 and    December 1998 - 80,512,372/80,325,998 Capital Surplus    Accumulated Other Comprehensive Income Retained Earnings   | 345,851<br>(66,106)                   | 342,932<br>(22,476)            |
| SHAREHOLDERS' EQUITY Common Stock (\$.01 par value):    authorized 500,000,000 shares; issued/outstanding;    December 1999 - 80,550,728/80,036,417 and    December 1998 - 80,512,372/80,325,998 Capital Surplus Accumulated Other Comprehensive Income Retained Earnings Treasury Stock, at Cost (514,311 shares in 1999 and | 345,851<br>(66,106)<br>942,177        | 342,932<br>(22,476)<br>867,852 |

## PACIFIC CENTURY FINANCIAL CORPORATION

Executive Officers

#### LAWRENCE M. JOHNSON

Chairman of the Board and Chief Executive Officer

#### RICHARD J. DAHL

President and Chief Operating Officer

#### ALTON T. KUIOKA

Vice Chair, Hawaii Market

#### MARY P. CARRYER

Vice Chair, Technology and Pacific Century Bank

#### DUANE D. FEEKIN

Executive Vice President, Human Resources Division

#### DAVID A. HOULE

Executive Vice President, Treasurer and Chief Financial Officer

#### JOSEPH T. KIEFER

Executive Vice President, General Counsel

#### KARL K.Y. PAN

Executive Vice President, Global Market

#### ROBERT W. PARIS

Executive Vice President, Credit Division

#### JAMES C. TOLLEFSON

Executive Vice President, Asset Recovery Division

#### DENIS K. ISONO

Senior Vice President and Controller

#### CORI C. WESTON

Vice President and Corporate Secretary

#### TERRY SASAMURA

Asst. Vice President and Asst. Corporate Secretary

## PACIFIC CENTURY FINANCIAL CORPORATION

**Board of Directors** 

#### PETER D. BALDWIN

President, Baldwin Pacific Corporation

#### MARY G. F. BITTERMAN

President and Chief Executive Officer, KQED, Inc.

#### RICHARD J. DAHL

President and Chief Operating Officer, Pacific Century Financial Corporation and Bank of Hawaii

#### \*J. RICHARD FREDERICKS

Private investor and consultant

#### DAVID A. HEENAN

Trustee, The Estate of James Campbell

#### STUART T. K. HO

Chairman of the Board and President, Capital Investment of Hawaii, Inc.

#### LAWRENCE M. JOHNSON

Chairman and Chief Executive Officer, Pacific Century Financial Corporation and Bank of Hawaii

#### +HERBERT M. RICHARDS, JR.

President and Manager, Kahua Ranch, Ltd.

#### +HOWARD STEPHENSON

Retired Chairman of the Board and Chief Executive Officer, Pacific Century Financial Corporation and Bank of Hawaii

#### MARTIN A. STEIN

President, Sonoma Mountain Venture

#### FRED E. TROTTER, III

President, F.E. Trotter, Inc.

#### STANLEY S. TAKAHASHI

Executive Vice President and Chief Operating Officer, Kyo-ya Company, Ltd.

#### DONALD M. TAKAKI

President, Island Movers, Inc.

#### OMr. Fredericks assumed the position of U.S. Ambassador to Switzerland and resigned from the Boards effective November 19, 1999.

#### +Mr. Stephenson and Mr. Richards, currently directors, have reached the mandatory retirement age of 70 and will retire from the Boards effective April 28, 2000.

#### BANK OF HAWAII

#### **Board of Directors**

#### S. HAUNANI APOLIONA

Trustee, Office of Hawaiian Affairs

#### PETER D. BALDWIN

President, Baldwin Pacific Corporation

#### MARY G. F. BITTERMAN

President and Chief Executive Officer, KQED, Inc.

#### EDUARDO A. CALVO

Attorney at Law, Calvo & Clark

#### MARY P. CARRYER

Vice Chair, Pacific Century Financial Corporation and Bank of Hawaii

#### MICHAEL J. CHUN

President, Kamehameha Schools

#### CLINTON R. CHURCHILL

Trustee, The Estate of James Campbell

#### RICHARD J. DAHL

President and Chief Operating Officer, Pacific Century Financial Corporation and Bank of Hawaii

#### \*J. RICHARD FREDERICKS

Private investor and consultant

#### David A. Heenan

Trustee, The Estate of James Campbell

#### STUART T. K. HO

Chairman of the Board and President, Capital Investment of Hawaii, Inc.

#### LAWRENCE M. JOHNSON

Chairman and Chief Executive Officer, Pacific Century Financial Corporation and Bank of Hawaii

#### ALTON T. KUIOKA

Vice Chairman and Chief Lending Officer, Pacific Century Financial Corporation and Bank of Hawaii

#### +HERBERT M. RICHARDS, JR.

President and Manager, Kahua Ranch, Ltd.

#### MARTIN A. STEIN

President, Sonoma Mountain Venture

#### +H. HOWARD STEPHENSON

Retired Chairman of the Board and Chief Executive Officer, Pacific Century Financial Corporation and Bank of Hawaii

#### STANLEY S. TAKAHASHI

Executive Vice President and Chief Operating Officer, Kyo-ya Company, Ltd.

#### DONALD M. TAKAKI

President, Island Movers, Inc.

#### BARBARA J. TANABE

Managing Director, Pacific Century, Inc.

#### FRED E. TROTTER, III

President, F.E. Trotter, Inc.

#### ROBERT WO, JR.

President, C.S. Wo & Sons, Inc.

#### PACIFIC CENTURY BANK, N.A.

#### **Board of Directors**

#### DICK VAN ARSDALE

Senior Vice President, Player Personnel, Phoenix Suns

#### MARY G.F. BITTERMAN

President and Chief Executive Officer, KOED. Inc.

#### MARY P. CARRYER

Chairman, Pacific Century Bank Vice Chair, Pacific Century Financial Corporation and Bank of Hawaii

#### RICHARD J. DAHL

President and Chief Operating Officer, Pacific Century Financial Corporation and Bank of Hawaii

#### DAVID A. HOULE

Executive Vice President, Treasurer and Chief Financial Officer Pacific Century Financial Corporation and Bank of Hawaii

#### VIRGINIA KORTE

Owner, Ray Korte Lease

#### Marshall V. Laitsch

President, Chief Executive Officer, Pacific Century Bank

#### MILAN J. MCMANNIS

President, Alliance Lumber, Division of Crown Pacific

### SHAREHOLDER Information

#### **CORPORATE HEADQUARTERS**

Pacific Century Financial Corporation Financial Plaza of the Pacific 130 Merchant Street Honolulu, Hawaii 96813

#### **ANNUAL MEETING**

The annual meeting of shareholders will be held on Friday, April 28, 2000 at 8:30 a.m. at the Bank of Hawaii Main Office, 6th Floor, 111 South King Street, Honolulu, Hawaii.

#### TRANSFER AGENTS AND REGISTRARS

Continental Stock Transfer & Trust Company 2 Broadway, 19th Floor New York, NY 10004

or

Pacific Century Trust, a division of Bank of Hawaii 111 South King Street Honolulu, Hawaii 96813

#### **COMMON STOCK LISTING**

NYSE: BOH

The common stock of Pacific Century Financial Corporation is traded on the New York Stock Exchange under the ticker symbol BOH and is quoted daily in leading financial publications as "PacCentury" or "PacCenFnl."

## DIVIDEND REINVESTMENT AND STOCK PURCHASE PLAN (DRP)

Pacific Century Financial Corporation's Dividend Reinvestment and Stock Purchase Plan (DRP) allows existing shareholders and Hawaii residents to purchase common shares of the company's stock (PCFC) by either reinvesting their stock dividends or by optional cash payments.

- Hawaii non-shareholder residents may make an initial investment of \$250. Non-Hawaii residents must possess at least one share of PCFC stock to join the plan.
- Shares are purchased on the 10th business day of each month based on the average of five trading days ending on the day of purchase.
- Minimum payment for purchase of shares is \$25 and the maximum is \$5,000 per calendar quarter.
- There are no fees for purchasing shares or for the safekeeping of stock certificates. Fees are assessed on the sale of shares in the plan.

Detailed information about Pacific Century's DRP can be found online at boh.com or by calling the Corporate Secretary's office at 808-537-8239.

#### **INQUIRIES**

Shareholders with questions about stock transfer services, share holdings or dividend reinvestment may contact Continental Stock Transfer & Trust Company at 1-800-509-5586 between 8:30 a.m. and 5:30 p.m. Eastern Standard Time.

or

The Corporate Secretary Pacific Century Financial Corporation Telephone: 808-537-8272

## INVESTORS AND ANALYSTS SEEKING FINANCIAL INFORMATION MAY CONTACT:

David A. Houle Chief Financial Officer and Treasurer Telephone: 808-537-8288

or

Investor Relations: 808-537-8037

#### вон.сом

Information about Pacific Century Financial Corporation and its principal subsidiary, Bank of Hawaii, as well as economic information on the markets we serve can be found online at boh.com. The website is rich, versatile and easy to navigate.

At our Investor Relations site, investors can access Pacific Century's stock quotes, historical stock charts, financial media releases, SEC filings and more. The e-mail alert listing enables them to be notified when announcements about Pacific Century are released.

#### **FORWARD-LOOKING STATEMENTS**

This Annual Report contains forward-looking statements which are provided to assist in the understanding of certain aspects of Pacific Century's anticipated future financial performance. Readers should not 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 we believe that the assumptions underlying its forward-looking statements are reasonable, any of the assumptions could prove to be inaccurate and actual results may differ from those contained in or implied by such forward-looking statements for a variety of reasons. Factors which might cause such a difference include, but are not limited to: 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 we seek to expand business opportunities 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.

## Pacific Century Financial Corporation Corporate Organization

Pacific Century
Financial Corporation
Bank Holding Company (Parent)

| FIRST SAVINGS & LOA<br>ASSOCIATION OF AME<br>F.S.A. (Guam)<br>Assets 1.3%                        |                          | Assets 7.8%  | IRY BANK, N.A.  |  | ets 90.0%   | PACIFIC CENTURY SMALL BUSINESS INVESTMENT COMPANY, INC. Assets Not Materia |
|--|--------------------------|--|---|--|---|--|
| LIFE INSURANCE LEASING, INC. (Parent) INTER CORPORATION CORPORT S.I.L., INC. NEW PACIFIC CENTURY |                          | BANK OF HAWAII INTERNATIONAL CORPORATION, NEW YORK Assets 0.8%                     |   | BANK OF HAWAII INTERNATIONAL, INC. Assets 8.4% | PACIFIC CENTURY INVESTMENT SERVICES, INC.  PACIFIC CENTURY INSURANCE SERVICES, INC.  BANKOH CORPORATION  PACIFIC CENTURY ADVISORY SERVICES, INC.  Assets 0.1% |  |
|  | BANK (NOUVE BANK (PNG) L | OF HAWAII-<br>ELLE CALÉDONIE<br>OF HAWAII<br>IMITED<br>JE DE TAHITI<br>JE D'HAWAII | Affiliate Banks Accounted for under the equity method  BANK OF TONG  NATIONAL BANI SOLOMON ISLAI  PACIFIC COMME BANK, LTD., SAM | A<br>K OF<br>NDS<br>RCIAL                      | Alliances Accounted for under the cost method  BANK OF QUEENSL  | AND LIMITED  |

