## NewsRelease

## Ah Bank of Hawaii

# Bank of Hawaii Corporation 2007 Financial Results 

- Diluted Earnings Per Share for 2007 Increases to \$3.69
- Net Income for 2007 Increases to $\mathbf{\$ 1 8 3 . 7}$ Million
- Board of Directors Declares Dividend of \$0.44 Per Share


## FOR IMMEDIATE RELEASE

HONOLULU, HI (January 28, 2008) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share for the fourth quarter of 2007 of $\$ 0.83$, down $\$ 0.18$ or 17.8 percent from $\$ 1.01$ per diluted share for the same quarter last year. Net income in the fourth quarter of 2007 was $\$ 40.9$ million, down $\$ 10.1$ million or 19.7 percent from net income of $\$ 50.9$ million in the fourth quarter last year. Results for the fourth quarter of 2007 were significantly reduced by pretax charges of $\$ 5.6$ million, or $\$ 0.07$ per diluted share, which represent the Company's share of litigation liabilities, as a member bank of Visa U.S.A. Inc., related to antitrust lawsuits. Results for the fourth quarter of 2006 were increased by tax accrual adjustments of $\$ 6.2$ million, or $\$ 0.12$ per diluted share, for tax matters that were resolved during the quarter.

Diluted earnings per share for the full year of 2007 were $\$ 3.69$ up $\$ 0.17$ or 4.8 percent from diluted earnings per share of $\$ 3.52$ in 2006. Net income for the year was $\$ 183.7$ million, up $\$ 3.3$ million or 1.9 percent from net income of $\$ 180.4$ million in the previous year. The return on average assets in 2007 was 1.75 percent, down slightly from 1.76 percent in 2006. The return on average equity for the year was 25.15 percent, down from 25.90 percent in 2006.
"The Bank of Hawaii Corporation’s financial performance for 2007 was solid," said Allan R. Landon, Chairman and CEO. "The Company achieved its primary performance objectives for 2007 in spite of the increased expenses recognized in the fourth quarter. Our discipline in the market has served us well. The Company's credit quality and balance sheet remain strong. The Hawaii economy appears stronger than other regions of the U. S. economy and, as we begin 2008, the Bank of Hawaii is well positioned to address the challenges ahead."

- more -


## Financial Highlights

Net interest income, on a taxable equivalent basis, for the fourth quarter of 2007 was $\$ 99.7$ million, down $\$ 0.7$ million from net interest income of $\$ 100.4$ million in the fourth quarter of 2006 and up $\$ 0.9$ million from net interest income of $\$ 98.8$ million in the third quarter of 2007. The increase in net interest income in the fourth quarter reflects an increase in net interest margin partially offset by lower levels of earning assets. Net interest income, on a taxable equivalent basis, for the full year of 2007 was $\$ 395.9$ million, down $\$ 7.4$ million from $\$ 403.3$ million in 2006 primarily due to increased funding costs and a change in the funding mix as some customers shifted deposit balances into higher yielding accounts. Analyses of changes in net interest income are included in Tables 6a, 6 b and 6 c .

The net interest margin was 4.12 percent for the fourth quarter of 2007, a 3 basis point decrease from 4.15 percent in the fourth quarter of 2006 and a 9 basis point increase from 4.03 percent in the third quarter of 2007. The net interest margin for the full year of 2007 was 4.08 percent, a 17 basis point decrease from 4.25 percent in 2006.

Results for the fourth quarter of 2007 included a provision for credit losses of $\$ 5.4$ million compared to $\$ 3.1$ million in the fourth quarter of 2006 and $\$ 4.1$ million in the third quarter of 2007. The provision for credit losses equaled net charge offs in the fourth quarter of 2007 and the prior comparable quarters. The provision for credit losses for the full year of 2007 was $\$ 15.5$ million compared to $\$ 10.8$ million in 2006. Increased provisions primarily relate to charge offs of automotive and unsecured consumer loans.

Noninterest income was $\$ 60.3$ million for the fourth quarter of 2007, an increase of $\$ 6.7$ million or 12.6 percent compared to noninterest income of $\$ 53.5$ million in the fourth quarter of 2006 and down $\$ 1.0$ million or 1.6 percent compared to noninterest income of $\$ 61.2$ million in the third quarter of 2007. The increase compared to the same quarter last year was the result of growth in nearly all categories of noninterest revenue. Fourth quarter 2007 revenue included a gain of $\$ 3.1$ million on the sale of unused real estate. The decrease compared to the previous quarter was largely due to a seasonal reduction in contingent insurance commissions of $\$ 2.9$ million and $\$ 1.9$ million due to rebalancing securities used to hedge the fair value of mortgage servicing rights. Noninterest income for the full year of 2007 was $\$ 240.5$ million, up $\$ 24.3$ million or 11.2 percent from noninterest income of $\$ 216.2$ million in 2006.

Noninterest expense was $\$ 92.0$ million in the fourth quarter of 2007, up $\$ 10.4$ million or 12.8 percent from noninterest expense of $\$ 81.6$ million in the same quarter last year and up $\$ 10.6$ million or 13.0 percent from $\$ 81.5$ million in the previous quarter. The increase in noninterest expense compared to the prior quarters was largely due to the previously mentioned Visa charges of $\$ 5.6$ million, $\$ 1.7$ million due to a fraud loss, $\$ 600$ thousand of professional fees, and an increase in personnel expense. An analysis of salary and benefit expenses is included in Table 7. Noninterest expense for the full year of 2007 was $\$ 335.4$ million, up $\$ 14.4$ million or 4.5 percent from noninterest expense of $\$ 321.0$ million in 2006.

The efficiency ratio for the fourth quarter of 2007 was 57.61 percent, up from 53.08 percent in the same quarter last year and from 50.97 percent in the previous quarter. The efficiency ratio for the full year of 2007 was 52.78 percent compared with 51.87 percent during the full year of 2006.

The effective tax rate for the fourth quarter of 2007 was 34.37 percent compared to 26.19 percent during the same quarter last year and 35.68 percent in the previous quarter. The lower rate in the fourth quarter of 2006 was primarily due to the previously discussed tax accrual adjustments. The effective tax rate for the full year of 2007 was 35.45 percent compared to 37.17 percent during 2006.

The Company's business segments are defined as Retail Banking, Commercial Banking, Investment Services, and Treasury. Results are determined based on the Company's internal financial management reporting process and organizational structure. Selected financial information for the business segments is included in Tables 11a and 11b.

## Asset Quality

Credit quality remained strong and stable throughout 2007 reflecting disciplined commercial and retail underwriting and portfolio management and the stable economic environment in the market.

Non-accrual loans and leases were $\$ 5.1$ million at December 31, 2007, down from $\$ 5.9$ million at December 31, 2006 and up from $\$ 4.2$ million at September 30, 2007. As a percentage of total loans and leases, non-accrual loans remain at historic lows of 0.08 percent at December 31, 2007.

The quarterly increase of $\$ 0.9$ million in non-accrual loans was primarily in the home equity portfolio. The credit risk profile of the home equity portfolio is strong. The non-accrual home equity loans have a current weighted average loan-to-value ratio of 61 percent.

Net charge-offs during the fourth quarter of 2007 were $\$ 5.4$ million or 0.33 percent annualized of total average loans and leases compared to $\$ 3.1$ million in the fourth quarter last year and $\$ 4.1$ million in the third quarter. The increase in the fourth quarter reflects higher net losses in consumer installment and unsecured revolving credit products, consistent with seasonal trends and the continued inflationary pressures on consumer income.

Full year 2007 net charges-offs of $\$ 15.5$ million were 0.24 percent of total average loans and leases, and were comprised of gross charge-offs of $\$ 24.9$ million and partially offset by recoveries of $\$ 9.4$ million. Net charge-offs for the full year of 2006 were $\$ 10.8$ million, or 0.17 percent of total average loans and leases, and were comprised of gross charge-offs of $\$ 20.7$ million partially offset by recoveries of $\$ 9.9$ million.

The allowance for loan and lease losses was $\$ 91.0$ million at December 31, 2007, unchanged from December 31, 2006 and from September 30, 2007. The ratio of the allowance for loan and lease losses to total loans was 1.38 percent at December 31, 2007, up from 1.37 percent at December 31, 2006 and unchanged from September 30, 2007. The reserve for unfunded commitments at December 31, 2007 was $\$ 5.2$ million, unchanged from December 31, 2006 and from September 30, 2007. Details of charge-offs, recoveries and the components of the total reserve for credit losses are summarized in Table 10.

## Other Financial Highlights

Total assets were $\$ 10.47$ billion at December 31, 2007, down $\$ 99$ million from $\$ 10.57$ billion at December 31, 2006 and down $\$ 77$ million from $\$ 10.55$ billion at September 30, 2007. Total loans and leases were $\$ 6.58$ billion at December 31, 2007, down $\$ 42$ million from $\$ 6.62$ billion at December 31, 2006 and down $\$ 19$ million from $\$ 6.60$ billion at September 30, 2007. Average loans and leases were $\$ 6.58$ billion during the fourth quarter of 2007, up $\$ 79$ million from $\$ 6.50$ billion during the fourth quarter last year and up $\$ 11$ million from $\$ 6.57$ billion during the previous quarter.

Total commercial loans were $\$ 2.38$ billion at December 31, 2007, down $\$ 84$ million from $\$ 2.46$ billion at December 31, 2006 and down $\$ 46$ million from $\$ 2.43$ billion at September 30, 2007. The decreases were largely driven by the Company's decision to exit commercial credits and by several large commercial paydowns. During 2007, the Company exited a total of $\$ 80.0$ million in commercial credits, including $\$ 20.0$ million in construction loans. Total consumer loans were $\$ 4.20$ billion at December 31, 2007, up $\$ 41$ million from $\$ 4.16$ billion at December 31, 2006 and up $\$ 27$ million from $\$ 4.17$ billion at September 30, 2007. Loan and lease portfolio balances are summarized in Table 8.

Total deposits at December 31, 2007 were $\$ 7.94$ billion, down $\$ 81$ million from $\$ 8.02$ billion at December 31, 2006 and up $\$ 67$ million from $\$ 7.88$ billion at September 30, 2007. Average deposits were $\$ 7.80$ billion during the fourth quarter of 2007, up $\$ 81$ million from the fourth quarter last year and down $\$ 213$ million from $\$ 8.02$ billion during the previous quarter. The decrease in average deposits compared to the previous quarter was largely due to short-term commercial deposits received near the end of the second quarter that were largely withdrawn near the end of the third quarter.

During the fourth quarter of 2007, the Company repurchased 591.1 thousand shares of common stock at a total cost of $\$ 30.0$ million under its share repurchase program. The average cost was $\$ 50.79$ per share repurchased. From the beginning of the share repurchase program in July 2001 through December 31, 2007, the Company has repurchased 44.3 million shares and returned nearly $\$ 1.6$ billion to shareholders at an average cost of $\$ 35.08$ per share. From January 1, 2008 through January 25, 2008, the Company repurchased an additional 175.0 thousand shares of common stock at an average cost of $\$ 46.64$ per share. Remaining buyback authority under the share repurchase program was $\$ 86.2$ million at January 25, 2008.

At December 31, 2007, the Tier 1 leverage ratio was 7.04 percent compared to 7.06 percent at December 31, 2006 and 6.95 percent at September 30, 2007.

The Company's Board of Directors has declared a quarterly cash dividend of $\$ 0.44$ per share on the Company's outstanding shares. The dividend will be payable on March 14, 2008 to shareholders of record at the close of business on February 29, 2008.

## 2007+ Plan

The Company reaffirmed its 2007+ Plan, which emphasizes value-enhancing growth, integration of service delivery and business units, development of people, enhancement of the Bank of Hawaii brand, and discipline in managing risk and financial performance. Financial objectives include an annual return on assets above 1.7 percent, a return on equity above 25 percent, a 7 percent leverage ratio, positive operating leverage, and an efficiency ratio nearing 50 percent.

## Conference Call Information

The Company will review its 2007 financial results today at 8:00 a.m. Hawaii Time (1:00 p.m. Eastern Time). The call 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 for participants in the United States is 800-706-7748. International participants should call 617-614-3473. No passcode is required. A replay of the conference call will be available for one week beginning Monday, January 28, 2008 by calling 888-286-8010 in the United States or 617-801-6888 internationally and entering the number 87580740 when prompted. A replay will also be available via the Investor Relations link of the Company's web site.

## Forward-Looking Statements

This news release, and other statements made by the Company in connection with it may contain "forwardlooking statements", such as forecasts of our financial results and condition, expectations for our operations and business prospects, and our assumptions used in those forecasts and expectations. Do not unduly rely on forward-looking statements. Actual results might differ significantly from our forecasts and expectations because of a variety of factors. More information about these factors is contained in Bank of Hawaii Corporation's Annual Report on Form 10-K for the year ended December 31, 2006, which was filed with the U.S. Securities and Exchange Commission. We do not promise to update forward-looking statements to reflect later events or circumstances.

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.

Financial Highlights (Unaudited)
Table 1


Market Price Per Share of Common Stock:

| Closing \$ | 51.14 | $\$$ | 52.85 | $\$$ | 53.95 | $\$$ | 51.14 | $\$$ |
| :---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| High | 55.94 |  | 55.84 |  | 54.59 |  | 55.94 |  |
| Low | 47.56 |  | 46.05 |  | 47.54 |  | 46.05 | 55.15 |



[^0]

## Bank of Hawaii Corporation and Subsidiaries

Consolidated Statements of Condition (Unaudited)
Table 3

| (dollars in thousands) | December 31, 2007 |  | September 30, 2007 |  | December 31,2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 4,870 | \$ | 35,471 | \$ | 4,990 |
| Funds Sold |  | 15,000 |  | - |  | 50,000 |
| Investment Securities |  |  |  |  |  |  |
| Trading |  | 67,286 |  | 92,831 |  | - |
| Available-for-Sale |  |  |  |  |  |  |
| Portfolio |  | 1,912,764 |  | 1,935,383 |  | 1,846,742 |
| Pledged as Collateral |  | 650,426 |  | 656,599 |  | 751,135 |
| Held-to-Maturity (Fair Value of \$287,644; \$299,191; and \$360,719) |  | 292,577 |  | 307,653 |  | 371,344 |
| Loans Held for Sale |  | 12,341 |  | 8,016 |  | 11,942 |
| Loans and Leases |  | 6,580,861 |  | 6,599,915 |  | 6,623,167 |
| Allowance for Loan and Lease Losses |  | $(90,998)$ |  | $(90,998)$ |  | $(90,998)$ |
| Net Loans and Leases |  | 6,489,863 |  | 6,508,917 |  | 6,532,169 |
| Total Earning Assets |  | 9,445,127 |  | 9,544,870 |  | 9,568,322 |
| Cash and Noninterest-Bearing Deposits |  | 368,402 |  | 344,267 |  | 398,342 |
| Premises and Equipment |  | 117,177 |  | 120,318 |  | 125,925 |
| Customers' Acceptances |  | 1,112 |  | 1,967 |  | 1,230 |
| Accrued Interest Receivable |  | 45,261 |  | 52,652 |  | 49,284 |
| Foreclosed Real Estate |  | 184 |  | 105 |  | 407 |
| Mortgage Servicing Rights |  | 27,588 |  | 28,407 |  | 19,437 |
| Goodwill |  | 34,959 |  | 34,959 |  | 34,959 |
| Other Assets |  | 433,132 |  | 422,050 |  | 373,909 |
| Total Assets | \$ | 10,472,942 | \$ | 10,549,595 | \$ | 10,571,815 |

## Liabilities

Deposits

| Noninterest-Bearing Demand | \$ | 1,935,639 | \$ | 1,894,933 | \$ | 1,993,794 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-Bearing Demand |  | 1,634,675 |  | 1,530,982 |  | 1,642,375 |
| Savings |  | 2,630,471 |  | 2,711,169 |  | 2,690,846 |
| Time |  | 1,741,587 |  | 1,738,082 |  | 1,696,379 |
| Total Deposits |  | 7,942,372 |  | 7,875,166 |  | 8,023,394 |
| Funds Purchased |  | 75,400 |  | 191,900 |  | 60,140 |
| Short-Term Borrowings |  | 10,427 |  | 10,749 |  | 11,058 |
| Securities Sold Under Agreements to Repurchase |  | 1,029,340 |  | 1,087,511 |  | 1,047,824 |
| Long-Term Debt |  | 235,371 |  | 235,350 |  | 260,288 |
| Banker's Acceptances |  | 1,112 |  | 1,967 |  | 1,230 |
| Retirement Benefits Payable |  | 29,984 |  | 41,125 |  | 48,309 |
| Accrued Interest Payable |  | 20,476 |  | 18,526 |  | 22,718 |
| Taxes Payable and Deferred Taxes |  | 278,218 |  | 271,089 |  | 277,202 |
| Other Liabilities |  | 99,987 |  | 84,515 |  | 100,232 |
| Total Liabilities |  | 9,722,687 |  | 9,817,898 |  | 9,852,395 |
| Shareholders' Equity |  |  |  |  |  |  |
| Common Stock (\$. 01 par value; authorized 500,000,000 shares; issued / outstanding: December 2007-56,995,447 / 48,589,645; |  |  |  |  |  |  |
| September 2007-57,005,602 / 49,068,275; and December 2006-56,848,609 / 49,777,654) |  | 567 |  | 567 |  | 566 |
| Capital Surplus |  | 484,790 |  | 482,586 |  | 475,178 |
| Accumulated Other Comprehensive Loss |  | $(5,091)$ |  | $(28,359)$ |  | $(39,084)$ |
| Retained Earnings |  | 688,638 |  | 671,451 |  | 630,660 |
| Treasury Stock, at Cost (Shares: December 2007-8,405,802; September 2007-7,937,327; and December 2006-7,070,955) |  | $(418,649)$ |  | $(394,548)$ |  | $(347,900)$ |
| Total Shareholders' Equity |  | 750,255 |  | 731,697 |  | 719,420 |
| Total Liabilities and Shareholders' Equity | \$ | 10,472,942 | \$ | 10,549,595 | \$ | 10,571,815 |



## Bank of Hawaii Corporation and Subsidiaries

Average Balances and Interest Rates - Taxable Equivalent Basis (Unaudited)
Table 5a

|  | Three Months Ended | Three Months Ended | Three Months Ended |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2007 | September 30, 2007 ${ }^{1}$ | December 31, 2006 ${ }^{1}$ |
| (dollars in millions) | Average Income/ Yield/ | Average Income/ Yield/ | Average Income/ Yield/ |


| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-Bearing Deposits | \$ 24.1 | \$ | 0.3 | 5.03 | \% | 79.8 | \$ | 1.1 | 5.35 | \% | \$ 5.7 | \$ | 0.1 | 4.43 |
| Funds Sold | 33.3 |  | 0.4 | 4.19 |  | 86.2 |  | 1.1 | 5.01 |  | 30.5 |  | 0.4 | 5.21 |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading | 81.0 |  | 0.8 | 4.02 |  | 111.3 |  | 1.1 | 4.00 |  |  |  |  | - |
| Available-for-Sale | 2,568.2 |  | 33.9 | 5.27 |  | 2,556.7 |  | 33.7 | 5.28 |  | 2,657.8 |  | 33.0 | 4.97 |
| Held-to-Maturity | 300.4 |  | 3.4 | 4.58 |  | 318.0 |  | 3.6 | 4.55 |  | 384.7 |  | 4.3 | 4.45 |
| Loans Held for Sale | 8.0 |  | 0.1 | 6.52 |  | 7.3 |  | 0.1 | 6.78 |  | 10.0 |  | 0.2 | 6.79 |
| Loans and Leases ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | 1,041.2 |  | 19.1 | 7.28 |  | 1,048.9 |  | 19.7 | 7.45 |  | 1,025.8 |  | 19.6 | 7.59 |
| Commercial Mortgage | 633.4 |  | 10.8 | 6.79 |  | 627.7 |  | 10.8 | 6.82 |  | 608.9 |  | 10.7 | 6.97 |
| Construction | 238.6 |  | 4.5 | 7.50 |  | 262.2 |  | 5.3 | 8.00 |  | 236.4 |  | 4.9 | 8.24 |
| Residential Mortgage | 2,508.8 |  | 38.5 | 6.15 |  | 2,502.3 |  | 38.5 | 6.15 |  | 2,474.6 |  | 37.6 | 6.08 |
| Home Equity | 961.5 |  | 17.8 | 7.33 |  | 946.2 |  | 18.3 | 7.67 |  | 943.8 |  | 18.2 | 7.66 |
| Other Revolving Credit and Installment | 703.3 |  | 16.1 | 9.06 |  | 685.8 |  | 16.2 | 9.35 |  | 697.3 |  | 16.1 | 9.18 |
| Lease Financing | 494.4 |  | 4.3 | 3.47 |  | 497.2 |  | 3.9 | 3.15 |  | 515.1 |  | 4.3 | 3.31 |
| Total Loans and Leases | 6,581.2 |  | 111.1 | 6.72 |  | 6,570.3 |  | 112.7 | 6.82 |  | 6,501.9 |  | 111.4 | 6.82 |
| Other | 79.5 |  | 0.4 | 1.99 |  | 79.4 |  | 0.4 | 1.83 |  | 79.4 |  | 0.3 | 1.68 |
| Total Earning Assets ${ }^{3}$ | 9,675.7 |  | 150.4 | 6.19 |  | 9,809.0 |  | 153.8 | 6.25 |  | 9,670.0 |  | 149.7 | 6.17 |
| Cash and Noninterest-Bearing Deposits | 284.9 |  |  |  |  | 285.3 |  |  |  |  | 272.9 |  |  |  |
| Other Assets | 485.7 |  |  |  |  | 482.3 |  |  |  |  | 448.5 |  |  |  |
| Total Assets | \$ 10,446.3 |  |  |  |  | \$ 10,576.6 |  |  |  |  | \$ 10,391.4 |  |  |  |

Interest-Bearing Liabilities
Interest-Bearing Deposits


[^1]
## Bank of Hawaii Corporation and Subsidiaries

Average Balances and Interest Rates - Taxable Equivalent Basis (Unaudited)
Table 5b

| (dollars in millions) | Year Ended December 31, 2007 |  |  |  |  | Year Ended December 31, 2006 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average <br> Balance |  | Incomel <br> Expense |  | Yield/ <br> Rate |  | Average <br> Balance |  | Incomel <br> Expense |  | Yield/ <br> Rate |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 29.3 | \$ | 1.5 | 5.28 | \% | \$ | 5.4 | \$ | 0.2 | 3.92 |
| Funds Sold |  | 60.3 |  | 3.1 | 5.06 |  |  | 15.2 |  | 0.8 | 5.06 |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 122.6 |  | 4.9 | 4.00 |  |  | - |  | - | - |
| Available-for-Sale |  | 2,516.7 |  | 130.5 | 5.19 |  |  | 2,598.8 |  | 127.5 | 4.91 |
| Held-to-Maturity |  | 329.5 |  | 14.9 | 4.53 |  |  | 417.6 |  | 18.3 | 4.37 |
| Loans Held for Sale |  | 9.0 |  | 0.6 | 6.43 |  |  | 9.7 |  | 0.6 | 6.38 |
| Loans and Leases ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 1,054.8 |  | 78.1 | 7.40 |  |  | 987.8 |  | 72.7 | 7.36 |
| Commercial Mortgage |  | 624.5 |  | 42.5 | 6.81 |  |  | 598.5 |  | 40.3 | 6.73 |
| Construction |  | 250.1 |  | 19.6 | 7.86 |  |  | 197.3 |  | 16.2 | 8.19 |
| Residential Mortgage |  | 2,501.7 |  | 153.6 | 6.14 |  |  | 2,450.4 |  | 146.3 | 5.97 |
| Home Equity |  | 947.9 |  | 71.6 | 7.56 |  |  | 922.2 |  | 68.4 | 7.42 |
| Other Revolving Credit and Installment |  | 693.9 |  | 64.0 | 9.22 |  |  | 711.6 |  | 64.7 | 9.09 |
| Lease Financing |  | 488.7 |  | 16.4 | 3.36 |  |  | 501.4 |  | 16.3 | 3.25 |
| Total Loans and Leases |  | 6,561.6 |  | 445.8 | 6.79 |  |  | 6,369.2 |  | 424.9 | 6.67 |
| Other |  | 79.4 |  | 1.5 | 1.83 |  |  | 79.4 |  | 1.1 | 1.45 |
| Total Earning Assets ${ }^{2}$ |  | 9,708.4 |  | 602.8 | 6.21 |  |  | 9,495.3 |  | 573.4 | 6.04 |
| Cash and Noninterest-Bearing Deposits |  | 288.9 |  |  |  |  |  | 301.2 |  |  |  |
| Other Assets |  | 474.8 |  |  |  |  |  | 444.9 |  |  |  |
| Total Assets | \$ | 10,472.1 |  |  |  |  | \$ | 10,241.4 |  |  |  |
| Interest-Bearing Liabilities |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |  |  |  |  |  |
| Demand | \$ | 1,570.7 |  | 15.4 | 0.98 |  | \$ | 1,615.5 |  | 15.6 | 0.96 |
| Savings |  | 2,696.8 |  | 54.0 | 2.00 |  |  | 2,680.3 |  | 38.3 | 1.43 |
| Time |  | 1,728.4 |  | 68.4 | 3.96 |  |  | 1,484.8 |  | 49.8 | 3.35 |
| Total Interest-Bearing Deposits |  | 5,995.9 |  | 137.8 | 2.30 |  |  | 5,780.6 |  | 103.7 | 1.79 |
| Short-Term Borrowings |  | 127.9 |  | 6.3 | 4.94 |  |  | 177.7 |  | 8.8 | 4.97 |
| Securities Sold Under Agreements to Repurchase |  | 1,044.8 |  | 47.0 | 4.50 |  |  | 932.4 |  | 42.2 | 4.52 |
| Long-Term Debt |  | 251.9 |  | 15.8 | 6.22 |  |  | 249.8 |  | 15.4 | 6.15 |
| Total Interest-Bearing Liabilities |  | 7,420.5 |  | 206.9 | 2.79 |  |  | 7,140.5 |  | 170.1 | 2.38 |
| Net Interest Income |  |  | \$ | 395.9 |  |  |  |  | \$ | 403.3 |  |
| Interest Rate Spread |  |  |  |  | 3.42 | \% |  |  |  |  | 3.66 |
| Net Interest Margin |  |  |  |  | 4.08 | \% |  |  |  |  | 4.25 |
| Noninterest-Bearing Demand Deposits |  | 1,891.6 |  |  |  |  |  | 1,950.4 |  |  |  |
| Other Liabilities |  | 429.7 |  |  |  |  |  | 454.2 |  |  |  |
| Shareholders' Equity |  | 730.3 |  |  |  |  |  | 696.3 |  |  |  |
| Total Liabilities and Shareholders' Equity | \$ | 10,472.1 |  |  |  |  | \$ | 10,241.4 |  |  |  |

[^2]
## Bank of Hawaii Corporation and Subsidiaries

Analysis of Change in Net Interest Income - Taxable Equivalent Basis (Unaudited)
Table 6a

| (dollars in millions) | Three Months Ended December 31, 2007 compared to September 30, 2007 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | (0.7) | \$ | (0.1) | \$ | (0.8) |
| Funds Sold |  | (0.6) |  | (0.1) |  | (0.7) |
| Investment Securities |  |  |  |  |  |  |
| Trading |  | (0.3) |  | - |  | (0.3) |
| Available-for-Sale |  | 0.2 |  | - |  | 0.2 |
| Held-to-Maturity |  | (0.2) |  | - |  | (0.2) |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | (0.1) |  | (0.5) |  | (0.6) |
| Commercial Mortgage |  | 0.1 |  | (0.1) |  | - |
| Construction |  | (0.5) |  | (0.3) |  | (0.8) |
| Home Equity |  | 0.3 |  | (0.8) |  | (0.5) |
| Other Revolving Credit and Installment |  | 0.4 |  | (0.5) |  | (0.1) |
| Lease Financing |  | - |  | 0.4 |  | 0.4 |
| Total Loans and Leases |  | 0.2 |  | (1.8) |  | (1.6) |
| Total Change in Interest Income |  | (1.4) |  | (2.0) |  | (3.4) |

Change in Interest Expense:
Interest-Bearing Deposits

| Demand | - | $(0.8)$ | $(0.8)$ |
| :--- | :---: | :---: | :---: |
| Savings | $(0.9)$ | $(2.1)$ | $(3.0)$ |
| Time | $(0.1)$ | $(0.6)$ | $(0.7)$ |
| Total Interest-Bearing Deposits | $(1.0)$ | $(3.5)$ | $(4.5)$ |
| Short-Term Borrowings | 0.4 | $(0.2)$ | 0.2 |
| Securities Sold Under Agreements to Repurchase | 0.4 | $(0.3)$ | 0.1 |
| Long-Term Debt | $(0.2)$ | 0.1 | $(0.1)$ |
| Total Change in Interest Expense | $(0.4)$ | $(3.9)$ | $(4.3)$ |
|  |  |  |  |

[^3]
## Bank of Hawaii Corporation and Subsidiaries

Analysis of Change in Net Interest Income - Taxable Equivalent Basis (Unaudited)
Table 6b

| (dollars in millions) | Year Ended December 31, 2007 compared to December 31, 2006 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 1.2 | \$ | 0.1 | \$ | 1.3 |
| Funds Sold |  | 2.3 |  | - |  | 2.3 |
| Investment Securities |  |  |  |  |  |  |
| Trading |  | 4.9 |  | - |  | 4.9 |
| Available-for-Sale |  | (4.1) |  | 7.1 |  | 3.0 |
| Held-to-Maturity |  | (4.0) |  | 0.6 |  | (3.4) |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | 5.0 |  | 0.4 |  | 5.4 |
| Commercial Mortgage |  | 1.7 |  | 0.5 |  | 2.2 |
| Construction |  | 4.1 |  | (0.7) |  | 3.4 |
| Residential Mortgage |  | 3.1 |  | 4.2 |  | 7.3 |
| Home Equity |  | 1.9 |  | 1.3 |  | 3.2 |
| Other Revolving Credit and Installment |  | (1.6) |  | 0.9 |  | (0.7) |
| Lease Financing |  | (0.4) |  | 0.5 |  | 0.1 |
| Total Loans and Leases |  | 13.8 |  | 7.1 |  | 20.9 |
| Other |  | - |  | 0.4 |  | 0.4 |
| Total Change in Interest Income |  | 14.1 |  | 15.3 |  | 29.4 |

Change in Interest Expense:
Interest-Bearing Deposits

| Demand |  | (0.5) |  | 0.3 |  | (0.2) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings |  | 0.2 |  | 15.5 |  | 15.7 |
| Time |  | 8.8 |  | 9.8 |  | 18.6 |
| Total Interest-Bearing Deposits |  | 8.5 |  | 25.6 |  | 34.1 |
| Short-Term Borrowings |  | (2.4) |  | (0.1) |  | (2.5) |
| Securities Sold Under Agreements to Repurchase |  | 5.0 |  | (0.2) |  | 4.8 |
| Long-Term Debt |  | 0.2 |  | 0.2 |  | 0.4 |
| Total Change in Interest Expense |  | 11.3 |  | 25.5 |  | 36.8 |
| Change in Net Interest Income | \$ | 2.8 | \$ | (10.2) | \$ | (7.4) |

[^4]
## Bank of Hawaii Corporation and Subsidiaries

Analysis of Change in Net Interest Income - Taxable Equivalent Basis (Unaudited)
Table 6c

| (dollars in millions) | Three Months Ended December 31, 2007 compared to December 31, 2006 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ | Total |
| Change in Interest Income: |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 0.2 | \$ | - | 0.2 |
| Investment Securities |  |  |  |  |  |
| Trading |  | 0.8 |  | - | 0.8 |
| Available-for-Sale |  | (1.1) |  | 2.0 | 0.9 |
| Held-to-Maturity |  | (1.0) |  | 0.1 | (0.9) |
| Loans Held for Sale |  | - |  | (0.1) | (0.1) |
| Loans and Leases |  |  |  |  |  |
| Commercial and Industrial |  | 0.3 |  | (0.8) | (0.5) |
| Commercial Mortgage |  | 0.4 |  | (0.3) | 0.1 |
| Construction |  |  |  | (0.4) | (0.4) |
| Residential Mortgage |  | 0.5 |  | 0.4 | 0.9 |
| Home Equity |  | 0.4 |  | (0.8) | (0.4) |
| Other Revolving Credit and Installment |  | 0.2 |  | (0.2) | - |
| Lease Financing |  | (0.2) |  | 0.2 | - |
| Total Loans and Leases |  | 1.6 |  | (1.9) | (0.3) |
| Other |  | - |  | 0.1 | 0.1 |
| Total Change in Interest Income |  | 0.5 |  | 0.2 | 0.7 |


| Change in Interest Expense: |  |  |  |
| :--- | :--- | :--- | :--- |
| Interest-Bearing Deposits | $(0.1)$ | $(0.9)$ | $(1.0)$ |
| Demand | 0.2 | 1.6 | 1.8 |
| Savings | 0.8 | 0.6 | 1.4 |
| Time | 0.9 | 1.3 | 2.2 |
| Total Interest-Bearing Deposits | 0.5 | $(0.3)$ | 0.2 |
| Short-Term Borrowings | $(0.4)$ | $(0.3)$ | $(0.7)$ |
| Securities Sold Under Agreements to Repurchase | $(0.5)$ | 0.2 | $(0.3)$ |
| Long-Term Debt | 0.5 | 0.9 | 1.4 |
| Total Change in Interest Expense | $\$$ | - |  |
|  |  |  | $(0.7)$ |
| Change in Net Interest Income |  |  | $(0.7)$ |

[^5]
## Bank of Hawaii Corporation and Subsidiaries

Salaries and Benefits (Unaudited)
Table 7

| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Year Ended <br> December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2007 |  | September 30,$2007$ |  | $\begin{gathered} \text { December 31, } \\ 2006 \end{gathered}$ |  |  |  |  |  |
|  |  |  | 2007 | 2006 |  |  |  |  |  |
| Salaries | \$ | 30,653 |  |  | \$ | 28,882 | \$ | 27,923 | \$ | 116,879 | \$ | 110,203 |
| Incentive Compensation |  | 4,424 |  | 4,364 |  |  |  | 5,288 |  | 16,201 |  | 17,150 |
| Share-Based Compensation |  | 1,146 |  | 1,601 |  | 999 |  | 5,307 |  | 5,322 |
| Commission Expense |  | 1,744 |  | 1,546 |  | 1,692 |  | 7,444 |  | 7,168 |
| Retirement and Other Benefits |  | 3,436 |  | 3,865 |  | 2,690 |  | 14,435 |  | 17,212 |
| Payroll Taxes |  | 2,025 |  | 2,116 |  | 1,992 |  | 9,910 |  | 9,791 |
| Medical, Dental, and Life Insurance |  | 2,464 |  | 2,324 |  | 1,934 |  | 9,289 |  | 7,900 |
| Separation Expense |  | 36 |  | 246 |  | 209 |  | 1,400 |  | 1,711 |
| Total Salaries and Benefits | \$ | 45,928 | \$ | 44,944 | \$ | 42,727 | \$ | 180,865 | \$ | 176,457 |

## Bank of Hawaii Corporation and Subsidiaries

Loan and Lease Portfolio Balances (Unaudited)
Table 8

| (dollars in thousands) | $\begin{array}{r} \text { December 31, } \\ 2007 \\ \hline \end{array}$ |  | September 30 2007 |  |  | June 30, <br> 2007 | $\begin{array}{r} \text { March 31, } \\ 2007 \\ \hline \end{array}$ |  | December 31,2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 1,054,355 | \$ | 1,065,258 | \$ | 1,065,155 | \$ | 1,042,174 | \$ | 1,093,392 |
| Commercial Mortgage |  | 634,483 |  | 627,329 |  | 619,668 |  | 611,784 |  | 611,334 |
| Construction |  | 208,670 |  | 254,062 |  | 261,478 |  | 245,951 |  | 249,263 |
| Lease Financing |  | 481,882 |  | 478,988 |  | 480,358 |  | 460,837 |  | 508,997 |
| Total Commercial |  | 2,379,390 |  | 2,425,637 |  | 2,426,659 |  | 2,360,746 |  | 2,462,986 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 2,508,261 |  | 2,510,313 |  | 2,505,073 |  | 2,495,141 |  | 2,493,110 |
| Home Equity |  | 972,995 |  | 953,713 |  | 938,261 |  | 938,135 |  | 944,873 |
| Other Revolving Credit and Installment |  | 704,747 |  | 693,058 |  | 677,750 |  | 693,132 |  | 700,896 |
| Lease Financing |  | 15,468 |  | 17,194 |  | 18,383 |  | 19,998 |  | 21,302 |
| Total Consumer |  | 4,201,471 |  | 4,174,278 |  | 4,139,467 |  | 4,146,406 |  | 4,160,181 |
| Total Loans and Leases | \$ | 6,580,861 | \$ | 6,599,915 | \$ | 6,566,126 | \$ | 6,507,152 | \$ | 6,623,167 |

## Air Transportation Credit Exposure ${ }^{2}$ (Unaudited)

| (dollars in thousands) | December 31, 2007 |  |  |  |  |  | Sept. 30, 2007 |  | Dec. 31, 2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Outstanding |  | Unused <br> Commitments |  | Total <br> Exposure |  | Total Exposure |  | Total <br> Exposure |  |
| Passenger Carriers Based In the United States | \$ | 64,947 | \$ | - | \$ | 64,947 | \$ | 64,867 | \$ | 68,035 |
| Passenger Carriers Based Outside the United States |  | 19,078 |  | - |  | 19,078 |  | 19,162 |  | 19,406 |
| Cargo Carriers |  | 13,390 |  | - |  | 13,390 |  | 13,326 |  | 13,240 |
| Total Air Transportation Credit Exposure | \$ | 97,415 | \$ | - | \$ | 97,415 | \$ | 97,355 | \$ | 100,681 |

[^6]| (dollars in thousands) | December 31, 2007 |  | September 30, 2007 |  |  | $\begin{array}{r} \text { June } 30, \\ 2007 \\ \hline \end{array}$ |  | $\begin{array}{r} \text { March 31, } \\ 2007 \end{array}$ | $\begin{array}{r} \text { December 31, } \\ 2006 \\ \hline \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Non-Accrual Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 598 | \$ | 359 | \$ | 265 | \$ | 273 | \$ | 769 |
| Commercial Mortgage |  | 112 |  | 123 |  | 130 |  | 38 |  | 40 |
| Lease Financing |  | 297 |  | - |  | 914 |  | - |  | 31 |
| Total Commercial |  | 1,007 |  | 482 |  | 1,309 |  | 311 |  | 840 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 2,681 |  | 3,237 |  | 3,844 |  | 4,345 |  | 4,914 |
| Home Equity |  | 1,414 |  | 436 |  | 899 |  | 476 |  | 164 |
| Other Revolving Credit and Installment |  | - |  | - |  | 214 |  | 242 |  | - |
| Total Consumer |  | 4,095 |  | 3,673 |  | 4,957 |  | 5,063 |  | 5,078 |
| Total Non-Accrual Loans and Leases |  | 5,102 |  | 4,155 |  | 6,266 |  | 5,374 |  | 5,918 |
| Foreclosed Real Estate |  | 184 |  | 105 |  | 48 |  | 462 |  | 407 |
| Other Investments |  | - |  | - |  | - |  | - |  | 82 |
| Total Non-Performing Assets | \$ | 5,286 | \$ | 4,260 | \$ | 6,314 | \$ | 5,836 | \$ | 6,407 |

Accruing Loans and Leases Past Due 90 Days or More

| Commercial |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Lease Financing | \$ | - | \$ | - | \$ | - | \$ | 4 | \$ | - |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 4,884 |  | 639 |  | 188 |  | 706 |  | 519 |
| Home Equity |  | 413 |  | 115 |  | 60 |  | 219 |  | 331 |
| Other Revolving Credit and Installment |  | 2,221 |  | 1,678 |  | 1,158 |  | 1,441 |  | 1,954 |
| Lease Financing |  | 65 |  | - |  | - |  | 10 |  | 10 |
| Total Consumer |  | 7,583 |  | 2,432 |  | 1,406 |  | 2,376 |  | 2,814 |
| Total Accruing Loans and Leases Past Due 90 Days or More | \$ | 7,583 | \$ | 2,432 | \$ | 1,406 | \$ | 2,380 | \$ | 2,814 |
| $\underline{\text { Total Loans and Leases }}$ | \$ | 6,580,861 | \$ | 6,599,915 | \$ | 6,566,126 | \$ | 6,507,152 | \$ | 6,623,167 |
| Ratio of Non-Accrual Loans and Leases to Total Loans and Leases |  | 0.08\% |  | 0.06\% |  | 0.10\% |  | 0.08\% |  | 0.09\% |
| Ratio of Non-Performing Assets to Total Loans and Leases, |  |  |  |  |  |  |  |  |  |  |
| Ratio of Commercial Non-Performing Assets To Total Commercial |  |  |  |  |  |  |  |  |  |  |
| Ratio of Consumer Non-Performing Assets to Total Consumer |  |  |  |  |  |  |  |  |  |  |
| Ratio of Non-Performing Assets and Accruing Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Quarter to Quarter Changes in Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Balance at Beginning of Quarter | \$ | 4,260 | \$ | 6,314 | \$ | 5,836 | \$ | 6,407 | \$ | 5,442 |
| Additions |  | 1,866 |  | 662 |  | 2,279 |  | 1,548 |  | 2,427 |
| Reductions |  |  |  |  |  |  |  |  |  |  |
| Payments |  | (256) |  | $(1,741)$ |  | (804) |  | $(1,150)$ |  | (255) |
| Return to Accrual Status |  | (214) |  | (787) |  | (473) |  | (435) |  | (897) |
| Sales of Foreclosed Real Estate |  | (161) |  | (48) |  | (326) |  | (56) |  | (112) |
| Charge-offs/Write-downs |  | (209) |  | (140) |  | (198) |  | (478) |  | (198) |
| Total Reductions |  | (840) |  | $(2,716)$ |  | $(1,801)$ |  | $(2,119)$ |  | $(1,462)$ |
| Balance at End of Quarter | \$ | 5,286 | \$ | 4,260 | \$ | 6,314 | \$ | 5,836 | \$ | 6,407 |


| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Year Ended <br> December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 31, } \\ 2007 \end{gathered}$ |  | September 30, 2007 |  | $\begin{gathered} \text { December 31, } \\ 2006 \\ \hline \end{gathered}$ |  |  |  |  |  |
|  |  |  | 2007 | 2006 |  |  |  |  |  |
| Balance at Beginning of Period | \$ | 96,167 |  |  | \$ | 96,167 | \$ | 96,167 | \$ | 96,167 | \$ | 96,167 |
| Loans and Leases Charged-Off |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | $(1,008)$ |  | (715) |  |  |  | (720) |  | $(3,266)$ |  | $(2,373)$ |
| Lease Financing |  | - |  | (123) |  | - |  | (145) |  | - |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | (122) |  | - |  | (93) |  | (169) |  | (132) |
| Home Equity |  | (333) |  | (422) |  | (195) |  | $(1,097)$ |  | (633) |
| Other Revolving Credit and Installment |  | $(5,717)$ |  | $(4,597)$ |  | $(4,756)$ |  | $(20,223)$ |  | $(17,459)$ |
| Lease Financing |  | (3) |  | (7) |  | (30) |  | (10) |  | (60) |
| Total Loans and Leases Charged-Off |  | $(7,183)$ |  | $(5,864)$ |  | $(5,794)$ |  | $(24,910)$ |  | $(20,657)$ |

Recoveries on Loans and Leases Previously Charged-Off


[^7]| (dollars in thousands) | Retail <br> Banking |  | Commercial Banking |  | Investment Services |  |  | Total | Treasury |  | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Three Months Ended December 31, 2007 |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income (Loss) | \$ | 60,813 | \$ | 36,207 | \$ | 5,924 | \$ | 102,944 | \$ | $(3,497)$ | \$ | 99,447 |
| Provision for Credit Losses |  | 4,082 |  | 1,167 |  | 259 |  | 5,508 |  | (65) |  | 5,443 |
| Net Interest Income (Loss) After Provision for Credit Losses |  | 56,731 |  | 35,040 |  | 5,665 |  | 97,436 |  | $(3,432)$ |  | 94,004 |
| Noninterest Income |  | 27,106 |  | 8,039 |  | 19,174 |  | 54,319 |  | 5,938 |  | 60,257 |
| Noninterest Expense |  | $(43,895)$ |  | $(22,972)$ |  | $(18,097)$ |  | $(84,964)$ |  | $(7,038)$ |  | $(92,002)$ |
| Income (Loss) Before Income Taxes |  | 39,942 |  | 20,107 |  | 6,742 |  | 66,791 |  | $(4,532)$ |  | 62,259 |
| Provision for Income Taxes |  | $(14,778)$ |  | $(7,436)$ |  | $(2,495)$ |  | $(24,709)$ |  | 3,310 |  | $(21,399)$ |
| Allocated Net Income (Loss) |  | 25,164 |  | 12,671 |  | 4,247 |  | 42,082 |  | $(1,222)$ |  | 40,860 |
| Allowance Funding Value |  | (275) |  | (761) |  | (13) |  | $(1,049)$ |  | 1,049 |  |  |
| Provision for Credit Losses |  | 4,082 |  | 1,167 |  | 259 |  | 5,508 |  | (65) |  | 5,443 |
| Economic Provision |  | $(3,115)$ |  | $(2,137)$ |  | (84) |  | $(5,336)$ |  | - |  | $(5,336)$ |
| Tax Effect of Adjustments |  | (256) |  | 640 |  | (60) |  | 324 |  | (364) |  | (40) |
| Income (Loss) Before Capital Charge |  | 25,600 |  | 11,580 |  | 4,349 |  | 41,529 |  | (602) |  | 40,927 |
| Capital Charge |  | $(5,550)$ |  | $(4,163)$ |  | $(1,699)$ |  | $(11,412)$ |  | $(9,311)$ |  | $(20,723)$ |
| Net Income (Loss) After Capital Charge (NIACC) | \$ | 20,050 | \$ | 7,417 | \$ | 2,650 | \$ | 30,117 | \$ | $(9,913)$ | \$ | 20,204 |
| RAROC (ROE for the Company) |  | 50\% |  | 30\% |  | 28\% |  | 40\% |  | (2)\% |  | 22\% |
| Total Assets as of December 31, 2007 | \$ | 4,056,718 | \$ | 2,712,139 | \$ | 272,311 | \$ | 7,041,168 | \$ | 3,431,774 |  | ,472,942 |



[^8]| (dollars in thousands) |  | Retail Banking |  | Commercial <br> Banking |  | Investment Services |  | Total |  | Treasury | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year Ended December 31, 2007 |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income (Loss) | \$ | 237,715 | \$ | 140,235 | \$ | 22,585 | \$ | 400,535 | \$ | $(5,517)$ | \$ | 395,018 |
| Provision for Credit Losses |  | 12,949 |  | 2,576 |  | 258 |  | 15,783 |  | (276) |  | 15,507 |
| Net Interest Income (Loss) After Provision for Credit Losses |  | 224,766 |  | 137,659 |  | 22,327 |  | 384,752 |  | $(5,241)$ |  | 379,511 |
| Noninterest Income |  | 106,667 |  | 38,134 |  | 76,592 |  | 221,393 |  | 19,094 |  | 240,487 |
| Noninterest Expense |  | $(172,874)$ |  | $(83,302)$ |  | $(67,828)$ |  | $(324,004)$ |  | $(11,403)$ |  | $(335,407)$ |
| Income Before Income Taxes |  | 158,559 |  | 92,491 |  | 31,091 |  | 282,141 |  | 2,450 |  | 284,591 |
| Provision for Income Taxes |  | $(58,668)$ |  | $(34,050)$ |  | $(11,504)$ |  | $(104,222)$ |  | 3,334 |  | $(100,888)$ |
| Allocated Net Income |  | 99,891 |  | 58,441 |  | 19,587 |  | 177,919 |  | 5,784 |  | 183,703 |
| Allowance Funding Value |  | (983) |  | $(2,924)$ |  | (44) |  | $(3,951)$ |  | 3,951 |  |  |
| Provision for Credit Losses |  | 12,949 |  | 2,576 |  | 258 |  | 15,783 |  | (276) |  | 15,507 |
| Economic Provision |  | $(12,015)$ |  | $(8,464)$ |  | (335) |  | $(20,814)$ |  | (1) |  | $(20,815)$ |
| Tax Effect of Adjustments |  | 18 |  | 3,260 |  | 45 |  | 3,323 |  | $(1,360)$ |  | 1,963 |
| Income Before Capital Charge |  | 99,860 |  | 52,889 |  | 19,511 |  | 172,260 |  | 8,098 |  | 180,358 |
| Capital Charge |  | $(21,957)$ |  | $(16,119)$ |  | $(6,484)$ |  | $(44,560)$ |  | $(35,765)$ |  | $(80,325)$ |
| Net Income (Loss) After Capital Charge (NIACC) | \$ | 77,903 | \$ | 36,770 | \$ | 13,027 | \$ | 127,700 | \$ | $(27,667)$ | \$ | 100,033 |


| RAROC (ROE for the Company) | $50 \%$ | $36 \%$ | $33 \%$ | $43 \%$ |
| :--- | :--- | :--- | :--- | :--- |

Total Assets as of December 31, 2007
$\begin{array}{llllllllll}\$ & 4,056,718 & \$ 2,712,139 & \$ & 272,311 & \$ 7,041,168 & \$ & 3,431,774 & \$ 10,472,942\end{array}$

| (dollars in thousands) | Retail Banking |  | Commercial Banking |  | Investment Services |  |  | Total |  | Treasury | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year Ended December 31, $2006{ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 231,162 | \$ | 135,564 | \$ | 21,864 | \$ | 388,590 | \$ | 14,023 | \$ | 402,613 |
| Provision for Credit Losses |  | 10,491 |  | 1,965 |  | (1) |  | 12,455 |  | $(1,697)$ |  | 10,758 |
| Net Interest Income After Provision for Credit Losses |  | 220,671 |  | 133,599 |  | 21,865 |  | 376,135 |  | 15,720 |  | 391,855 |
| Noninterest Income |  | 100,294 |  | 35,421 |  | 70,413 |  | 206,128 |  | 10,048 |  | 216,176 |
| Noninterest Expense |  | $(170,705)$ |  | $(78,625)$ |  | $(65,151)$ |  | $(314,481)$ |  | $(6,481)$ |  | $(320,962)$ |
| Income Before Income Taxes |  | 150,260 |  | 90,395 |  | 27,127 |  | 267,782 |  | 19,287 |  | 287,069 |
| Provision for Income Taxes |  | $(55,596)$ |  | $(42,222)$ |  | $(10,028)$ |  | $(107,846)$ |  | 1,136 |  | $(106,710)$ |
| Allocated Net Income |  | 94,664 |  | 48,173 |  | 17,099 |  | 159,936 |  | 20,423 |  | 180,359 |
| Allowance Funding Value |  | (792) |  | $(2,496)$ |  | (34) |  | $(3,322)$ |  | 3,322 |  |  |
| Provision for Credit Losses |  | 10,491 |  | 1,965 |  | (1) |  | 12,455 |  | $(1,697)$ |  | 10,758 |
| Economic Provision |  | $(12,466)$ |  | $(8,818)$ |  | (386) |  | $(21,670)$ |  | (1) |  | $(21,671)$ |
| Tax Effect of Adjustments |  | 1,024 |  | 3,459 |  | 156 |  | 4,639 |  | (601) |  | 4,038 |
| Income Before Capital Charge |  | 92,921 |  | 42,283 |  | 16,834 |  | 152,038 |  | 21,446 |  | 173,484 |
| Capital Charge |  | $(21,744)$ |  | $(16,264)$ |  | $(6,291)$ |  | $(44,299)$ |  | $(32,307)$ |  | $(76,606)$ |
| Net Income (Loss) After Capital Charge (NIACC) | \$ | 71,177 | \$ | 26,019 | \$ | 10,543 | \$ | 107,739 | \$ | $(10,861)$ | \$ | 96,878 |
| RAROC (ROE for the Company) |  | 47\% |  | 29\% |  | 29\% |  | 38\% |  | 15\% |  | 26\% |
| Total Assets as of December 31, $2006{ }^{1}$ | \$ | 3,972,919 | \$ | 2,795,509 | \$ | 213,506 | \$ | 6,981,934 | \$ | 3,589,881 | \$ | 10,571,815 |

[^9]Table 12

|  |  | Three Months Ended |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | December 31, | September 30, | June 30, | March 31, | December 31, |  |
| (dollars in thousands, except per share amounts) | 2007 | 2007 | 2007 | 2007 | 2006 |  |


| Quarterly Operating Results |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 111,270 | \$ | 112,787 | \$ | 112,026 | \$ | 110,298 | \$ | 111,649 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 814 |  | 1,114 |  | 1,357 |  | 1,618 |  | - |
| Available-for-Sale |  | 33,591 |  | 33,486 |  | 31,563 |  | 30,961 |  | 32,807 |
| Held-to-Maturity |  | 3,440 |  | 3,616 |  | 3,827 |  | 4,052 |  | 4,282 |
| Deposits |  | 309 |  | 1,086 |  | 96 |  | 58 |  | 63 |
| Funds Sold |  | 356 |  | 1,103 |  | 533 |  | 1,058 |  | 406 |
| Other |  | 395 |  | 364 |  | 364 |  | 333 |  | 333 |
| Total Interest Income |  | 150,175 |  | 153,556 |  | 149,766 |  | 148,378 |  | 149,540 |


| Interest Expense |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits | 33,158 | 37,613 | 33,701 | 33,375 | 30,924 |
| Securities Sold Under Agreements to Repurchase | 11,754 | 11,726 | 11,665 | 11,886 | 12,538 |
| Funds Purchased | 1,936 | 1,654 | 1,452 | 923 | 1,689 |
| Short-Term Borrowings | 91 | 87 | 91 | 87 | 106 |
| Long-Term Debt | 3,789 | 3,920 | 3,979 | 3,970 | 4,078 |
| Total Interest Expense | 50,728 | 55,000 | 50,888 | 50,241 | 49,335 |
| Net Interest Income | 99,447 | 98,556 | 98,878 | 98,137 | 100,205 |
| Provision for Credit Losses | 5,443 | 4,070 | 3,363 | 2,631 | 3,143 |
| Net Interest Income After Provision for Credit Losses | 94,004 | 94,486 | 95,515 | 95,506 | 97,062 |
| Noninterest Income |  |  |  |  |  |
| Trust and Asset Management | 15,812 | 15,146 | 16,135 | 15,833 | 14,949 |
| Mortgage Banking | 2,027 | 3,848 | 2,479 | 3,371 | 2,612 |
| Service Charges on Deposit Accounts | 12,302 | 11,919 | 11,072 | 10,967 | 11,206 |
| Fees, Exchange, and Other Service Charges | 16,743 | 16,465 | 16,556 | 16,061 | 15,775 |
| Investment Securities Gains, Net | 105 | 789 | 575 | 16 | 153 |
| Insurance | 4,629 | 7,446 | 4,887 | 6,215 | 3,965 |
| Other | 8,639 | 5,629 | 6,324 | 8,497 | 4,856 |
| Total Noninterest Income | 60,257 | 61,242 | 58,028 | 60,960 | 53,516 |


| Noninterest Expense |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Salaries and Benefits | 45,928 | 44,944 | 44,587 | 45,406 | 42,727 |
| Net Occupancy | 10,300 | 10,267 | 9,695 | 9,811 | 9,959 |
| Net Equipment | 4,745 | 4,871 | 4,871 | 4,787 | 5,012 |
| Professional Fees | 3,695 | 2,369 | 2,59 | 2,543 | 1,189 |
| Other | 27,334 | 18,999 | 18,080 | 19,576 | 22,710 |
| Total Noninterest Expense | 92,002 | 81,450 | 79,832 | 82,123 | 81,597 |
| Income Before Provision for Income Taxes | 62,259 | 74,278 | 73,711 | 74,343 | 68,981 |
| Provision for Income Taxes | 21,399 | 26,499 | 25,982 | 27,008 | 18,068 |
| Net Income | $\$$ | 40,860 | $\$$ | 47,779 | $\$$ |


| Basic Earnings Per Share | $\$ 0.84$ | $\$ 0.98$ | $\$ 0.97$ | $\$ 0.96$ | $\$ 1.03$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Diluted Earnings Per Share | $\$ 0.83$ | $\$ 0.96$ | $\$ 0.95$ | $\$ 0.94$ | $\$ 1.01$ |
|  |  |  |  |  |  |
| Balance Sheet Totals | $\$ 10,472,942$ | $\$ 10,549,595$ | $\$ 10,722,568$ | $\$ 10,491,957$ | $\$ 10,571,815$ |
| Total Assets | $6,580,861$ | $6,599,915$ | $6,566,126$ | $6,507,152$ | $6,623,167$ |
| Loans and Leases | $7,942,372$ | $7,875,166$ | $8,314,404$ | $7,952,937$ | $8,023,394$ |
| Total Deposits | 750,255 | 731,697 | 708,806 | 711,031 | 719,420 |

## Performance Ratios

| Net Income to Average Total Assets | 1.55 | $\%$ | 1.79 | $\%$ | 1.84 | $\%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |

[^10]
[^0]:    ${ }^{1}$ Net interest margin is defined as net interest income, on a taxable equivalent basis, as a percentage of average earning assets.
    ${ }^{2}$ Operating leverage is defined as the percentage change in income before provision for credit losses and the provision for income taxes. Three months ended measures are presented on a linked quarter basis.
    ${ }^{3}$ Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and total noninterest income).
    ${ }^{4}$ Dividend payout ratio was corrected from $42.11 \%$ and leverage ratio from 7.13\%.
    ${ }^{5}$ Dividend payout ratio is defined as dividends declared per share divided by basic earnings per share.

[^1]:    Certain prior period information has been reclassified to conform to current presentation.
    ${ }^{2}$ Non-performing loans and leases are included in the respective category of average loans and leases outstanding. Income, if any, on such loans and leases is recognized on a cash basis.
    ${ }^{3}$ Interest income includes taxable equivalent basis adjustments, based upon a federal statutory tax rate of $35 \%$, of $\$ 237,000$, $\$ 237,000$, and $\$ 186,000$ for the three months ended December 31, 2007, September 30, 2007, and December 31, 2006, respectively

[^2]:    ${ }^{1}$ Non-performing loans and leases are included in the respective category of average loans and leases outstanding. Income, if any, on such loans and leases is recognized on a cash basis
    ${ }^{2}$ Interest income includes taxable equivalent basis adjustments, based upon a federal statutory tax rate of $35 \%$, of $\$ 923,000$ and $\$ 696,000$ for the year ended
    December 31, 2007 and 2006, respectively.

[^3]:    ${ }^{1}$ The changes for each category of interest income and expense are allocated between the portion of changes attributable to the variance in volume and rate for that category.

[^4]:    1 The changes for each category of interest income and expense are allocated between the portion of changes attributable to the variance in volume and rate for that category.

[^5]:    ${ }^{1}$ The changes for each category of interest income and expense are allocated between the portion of changes attributable to the variance in volume and rate for that category

[^6]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.
    ${ }^{2}$ Exposure includes loans, leveraged leases and operating leases.

[^7]:    ${ }^{1}$ Included in this analysis is activity related to the Company's reserve for unfunded commitments, which is separately recorded in other liabilities in the Consolidated Statements of Condition (Unaudited).

[^8]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to the current presentation.

[^9]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to the current presentation.

[^10]:    ${ }^{1}$ Net interest margin is defined as net interest income, on a taxable equivalent basis, as a percentage of average earning assets.
    ${ }^{2}$ Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and noninterest income).

