NYSE: BOH

# NewsRelease

A Bank of Hawaii Corporation Media Inquiries Stafford Kiguchi Telephone: 808-694-8580 Mobile: 808-265-6367 E-mail: Stafford.Kiguchi@boh.com

Investor/Analyst Inquiries Cindy Wyrick Telephone: 808-694-8430 E-mail: Cindy.Wyrick@boh.com

# Bank of Hawaii Corporation 2007 Financial Results

- Diluted Earnings Per Share for 2007 Increases to \$3.69
- Net Income for 2007 Increases to \$183.7 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."

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130 Merchant Street 
PO Box 2900 
Honolulu HI 96846-6000 
Fax 808-537-8440 
Website www.boh.com

#### **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, 6b and 6c.

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.

- more -

#### Page 3

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.

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#### **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.

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.

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#### **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, <u>www.boh.com</u>. 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 "forward-looking 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, <u>www.boh.com</u>.

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#### Financial Highlights (Unaudited)

	_		Th	ree	Months En	ded	l	_	 Yea	ar E	Inde	ed	
	-	December 31,	,	Sep	ptember 30	,	December 31,		Dece	əmł	ber :	31,	
(dollars in thousands, except per share amounts)		2007			2007		2006		2007			2006	
For the Period:													_
Net Interest Income		\$ 99,447		\$	98,556		\$ 100,205		\$ 395,018		\$	402,613	\$
Total Noninterest Income		60,257			61,242		53,516		240,487			216,176	;
Total Noninterest Expense		92,002			81,450		81,597		335,407			320,962	2
Net Income		40,860			47,779		50,913		183,703			180,359	,
Basic Earnings Per Share		0.84			0.98		1.03		3.75			3.59	,
Diluted Earnings Per Share		0.83			0.96		1.01		3.69			3.52	2
Dividends Declared Per Share		0.44			0.41		0.41		1.67			1.52	2
Net Income to Average Total Assets		1.55	%		1.79	%	1.94	%	1.75	%		1.76	;
Net Income to Average Shareholders' Equity		21.51			26.02		28.56		25.15			25.90	)
Net Interest Margin 1		4.12			4.03		4.15		4.08			4.25	;
Operating Leverage <sup>2</sup>		(13.59)	)		1.65		(6.86)	)	0.76			3.13	\$
Efficiency Ratio <sup>3</sup>		57.61			50.97		53.08		52.78			51.87	
Average Assets		\$ 10,446,262		\$	10,576,565		\$ 10,391,402		\$ 10,472,097		\$	10,241,442	,
Average Loans and Leases		6,581,183			6,570,261		6,501,868		6,561,584			6,369,200	)
Average Deposits		7,802,750			8,015,594		7,721,584		7,887,500			7,731,051	
Average Shareholders' Equity		753,499			728,372		707,149		730,330			696,299	,
Average Shareholders' Equity to Average Assets		7.21	%		6.89	%	6.81	%	6.97	%		6.80	) '
Market Price Per Share of Common Stock:													
	Closing	\$ 51.14		\$	52.85		\$ 53.95		\$ 51.14		\$	53.95	,
	High	55.94			55.84		54.59		55.94			55.15	,
	Low	47.56			46.05		47.54		46.05			47.00	J

Table 1

	Dec	ember 31, 2007		eptember 30, 2007		De	cember 31, 2006 <sup>4</sup>	
As of Period End:								•
Loans and Leases	\$	6,580,861	\$	6,599,915		\$	6,623,167	
Total Assets	1	0,472,942		10,549,595			10,571,815	
Total Deposits		7,942,372		7,875,166			8,023,394	
Long-Term Debt		235,371		235,350			260,288	
Total Shareholders' Equity		750,255		731,697			719,420	
Non-Performing Assets	\$	5,286	\$	4,260		\$	6,407	
Allowance to Loans and Leases Outstanding		1.38	%	1.38	%		1.37	%
Dividend Payout Ratio <sup>5</sup>		44.53		42.41			42.34	
Leverage Ratio		7.04		6.95			7.06	
Book Value Per Common Share	\$	15.44	\$	14.91		\$	14.45	
Full-Time Equivalent Employees		2,594		2,572			2,586	
Branches and Offices		84		84			86	

<sup>1</sup> Net interest margin is defined as net interest income, on a taxable equivalent basis, as a percentage of average earning assets.

<sup>2</sup> 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.

<sup>3</sup> Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and total noninterest income).

<sup>4</sup> Dividend payout ratio was corrected from 42.11% and leverage ratio from 7.13%.

<sup>5</sup> Dividend payout ratio is defined as dividends declared per share divided by basic earnings per share.

## Consolidated Statements of Income (Unaudited)

		Т	hree	Months Ende	ed		Year	Ende	d
	D	ecember 31,	Se	ptember 30,	D	ecember 31,	Decem	nber 3	31,
(dollars in thousands, except per share amounts)		2007		2007		2006	2007		2006
Interest Income									
Interest and Fees on Loans and Leases	\$	111,270	\$	112,787	\$	111,649	\$ 446,381	\$	425,473
Income on Investment Securities									
Trading		814		1,114		-	4,903		-
Available-for-Sale		33,591		33,486		32,807	129,601		126,817
Held-to-Maturity		3,440		3,616		4,282	14,935		18,255
Deposits		309		1,086		63	1,549		211
Funds Sold		356		1,103		406	3,050		767
Other		395		364		333	1,456		1,149
Total Interest Income		150,175		153,556		149,540	601,875		572,672
Interest Expense									
Deposits		33,158		37,613		30,924	137,847		103,677
Securities Sold Under Agreements to Repurchase		11,754		11,726		12,538	47,031		42,189
Funds Purchased		1,936		1,654		1,689	5,965		8,504
Short-Term Borrowings		91		87		106	356		318
Long-Term Debt		3,789		3,920		4,078	15,658		15,371
Total Interest Expense		50,728		55,000		49,335	206,857		170,059
Net Interest Income		99,447		98,556		100,205	395,018		402,613
Provision for Credit Losses		5,443		4,070		3,143	15,507		10,758
Net Interest Income After Provision for Credit Losses		94,004		94,486		97,062	379,511		391,855
Noninterest Income									
Trust and Asset Management		15,812		15,146		14,949	62,926		58,740
Mortgage Banking		2,027		3,848		2,612	11,725		10,562
Service Charges on Deposit Accounts		12,302		11,919		11,206	46,260		41,756
Fees, Exchange, and Other Service Charges		16,743		16,465		15,775	65,825		62,441
Investment Securities Gains, Net		105		789		153	1,485		172
Insurance		4,629		7,446		3,965	23,177		20,388
Other		8,639		5,629		4,856	29,089		22,117
Total Noninterest Income		60,257		61,242		53,516	240,487		216,176
Noninterest Expense									
Salaries and Benefits		45,928		44,944		42,727	180,865		176,457
Net Occupancy		10,300		10,267		9,959	40,073		38,976
Net Equipment		4,745		4,871		5,012	19,274		20,127
Professional Fees		3,695		2,369		1,189	11,206		6,854
Other		27,334		18,999		22,710	83,989		78,548
Total Noninterest Expense		92,002		81,450		81,597	335,407		320,962
Income Before Provision for Income Taxes		62,259		74,278		68,981	284,591		287,069
Provision for Income Taxes		21,399		26,499		18,068	100,888		106,710
Net Income	\$	40,860	\$	47,779	\$	50,913	\$ 183,703	\$	180,359
Basic Earnings Per Share	\$	0.84	\$	0.98	\$	1.03	\$ 3.75	\$	3.59
Diluted Earnings Per Share	\$	0.83	\$	0.96	\$	1.01	\$ 3.69	\$	3.52
Dividends Declared Per Share	\$	0.44	\$	0.41	\$	0.41	\$ 1.67	\$	1.52
Basic Weighted Average Shares		48,525,708		48,913,293		49,493,213	49,033,208		50,176,685
Diluted Weighted Average Shares		49,301,825		49,663,049		50,378,519	49,833,546		51,178,943

Table 2

### Consolidated Statements of Condition (Unaudited)

		December 31,	ę	September 30,		December 31,
(dollars in thousands)		2007		2007		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	Ť		Ŷ	10,010,000	Ŷ	10,011,010
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		9,722,007		9,017,090		9,002,090
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
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Capital Surplus		484,790		482,586		475,178 (39,084)
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;				(00 1 = 1-)		(0 (7 0 0 0)
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

## Consolidated Statements of Shareholders' Equity (Unaudited)

					Accum. Other				
					Compre-		Deferred		Compre-
		Co	ommon	Capital	hensive	Retained	Stock		hensive
(dollars in thousands)	Total		Stock	Surplus	Loss	Earnings	Grants	Stock	Income
Balance as of December 31, 2006	\$719,420	\$	566	\$475,178	\$ (39,084)	\$ 630,660	\$-	\$(347,900)	
Cumulative-Effect Adjustment of a Change in Accounting Principle,									
Net of Tax:									
SFAS No. 156, "Accounting for Servicing of Financial Assets,						<i>(</i> )			
an amendment of FASB Statement No. 140"	5,126		-	-	5,279	(153)	-	-	
FSP No. 13-2, "Accounting for a Change or Projected Change									
in the Timing of Cash Flows Relating to Income Taxes									
Generated by a Leveraged Lease Transaction"	(27,106)		-	-	-	(27,106)	-	-	
FIN 48, "Accounting for Uncertainty in Income Taxes, an									
interpretation of FASB Statement No. 109"	(7,247)		-	-	-	(7,247)	-	-	
Comprehensive Income:									
Net Income	183,703		-	-	-	183,703	-	-	\$183,703
Other Comprehensive Income, Net of Tax:									
Change in Unrealized Gains and Losses									
on Investment Securities Available-for-Sale	20,824		-	-	20,824	-	-	-	20,824
Gain Arising During Period for Defined Benefit Plans	7,034		-	-	7,034	-	-	-	7,034
Amortization of Prior Service Credit and Net Actuarial Loss	856		-	-	856	-	-	-	856
Total Comprehensive Income									\$212,417
Share-Based Compensation	5,724		-	5,724	-	-	-	-	
Net Tax Benefits related to Share-Based Compensation	3,491		-	3,491	-	-	-	-	
Common Stock Issued under Purchase and Equity									
Compensation Plans (749,327 shares)	20,457		1	397	-	(8,848)	-	28,907	
Common Stock Repurchased (1,933,964 shares)	(99,656)		-	-	-	-	-	(99,656)	
Cash Dividends Paid	(82,371)		-	-	-	(82,371)	-	-	
Balance as of December 31, 2007	\$750,255	\$	567	\$484,790	\$ (5,091)	\$ 688,638	\$-	\$(418,649)	:
	•			•	• • • • • • • • • •		<b>.</b>	•	
Balance as of December 31, 2005	\$693,352	\$	565	\$473,338	\$ (47,818)	\$ 546,591	\$(11,080)	\$(268,244)	
Comprehensive Income:									• • • • • • • • •
Net Income	180,359		-	-	-	180,359	-	-	\$180,359
Other Comprehensive Income, Net of Tax:									
Change in Unrealized Gains and Losses									
on Investment Securities Available-for-Sale	(196)		-	-	(196)	-	-	-	(196)
Change in Minimum Pension Liability Adjustments	1,972		-	-	1,972	-	-	-	1,972
Total Comprehensive Income									\$182,135
Adjustment to Initially Apply FASB Statement No. 158, Net of Tax	6,958		-	-	6,958	-	-	-	
Share-Based Compensation	4,956		-	4,956	-	-	-	-	
Net Tax Benefits related to Share-Based Compensation	7,634		-	7,634	-	-	-	-	
Common Stock Issued under Purchase and Equity									
Compensation Plans (1,044,951 shares)	30,859		1	(10,750)	-	(19,543)	11,080	50,071	
Common Stock Repurchased (2,540,130 shares)	(129,727)		-	-	-	-	-	(129,727)	
Cash Dividends Paid	(76,747)		-	-	-	(76,747)	-	-	
Balance as of December 31, 2006	\$719,420	\$	566	\$475,178	\$ (39,084)	\$ 630,660	\$-	\$(347,900)	

Table 4

#### Average Balances and Interest Rates - Taxable Equivalent Basis (Unaudited)

	Three M	Ionth	s End	ed		Three N	lonth	s End	led		Three N	lonths End	led	
	Decen	nber 3	<b>31, 20</b>	)7		Septem	nber 3	<b>60, 20</b>	<b>07</b> <sup>1</sup>		Decem	ber 31, 200	<b>)6</b> <sup>1</sup>	
	Average	Inco	ome/	Yield/		Average	Inco	ome/	Yield/		Average	Income/	Yield/	
(dollars in millions)	Balance	Expe	ense	Rate		Balance	Exp	ense	Rate		Balance	Expense	Rate	
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 <sup>2</sup>														
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	1	11.1	6.72		6,570.3	1	12.7	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 <sup>3</sup>	9,675.7	1:	50.4	6.19		9,809.0	1	53.8	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														
Demand	\$ 1,542.5		3.2	0.81		\$ 1,557.7		4.0	1.01		\$ 1,577.6	4.2	1.06	
Savings	2,679.7		12.9	1.92		2,837.5		15.9	2.23		2,626.4	11.1	1.68	
Time	1,731.7		17.0	3.91		1,742.0		17.7	4.03		1,650.0	15.6	3.74	_
Total Interest-Bearing Deposits	5,953.9	;	33.1	2.21		6,137.2		37.6	2.43		5,854.0	30.9	2.10	_
Short-Term Borrowings	175.2		2.0	4.53		138.8		1.8	4.91		135.0	1.8	5.21	
Securities Sold Under Agreements to Repurchase	1,052.8		11.8	4.40		1,016.5		11.7	4.54		1,091.6	12.5	4.52	
Long-Term Debt	235.4		3.8	6.43		251.9		3.9	6.21		264.7	4.1	6.15	_
Total Interest-Bearing Liabilities	7,417.3	:	50.7	2.71		7,544.4		55.0	2.89		7,345.3	49.3	2.66	_
Net Interest Income		\$	99.7				\$	98.8				\$ 100.4		
Interest Rate Spread				3.48	%				3.36	%			3.51	,
Net Interest Margin				4.12	%				4.03	%			4.15	,
Noninterest-Bearing Demand Deposits	1,848.9					1,878.4					1,867.6			
Other Liabilities	426.6					425.4					471.4			
Shareholders' Equity	753.5	-				728.4	_				707.1	-		
Total Liabilities and Shareholders' Equity	\$ 10,446.3					\$ 10,576.6					\$10,391.4			

<sup>1</sup> Certain prior period information has been reclassified to conform to current presentation.

<sup>2</sup> 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.

<sup>3</sup> 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.

#### Average Balances and Interest Rates - Taxable Equivalent Basis (Unaudited)

	Y	ear Ended		Y	ear Ended	
	Dece	ember 31, 200	7	Dece	mber 31, 200	6
	Average	Income/	Yield/	Average	Income/	Yield/
(dollars in millions)	Balance	Expense	Rate	Balance	Expense	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 <sup>1</sup>						
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 <sup>2</sup>	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				%		3.66
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	-	

Table 5b

<sup>1</sup> 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.

<sup>2</sup> 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.

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

Table 6a

	Tł	nree Months End	led December 31,	2007	
		compared to S	eptember 30, 200	, 2007	
(dollars in millions)		Volume <sup>1</sup>	Rate <sup>1</sup>	Tota	
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)	
Change in Net Interest Income	\$	(1.0) \$	1.9 \$	0.9	

<sup>1</sup> 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.

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

Table 6b

	Year Ended I	December 31, 2007	
	•	December 31, 2006	6
(dollars in millions)	Volume <sup>1</sup>	Rate <sup>1</sup>	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)

<sup>1</sup> 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.

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

d) Table 6c Three Months Ended December 31, 2007

	Three Months End	led December 31, 20	007
	compared to I	December 31, 2006	
(dollars in millions)	Volume <sup>1</sup>	Rate <sup>1</sup>	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			
Demand	(0.1)	(0.9)	(1.0)
Savings	0.2	1.6	1.8
Time	0.8	0.6	1.4
Total Interest-Bearing Deposits	0.9	1.3	2.2
Short-Term Borrowings	0.5	(0.3)	0.2
Securities Sold Under Agreements to Repurchase	(0.4)	(0.3)	(0.7)
Long-Term Debt	(0.5)	0.2	(0.3)
Total Change in Interest Expense	0.5	0.9	1.4
Change in Net Interest Income	\$ - \$	(0.7) \$	(0.7)

<sup>1</sup> 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.

# Bank of Hawaii Corporation and Subsidiaries Salaries and Benefits (Unaudited)

		Т	hree	Months Ende	ed		Year I	Ende	d
	Dec	ember 31,	Sep	otember 30,	De	ecember 31,	Decem	ber 3	81,
(dollars in thousands)		2007		2007		2006	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

Table 7

#### Loan and Lease Portfolio Balances (Unaudited)

Loan and Lease Portfolio Balances (Unaudited)							Table 8
(dollars in thousands)	D	ecember 31, 2007	S	September 30, 2007 <sup>1</sup>	June 30, 2007	March 31, 2007	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 <sup>2</sup> (Unaudited)

		D	ecem	ber 31, 200	Se	pt. 30, 2007	Dec	. 31, 2006	
				Unused	Total		Total		Total
(dollars in thousands)	o	utstanding	Con	nmitments	Exposure		Exposure		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

<sup>1</sup> Certain prior period information has been reclassified to conform to current presentation.

 $^{2}\,$  Exposure includes loans, leveraged leases and operating leases.

	De	ecember 31,	 September 30,	June 30,		March 31,	De	ecember 31,
(dollars in thousands)		2007	2007	 2007		2007		2006
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	\$	-	\$ 6 -	\$ -	\$	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	\$ 5 2,432	\$ 1,406	\$	2,380	\$	2,814
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%
Patie of Nep Performing Accests to Tatel Leans and Leases								
Ratio of Non-Performing Assets to Total Loans and Leases, Foreclosed Real Estate, and Other Investments		0.08%	0.06%	0.10%		0.09%		0.10%
		0.0078	0.0078	0.1078		0.0378		0.1076
Ratio of Commercial Non-Performing Assets To Total Commercial								
Loans and Leases and Other Investments		0.04%	0.02%	0.05%		0.01%		0.04%
Ratio of Consumer Non-Performing Assets to Total Consumer								
Loans and Leases and Foreclosed Real Estate		0.10%	0.09%	0.12%		0.13%		0.13%
Ratio of Non-Performing Assets and Accruing Loans and Leases								
Past Due 90 Days or More to Total Loans and Leases		0.20%	0.10%	0.12%		0.13%		0.14%
- dol Due do Dayo of More to Fotal Loans difu Leases		0.20%	0.10%	0.12%		0.13%		0.14%
Quarter to Quarter Changes in Non-Performing Assets	-				•			
Balance at Beginning of Quarter	\$	4,260	\$	\$ 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	\$ 5 4,260	\$ 6,314	\$	5,836	\$	6,407

Reserve for Credit Losses (Unaudited)

		Tł	nree	Months End	led			Year	End	ed
	De	ecember 31,	Se	ptember 30,	De	ecember 31,		Decem	ıber	31,
(dollars in thousands)		2007		2007		2006		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										
Commercial										
Commercial and Industrial		285		326		1,445		1,203		3,509
Commercial Mortgage		-		35		-		156		509
Lease Financing		3		2		2		2,092		3
Consumer										
Residential Mortgage		18		14		-		221		464
Home Equity		170		69		1		359		309
Other Revolving Credit and Installment		1,261		1,345		1,191		5,355		5,062
Lease Financing		3		3		12		17		43
Total Recoveries on Loans and Leases Previously Charged-Off		1,740		1,794		2,651		9,403		9,899
Net Loans and Leases Charged-Off		(5,443)		(4,070)		(3,143)		(15,507)		(10,758)
Provision for Credit Losses		5,443		4,070		3,143		15,507		10,758
Balance at End of Period <sup>1</sup>	\$	96,167	\$	96,167	\$	96,167	\$	96,167	\$	96,167
Components										
Allowance for Loan and Lease Losses	\$	90,998	\$	90,998	\$	90,998	\$	90,998	\$	90,998
Reserve for Unfunded Commitments	•	5,169	•	5,169	•	5,169	•	5,169	•	5,169
Total Reserve for Credit Losses	\$	96,167	\$	96,167	\$	96,167	\$	96,167	\$	96,167
Average Loans and Leases Outstanding	\$	6,581,183	\$	6,570,261	\$	6,501,868	\$ 6	6,561,584	\$6	6,369,200
Ratio of Net Loans and Leases Charged-Off to		0.000		0.050		0.400		0.046		0.170
Average Loans and Leases Outstanding (annualized)		0.33%		0.25%		0.19%		0.24%		0.17%
Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding		1.38%		1.38%		1.37%		1.38%		1.37%

Table 10

<sup>1</sup> 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).

#### Business Segments Selected Financial Information (Unaudited)

	Retail	C	ommercial	Investment			Con	solidated
(dollars in thousands)	Banking		Banking	Services	Total	Treasury		Total
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	\$ 10	),472,942

	Retail	C	Commercial	I	Investment			Со	nsolidated
(dollars in thousands)	Banking		Banking		Services	Total	 Treasury		Total
Three Months Ended December 31, 2006 <sup>1</sup>									
Net Interest Income	\$ 58,525	\$	34,839	\$	5,548	\$ 98,912	\$ 1,293	\$	100,205
Provision for Credit Losses	3,525		747		(1,000)	3,272	(129)		3,143
Net Interest Income After Provision for Credit Losses	55,000		34,092		6,548	95,640	1,422		97,062
Noninterest Income	26,144		7,178		17,763	51,085	2,431		53,516
Noninterest Expense	(43,853)		(19,733)		(16,265)	(79,851)	 (1,746)		(81,597)
Income Before Income Taxes	37,291		21,537		8,046	66,874	2,107		68,981
Provision for Income Taxes	(13,799)		(7,960)		(2,977)	(24,736)	6,668		(18,068)
Allocated Net Income	23,492		13,577		5,069	42,138	8,775		50,913
Allowance Funding Value	(202)		(686)		(9)	(897)	897		-
Provision for Credit Losses	3,525		747		(1,000)	3,272	(129)		3,143
Economic Provision	(3,125)		(2,190)		(100)	(5,415)	-		(5,415)
Tax Effect of Adjustments	(73)		788		410	1,125	(284)		841
Income Before Capital Charge	23,617		12,236		4,370	40,223	9,259		49,482
Capital Charge	(5,486)		(3,982)		(1,564)	(11,032)	 (8,416)		(19,448)
Net Income After Capital Charge (NIACC)	\$ 18,131	\$	8,254	\$	2,806	\$ 29,191	\$ 843	\$	30,034
RAROC (ROE for the Company)	47%		34%		30%	40%	 23%		29%
Total Assets as of December 31, 2006 <sup>1</sup>	\$ 3,972,919	\$	2,795,509	\$	213,506	\$ 6,981,934	\$ 3,589,881	<u>\$ 1</u>	0,571,815

<sup>1</sup> Certain prior period information has been reclassified to conform to the current presentation.

## Business Segments Selected Financial Information (Unaudited)

Business Segments Selected Financial Informa	 Retail	- '	Commercial	Investment			Table 11b
(dollars in thousands)	Banking		Banking	Services	Total	Treasury	Total
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%	7%	25%
Total Assets as of December 31, 2007	\$ 4,056,718	\$	2,712,139	\$ 272,311	\$ 7,041,168	\$ 3,431,774	\$ 10,472,942

	Retail	C	Commercial	Investment			Co	nsolidated
(dollars in thousands)	Banking		Banking	Services	Total	Treasury		Total
Year Ended December 31, 2006 <sup>1</sup>								
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 <sup>1</sup>	\$ 3,972,919	\$	2,795,509	\$ 213,506	\$ 6,981,934	\$ 3,589,881	\$ 1	10,571,815

<sup>1</sup> Certain prior period information has been reclassified to conform to the current presentation.

#### **Quarterly Summary of Selected Financial Data (Unaudited)**

			Three Months En		
	December 31,	September 30,	June 30,		
dollars in thousands, except per share amounts)	2007	2007	2007	2007	200
Quarterly Operating Results					
nterest Income	¢ 111.070	¢ 110 707	¢ 110.006	¢ 110.000	¢ 111.64
Interest and Fees on Loans and Leases	\$ 111,270	\$ 112,787	\$ 112,026	\$ 110,298	\$ 111,64
Income on Investment Securities					
Trading	814	1,114	1,357	1,618	-
Available-for-Sale	33,591	33,486	31,563	30,961	32,80
Held-to-Maturity	3,440	3,616	3,827	4,052	4,28
Deposits	309	1,086	96	58	6
Funds Sold	356	1,103	533	1,058	40
Other	395	364	364	333	33
otal Interest Income	150,175	153,556	149,766	148,378	149,54
nterest Expense					
Deposits	33,158	37,613	33,701	33,375	30,92
Securities Sold Under Agreements to Repurchase	11,754	11,726	11,665	11,886	12,53
Funds Purchased	1,936	1,654	1,452	923	1,68
Short-Term Borrowings	91	87	91	87	10
Long-Term Debt	3,789	3,920	3,979	3,970	4,07
	50,728		50,888		
otal Interest Expense	· · · · · · · · · · · · · · · · · · ·	55,000		50,241	49,33
let Interest Income	99,447	98,556	98,878	98,137	100,20
Provision for Credit Losses	5,443	4,070	3,363	2,631	3,14
let Interest Income After Provision for Credit Losses	94,004	94,486	95,515	95,506	97,06
Ioninterest Income					
Trust and Asset Management	15,812	15,146	16,135	15,833	14,94
Mortgage Banking	2,027	3,848	2,479	3,371	2,61
Service Charges on Deposit Accounts	12,302	11,919	11,072	10,967	11,20
Fees, Exchange, and Other Service Charges	16,743	16,465	16,556	16,061	15,77
Investment Securities Gains, Net	105	789	575	16	15
Insurance	4,629	7,446	4,887	6,215	3,96
Other	8,639	5,629	6,324	8,497	4,85
otal Noninterest Income	60,257	61,242	58,028	60,960	53,51
loninterest Expense		•••;= ·=	,		,-
Salaries and Benefits	45,928	44,944	44,587	45,406	42,72
Net Occupancy	10,300	10,267	9,695	9,811	9,95
Net Equipment	4,745	4,871	4,871	4,787	5,01
Professional Fees	3,695	2,369	2,599	2,543	1,18
Other	27,334	18,999	18,080	19,576	22,71
otal Noninterest Expense	92,002	81,450	79,832	82,123	81,59
ncome Before Provision for Income Taxes	62,259	74,278	73,711	74,343	68,98
Provision for Income Taxes	21,399	26,499	25,982	27,008	18,06
let Income	\$ 40,860	\$ 47,779	\$ 47,729	\$ 47,335	\$ 50,91
	<b>*</b> ••••	<b>*</b> ~ <b>~</b> ~	<b>*</b> ~ <b>~</b>	<b>^</b>	<b>A</b> 4 <b>A</b>
Basic Earnings Per Share	\$0.84	\$0.98	\$0.97	\$0.96	\$1.0
Diluted Earnings Per Share	\$0.83	\$0.96	\$0.95	\$0.94	\$1.0
Polones Sheet Totals					
alance Sheet Totals	¢ 40 470 040	¢ 40 540 505	¢ 40 700 500	¢ 40 404 057	¢ 40 F74 04
otal Assets	\$ 10,472,942	\$ 10,549,595	\$ 10,722,568	\$ 10,491,957	\$ 10,571,81
oans and Leases	6,580,861	6,599,915	6,566,126	6,507,152	6,623,16
otal Deposits	7,942,372	7,875,166	8,314,404	7,952,937	8,023,39
otal Shareholders' Equity	750,255	731,697	708,806	711,031	719,42
arformence Defice					
erformance Ratios					
let Income to Average Total Assets	1.55				
et Income to Average Shareholders' Equity	21.51	26.02	26.30	27.00	28.5
let Interest Margin <sup>1</sup>	4.12	4.03	4.12	4.07	4.1

<sup>1</sup> Net interest margin is defined as net interest income, on a taxable equivalent basis, as a percentage of average earning assets.

<sup>2</sup> Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and noninterest income).