## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

## Washington, D. C. 20549

## FORM 8-K

## CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report
(Date of earliest event reported) October 27,2003

## BANK OF HAWAII CORPORATION

(Exact name of registrant as specified in its charter)
Delaware
(State of Incorporation)
$1-6887$
(Commission

99-0148992
(Commission
File Number)
(IRS Employer Identification No.)

130 Merchant Street, Honolulu, Hawaii
96813
(Address of principal executive offices)
(Zip Code)

Item 12.
Results of Operations and Financial Conditions.
(a) Exhibit 99.1

Press Release: Bank of Hawaii Corporation Third Quarter 2003 Financial Results

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Date: October 27, 2003
BANK OF HAWAII CORPORATION
/s/ Michael E. O'Neill
Michael E. O'Neill
Chairman, Chief Executive Officer and
President

SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

BANK OF HAWAII CORPORATION

EXHIBIT TO CURRENT REPORT ON
FORM 8-K DATED October 27, 2003

## Commission File Number 1-6887



## Bank of Hawaii Corporation Third Quarter 2003 Financial Results

- Diluted Earnings Per Share Increases to \$0.61
- Net Income Increases to $\mathbf{\$ 3 6 . 7}$ Million for the Quarter
- Board of Directors Increases Quarterly Dividend 58\% to \$0.30 Per Share


## FOR IMMEDIATE RELEASE

HONOLULU, HI (October 27, 2003) — Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of $\$ 0.61$ for the third quarter of 2003, up 27.1 percent from diluted earnings per share of $\$ 0.48$ in the second quarter of 2003 and up 41.9 percent from $\$ 0.43$ in the third quarter last year. Net income for the quarter was $\$ 36.7$ million, up 22.2 percent from $\$ 30.0$ million in the previous quarter and up 21.5 percent from $\$ 30.2$ million in the same quarter last year.

The return on average assets for the third quarter of 2003 was 1.53 percent, up from 1.27 percent in the second quarter of 2003 and up from 1.22 percent in the third quarter of 2002. The return on average equity was 16.69 percent during the quarter, up 29.1 percent from 12.93 percent in the previous quarter and up 60.5 percent from 10.40 percent in the same quarter last year.
"I am pleased by the Company's third quarter financial results," said Michael E. O'Neill, Chairman, CEO and President. "Our credit quality measures continued to improve, our margin increased, total revenue was up and our expenses are coming down. The Hawaii economy is strengthening and, importantly, our businesses are growing. This gives us the confidence to increase our quarterly dividend from $\$ 0.19$ per share to $\$ 0.30$ per share."

For nine months ended September 30, 2003, net income was $\$ 96.5$ million, up $\$ 4.2$ million or 4.6 percent from net income of $\$ 92.3$ million for the same period last year. Diluted earnings per share were $\$ 1.56$ for the first nine months of 2003 , up 23.8 percent from diluted earnings per share of $\$ 1.26$ for the comparable period last year. The year-to-date return on average assets was 1.37 percent, up from 1.22 percent for the same nine months in 2002 . The year-todate return on average equity was 13.95 percent, up from 10.10 percent for the nine-month period ended September 30, 2002 .

130 Merchant Street = PO Box 2900 . Honolutu H1 $86846-6000$. Fax B08-537-8440 . Website aww.toh.com

## Financial Highlights

Net interest income for the third quarter of 2003 on a fully taxable equivalent basis was $\$ 91.1$ million, up $\$ 0.6$ million from the second quarter of 2003 and down $\$ 1.1$ million from net interest income of $\$ 92.2$ million in the third quarter of 2002 . The decrease in net interest income from the previous year was largely due to reductions in interest rates. An analysis of the change in net interest income is included in Table 6.

The net interest margin was 4.15 percent for the third quarter of 2003 , a 3 basis point increase from 4.12 percent in the previous quarter and a 12 basis point increase from 4.03 percent in the same quarter last year.

The Company did not recognize a provision for loan and lease losses during the third quarter of 2003 and has not recorded a provision for the last five quarters. The allowance for loan and lease losses was reduced $\$ 5.3$ million from June 30, 2003, which equaled the amount of net charge-offs for the third quarter of 2003.

Non-interest income was $\$ 53.8$ million for the quarter, an increase of $\$ 3.1$ million or 6.0 percent compared to non-interest income of $\$ 50.7$ million in the second quarter of 2003. This improvement was primarily due to a prepayment penalty on a commercial real estate loan and higher insurance income. Non-interest income was up $\$ 6.8$ million, or 14.4 percent from non-interest income of $\$ 47.0$ million in the third quarter of 2002 . The improvement from the prior year quarter was largely due to higher levels of service charge and fee income, growth in insurance revenue and increased mortgage banking income.

Non-interest expense was $\$ 88.9$ million in the third quarter of 2003 , including $\$ 4.4$ million in systems replacement costs. Non-interest expense for the second quarter of 2003 included $\$ 10.1$ million in systems replacement costs. Excluding these costs, non-interest expense was $\$ 84.5$ million in the third quarter of 2003 , down $\$ 0.8$ million compared to the previous quarter as reductions in salary and equipment expenses related to the systems replacement project were partially offset by a contribution to the Bank of Hawaii Charitable Foundation. Non-interest expense for the third quarter of 2002 included $\$ 6.6$ million in systems replacement costs. Excluding these costs, non-interest expense decreased $\$ 0.6$ million from the same quarter last year.

The efficiency ratio was 61.3 percent for the third quarter of 2003. Excluding systems replacement costs, the efficiency ratio was 58.3 percent, a significant improvement compared to 60.4 percent in the previous quarter and 61.2 percent in the same quarter last year. For the nine-month period ended September 30, 2003, the efficiency ratio, excluding systems replacement and net restructuring costs was 59.9 percent compared to 61.7 percent in the comparable period last year.

The Company's business segments are defined as Retail Banking, Commercial Banking, Investment Services Group, and Treasury and Other Corporate. Results are determined based on the Company's internal financial management reporting process and organizational structure. Previously reported results have been reclassified to conform to current methodology for allocating interest income among the segments. Business segment performance details are summarized in Tables 11 and 11a.

## Asset Quality

Bank of Hawaii Corporation's credit quality continued to improve during the third quarter of 2003. Non-performing assets were $\$ 40.1$ million at the end of the quarter, a decrease of $\$ 1.9$ million, or 4.5 percent, from non-performing assets of $\$ 42.0$ million at the end of the previous quarter. Non-performing assets declined $\$ 23.2$ million, or 36.7 percent compared to $\$ 63.3$ million at the end of the third quarter last year. At September 30, 2003 the ratio of nonperforming assets to total loans and foreclosed real estate was 0.72 percent compared with 0.77 percent at June 30 , 2003 and 1.20 percent at September 30 , 2002.

Non-accrual loans were $\$ 31.4$ million at September 30, 2003, a reduction of $\$ 1.3$ million, or 4.0 percent, from $\$ 32.7$ million at June 30,2003 and down $\$ 14.3$ million, or 31.3 percent, from $\$ 45.7$ million at September 30, 2002. Non-accrual loans as a percentage of total loans were 0.56 percent at September 30, 2003, down from 0.60 percent at the end of the previous quarter and down from 0.87 percent at the end of the comparable quarter last year.

Net charge-offs during the third quarter of 2003 were $\$ 5.3$ million, or 0.38 percent (annualized) of total average loans, up from $\$ 2.1 \mathrm{million}$, or 0.15 percent (annualized) of total average loans in the second quarter of 2003. The increase in net charge-offs from the previous quarter was largely due to $\$ 3.6$ million in net charge-offs, primarily consumer loans, remaining from the Pacific Island branches closed last year. Net charge-offs during the third quarter of 2002 were $\$ 4.5$ million, or 0.33 percent (annualized) of total average loans. Net charge-offs for the first nine months of 2003 were $\$ 10.2$ million, or 0.25 percent (annualized) of total average loans, a decrease from $\$ 16.1$ million, or 0.39 percent (annualized) of total average loans in the comparable period last year.

The allowance for loan and lease losses was $\$ 132.7$ million at September 30, 2003. The ratio of the allowance for loan and lease losses to total loans was 2.38 percent at September 30, 2003 down from 2.52 percent at June 30, 2003 and down from 2.94 percent at September 30, 2002.

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

## Other Financial Highlights

Total assets were $\$ 9.4$ billion at September 30, 2003, down slightly from total assets of $\$ 9.5$ billion at December 31 , 2002 and down from total assets of $\$ 9.7$ billion at September 30, 2002. Total assets were down $\$ 180$ million from June 30, 2003. The decrease from the prior periods was largely due to net loan growth that was offset by reductions in short-term investments as excess liquidity was utilized for share repurchases.

Total deposits at September 30, 2003 were $\$ 7.1$ billion, up $\$ 182$ million from December 31, 2002 and up $\$ 474$ million from September 30 , 2002 primarily due to continued growth in demand and savings deposits. Total deposits decreased slightly from June 30, 2003.

During the third quarter of 2003, Bank of Hawaii Corporation repurchased 3.1 million shares of common stock at a total cost of $\$ 103.5$ million under the share repurchase program. The average cost per share was $\$ 33.85$ during the quarter. From the beginning of the share repurchase program in July 2001 through September 30, 2003, the Company had repurchased a total of 28.2 million shares and returned a total of $\$ 790.8$ million to the shareholders at an average cost of $\$ 28.02$ per share. Through October 24, 2003, the Company repurchased an additional 0.2 million shares of common stock at a cost of $\$ 35.62$ per share. Remaining buyback authority, which was increased in September 2003, was $\$ 202.7$ million at October 24, 2003.

The Company's capital and liquidity remains exceptionally strong. At September 30, 2003 the Tier 1 leverage ratio was 8.52 percent compared to 9.29 percent at June 30, 2003 and 11.07 percent at September 30, 2002.

## Dividend Increase

The Company's Board of Directors declared an increased quarterly cash dividend of $\$ 0.30$ per share on the Company's outstanding shares. The dividend will be payable on December 12, 2003 to shareholders of record at the close of business on November 21, 2003.

## Information Technology Systems Replacement Project

Bank of Hawaii Corporation completed the conversion of its core computer hardware and software systems to the Metavante platform on July 7 , 2003 and has been successfully operating on Metavante since the conversion. In connection with this project, the Company incurred transition charges of $\$ 35.5$ million over the five-quarter conversion period that ended during the third quarter of 2003 and all costs have been incurred as of September 30 , 2003. Costs totaling $\$ 4.4$ million were recognized during the third quarter of 2003 . The lower cost platform is expected to provide annual cost savings of over $\$ 17$ million compared to second quarter 2002 technology expense levels. Additional details on this project may be found in Table 10.

## Economic Update

The Hawaii economy remained strong during the third quarter of 2003. The construction and real estate investment sectors continued to surge over the summer months, especially in the neighbor island residential markets. Tourism, as measured by passenger arrivals, also increased during the quarter. August 2003 was a record month for Hawaii tourism. Hawaii's seasonally-adjusted unemployment increased slightly to 4.3 percent in August, while nonagricultural payrolls rose more than 2 percent in August 2003 from the prior year level. For more economic information, visit the Company's web site http://www.boh.com/econ/.

## Earnings Outlook

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

## Conference Call Information

The Company will review its third quarter 2003 financial results today at 8:00 a.m. Hawaii Time ( $1: 00 \mathrm{p} . \mathrm{m}$. Eastern Time). The presentation will be accessible via teleconference and via the Investor Relations link of Bank of Hawaii Corporation's web site, www.boh.com. The conference call number is (800) 915-4836 in the United States or (973) 317-5319 for international callers. No confirmation code is required to access the call. A replay will be available for one week beginning at 10:00 a.m. Hawaii Time ( $3: 00$ p.m. Eastern Time) on Monday, October 27, 2003 by calling ( 800 ) $428-6051$ in the United States or (973) 709-2089 for international callers and entering the number 273140 when prompted. A replay of the presentation will also be available via the Investor Relations link of the Company's web site.

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

This news release contains forward-looking statements concerning, among other things, the economic environment in our service area, the expected level of loan loss provisioning, anticipated costs and annual savings of our information technology systems replacement project, and anticipated dividends, revenues and expenses during the remainder of 2003. We believe the assumptions underlying our forward-looking statements are reasonable. However, any of the assumptions could prove to be inaccurate and actual results may differ materially from those projected for a variety of reasons, including, but not limited to: 1) unanticipated changes in business and economic conditions, the competitive environment, fiscal and monetary policies, or legislation in Hawaii and the other markets we serve; 2) changes in our credit quality or risk profile which may increase or decrease the required level of allowance for loan and lease losses; 3) changes in market interest rates that may deteriorate our credit markets and ability to maintain our net interest margin; 4) changes to the amount and timing of our proposed equity repurchases; 5) inability to achieve expected benefits of our information technology systems replacement project and other business process changes due to adverse changes in implementation processes or costs, operational savings, or timing; 6) actions by the United States military and real or threatened terrorist activity affecting business conditions; and 7) adverse weather and other natural conditions impacting our and our customers' operations. We do not undertake any obligation to update any forward-looking statements to reflect later events or circumstances.

## \# \# \# \#

## Bank of Hawaii Corporation and Subsidiaries

Highlights (Unaudited)
Table 1
(dollars in thousands except per share amounts)

| Earnings Highlights and Performance Ratios | Three Months Ended September 30, |  |  |  |  | Nine Months Ended September 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2003 |  | 2002 (1) |  |  | 2003 | 2002 (1) |  |
| Net Income | \$ | 36,687 | \$ | 30,200 | \$ | 96,522 | \$ | 92,272 |
| Basic Earnings Per Share |  | 0.64 |  | 0.44 |  | 1.63 |  | 1.30 |
| Diluted Earnings Per Share |  | 0.61 |  | 0.43 |  | 1.56 |  | 1.26 |
| Cash Dividends |  | 10,887 |  | 12,197 |  | 33,819 |  | 38,442 |
| Return on Average Assets |  | 1.53\% |  | 1.22\% |  | 1.37\% |  | 1.22\% |
| Return on Average Equity |  | 16.69\% |  | 10.40\% |  | 13.95\% |  | 10.10\% |
| Net Interest Margin |  | 4.15\% |  | 4.03\% |  | 4.19\% |  | 3.97\% |
| Efficiency Ratio |  | 61.34\% |  | 65.90\% |  | 65.06\% |  | 63.68\% |
| Efficiency Ratio excluding ITSRP and Restructuring Costs |  | 58.34\% |  | 61.18\% |  | 59.88\% |  | 61.68\% |
| Statement of Condition Highlights and Performance Ratios |  |  |  |  | September 30, |  |  |  |
|  |  |  |  |  |  | 2003 |  | 2 (1) |
|  |  |  |  |  |  |  |  |  |
| Total Assets |  |  |  | \$ | \$ | 9,370,755 | \$ | 9,702,700 |
| Net Loans |  |  |  |  |  | 5,437,730 |  | 5,104,857 |
| Total Deposits |  |  |  |  |  | 7,102,116 |  | 6,627,673 |
| Total Shareholders' Equity |  |  |  |  |  | 823,760 |  | 1,100,706 |
|  |  |  |  |  |  |  |  |  |
| Book Value Per Common Share |  |  |  | \$ | \$ | 14.71 | \$ | 16.67 |
| Allowance / Loans Outstanding |  |  |  |  |  | 2.38\% |  | 2.94\% |
| Average Equity / Average Assets |  |  |  |  |  | 9.82\% |  | 12.10\% |
| Employees (FTE) |  |  |  |  |  | 2,764 |  | 2,934 |
| Branches and offices |  |  |  |  |  | 89 |  | 97 |
|  |  |  |  |  |  |  |  |  |
| Market Price Per Share of Common Stock for the Quarter Ended: |  |  |  |  |  |  |  |  |
|  |  |  | Closing | \$ | \$ | 33.58 | \$ | 27.90 |
|  |  |  | High | \$ | \$ | 35.55 | \$ | 30.00 |
|  |  |  | Low | \$ | \$ | 32.92 | \$ | 22.79 |

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

## Bank of Hawaii Corporation and Subsidiaries

Consolidated Statements of Income (Unaudited)
Table 2

| (dollars in thousands except per share amounts) | Three Months Ended September 30, |  |  |  | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2003 |  | 2002 (1) |  | 2003 |  | 2002 (1) |  |
| Interest Income |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 82,715 | \$ | 89,335 | \$ | 254,442 | \$ | 280,421 |
| Income on Investment Securities - Held to Maturity |  | 6,407 |  | 3,963 |  | 11,773 |  | 13,652 |
| Income on Investment Securities - Available for Sale |  | 16,483 |  | 26,175 |  | 58,761 |  | 80,173 |
| Deposits |  | 1,179 |  | 5,384 |  | 3,647 |  | 16,442 |
| Funds Sold |  | 248 |  | 914 |  | 1,834 |  | 2,669 |
| Other |  | 1,032 |  | 1,575 |  | 3,237 |  | 4,302 |
| Total Interest Income |  | 108,064 |  | 127,346 |  | 333,694 |  | 397,659 |
| Interest Expense |  |  |  |  |  |  |  |  |
| Deposits |  | 10,284 |  | 20,547 |  | 38,040 |  | 66,691 |
| Security Repurchase Agreements |  | 1,947 |  | 7,039 |  | 6,580 |  | 25,588 |
| Funds Purchased |  | 271 |  | 299 |  | 695 |  | 775 |
| Short-Term Borrowings |  | 26 |  | 334 |  | 75 |  | 1,272 |
| Long-Term Debt |  | 4,431 |  | 6,946 |  | 15,714 |  | 23,320 |
| Total Interest Expense |  | 16,959 |  | 35,165 |  | 61,104 |  | 117,646 |
| Net Interest Income |  | 91,105 |  | 92,181 |  | 272,590 |  | 280,013 |
| Provision for Loan and Lease Losses |  | - |  | - |  | - |  | 11,616 |
| Net Interest Income After Provision for Loan and Lease Losses |  | 91,105 |  | 92,181 |  | 272,590 |  | 268,397 |
| Non-Interest Income |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 12,511 |  | 13,655 |  | 38,237 |  | 42,648 |
| Mortgage Banking |  | 5,888 |  | 3,669 |  | 12,232 |  | 14,468 |
| Service Charges on Deposit Accounts |  | 8,901 |  | 7,925 |  | 26,496 |  | 24,291 |
| Fees, Exchange, and Other Service Charges |  | 16,034 |  | 13,114 |  | 42,496 |  | 38,631 |
| Investment Securities Gains |  | 639 |  | - |  | 1,809 |  | 3 |
| Insurance |  | 3,988 |  | 2,677 |  | 10,083 |  | 7,839 |
| Other |  | 5,830 |  | 5,997 |  | 17,930 |  | 20,100 |
| Total Non-Interest Income |  | 53,791 |  | 47,037 |  | 149,283 |  | 147,980 |
| Non-Interest Expense |  |  |  |  |  |  |  |  |
| Salaries |  | 36,873 |  | 37,994 |  | 112,564 |  | 115,065 |
| Pensions and Other Employee Benefits |  | 8,858 |  | 7,377 |  | 27,307 |  | 26,764 |
| Net Occupancy Expense |  | 9,806 |  | 9,597 |  | 29,047 |  | 28,511 |
| Net Equipment Expense |  | 7,301 |  | 10,058 |  | 26,257 |  | 30,176 |
| Restructuring and Other Related Costs |  | - |  | - |  | - |  | 1,979 |
| Information Technology Systems Replacement Project |  | 4,349 |  | 6,576 |  | 21,871 |  | 6,576 |
| Other |  | 21,690 |  | 20,141 |  | 57,425 |  | 63,465 |
| Total Non-Interest Expense |  | 88,877 |  | 91,743 |  | 274,471 |  | 272,536 |
| Income Before Income Taxes |  | 56,019 |  | 47,475 |  | 147,402 |  | 143,841 |
| Provision for Income Taxes |  | 19,332 |  | 17,275 |  | 50,880 |  | 51,569 |
| Net Income | \$ | 36,687 | \$ | 30,200 | \$ | 96,522 | \$ | 92,272 |
| Basic Earnings Per Share | \$ | 0.64 | \$ | 0.44 | \$ | 1.63 | \$ | 1.30 |
| Diluted Earnings Per Share | \$ | 0.61 | \$ | 0.43 | \$ | 1.56 | \$ | 1.26 |
| Dividends Declared Per Share | \$ | 0.19 | \$ | 0.19 | \$ | 0.57 | \$ | 0.73 |
| Basic Weighted Average Shares |  | 57,195,570 |  | 67,893,086 |  | 59,337,319 |  | 71,148,663 |
| Diluted Weighted Average Shares |  | 59,961,823 |  | 69,910,264 |  | 61,911,794 |  | 73,158,354 |

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

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

| (dollars in thousands) | $\begin{gathered} \text { September 30, } \\ 2003 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2002 \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2002(1) \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 208,712 | \$ | 549,978 | \$ | 1,019,823 |
| Investment Securities - Held to Maturity (Market Value of \$749,036, \$236,016 and |  |  |  |  |  |  |
| Investment Securities - Available for Sale |  | 2,027,062 |  | 2,287,201 |  | 2,241,106 |
| Funds Sold |  | - |  | 195,000 |  | 95,000 |
| Loans Held for Sale |  | 23,144 |  | 40,118 |  | 30,863 |
| Loans |  | 5,570,405 |  | 5,359,004 |  | 5,259,332 |
| Allowance for Loan and Lease Losses |  | $(132,675)$ |  | $(142,853)$ |  | $(154,475)$ |
| Net Loans |  | 5,437,730 |  | 5,216,151 |  | 5,104,857 |
| Total Earning Assets |  | 8,451,307 |  | 8,518,168 |  | 8,769,505 |
| Cash and Non-Interest Bearing Deposits |  | 329,705 |  | 374,352 |  | 331,786 |
| Premises and Equipment |  | 163,277 |  | 176,969 |  | 182,230 |
| Customers' Acceptance Liability |  | 1,077 |  | 2,680 |  | 1,106 |
| Accrued Interest Receivable |  | 33,210 |  | 36,722 |  | 38,839 |
| Foreclosed Real Estate |  | 8,757 |  | 9,434 |  | 17,568 |
| Mortgage Servicing Rights |  | 23,266 |  | 28,820 |  | 29,911 |
| Goodwill |  | 36,216 |  | 36,216 |  | 36,216 |
| Other Assets |  | 323,940 |  | 333,057 |  | 295,539 |
| Total Assets | \$ | 9,370,755 | \$ | 9,516,418 | \$ | 9,702,700 |
| Liabilities |  |  |  |  |  |  |
| Domestic Deposits |  |  |  |  |  |  |
| Non-Interest Bearing Demand | \$ | 1,846,030 | \$ | 1,719,633 | \$ | 1,593,766 |
| Interest Bearing Demand |  | 1,266,530 |  | 1,169,128 |  | 1,042,937 |
| Savings |  | 2,760,418 |  | 2,535,219 |  | 2,403,209 |
| Time |  | 1,178,213 |  | 1,461,780 |  | 1,549,693 |
| Foreign Deposits |  |  |  |  |  |  |
| Time Due to Banks |  | 20,832 |  | 1,130 |  | 4,387 |
| Other Savings and Time |  | 30,093 |  | 33,271 |  | 33,681 |
| Total Deposits |  | 7,102,116 |  | 6,920,161 |  | 6,627,673 |
| Securities Sold Under Agreements to Repurchase |  | 646,890 |  | 735,621 |  | 1,089,287 |
| Funds Purchased |  | 90,520 |  | 64,467 |  | 116,775 |
| Current Maturities of Long-Term Debt |  | 96,757 |  | 114,781 |  | 122,945 |
| Short-Term Borrowings |  | 14,796 |  | 33,420 |  | 17,941 |
| Banker's Acceptances Outstanding |  | 1,077 |  | 2,680 |  | 1,106 |
| Retirement Benefits Payable |  | 63,281 |  | 61,385 |  | 38,317 |
| Accrued Interest Payable |  | 7,207 |  | 13,731 |  | 21,870 |
| Taxes Payable |  | 195,628 |  | 196,813 |  | 191,519 |
| Other Liabilities |  | 101,179 |  | 82,596 |  | 87,736 |
| Long-Term Debt |  | 227,544 |  | 275,004 |  | 286,825 |
| Total Liabilities |  | 8,546,995 |  | 8,500,659 |  | 8,601,994 |
| Shareholders' Equity |  |  |  |  |  |  |
| Common Stock (\$.01 par value); authorized 500,000,000 shares; issued / outstanding: |  |  |  |  |  |  |
| September 2003-81,568,791 / 55,985,364; December 2002-81,294,730 / |  |  |  |  |  |  |
| 63,015,442; September 2002 - 81,310,042 / 66,048,072 |  | 807 |  | 806 |  | 806 |
| Capital Surplus |  | 385,694 |  | 372,192 |  | 371,098 |
| Accumulated Other Comprehensive Income (Loss) |  | $(2,799)$ |  | 11,659 |  | 26,038 |
| Retained Earnings |  | 1,177,459 |  | 1,115,910 |  | 1,100,016 |
| Deferred Stock Grants |  | $(7,466)$ |  | $(1,424)$ |  | $(2,886)$ |
| Treasury Stock, at Cost (Shares: September 2003 - 25,583,427; December 2002 18,279,288; September 2002 - 15,261,970) |  | $(729,935)$ |  | $(483,384)$ |  | $(394,366)$ |
| Total Shareholders' Equity |  | 823,760 |  | 1,015,759 |  | 1,100,706 |
| Total Liabilities and Shareholders' Equity | \$ | 9,370,755 | \$ | 9,516,418 | \$ | 9,702,700 |

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

## Bank of Hawaii Corporation and Subsidiaries

Consolidated Statements of Shareholders' Equity (Unaudited)
Table 4
(dollars in thousands)

## Bank of Hawaii Corporation and Subsidiaries

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

|  | Three Months Ended September 30, 2003 |  |  |  |  | Three Months Ended June 30, 2003 |  |  |  |  | Three Months Ended (1) September 30, 2002 |  |  |  |  | Nine Months Ended September 30, 2003 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | Average Balance |  | Income/ Expense |  | Yield Rate | Average Balance |  | Income/ Expense |  | Yield <br> Rate | Average Balance |  | Income/ <br> Expense |  | $\begin{aligned} & \text { Yield/ } \\ & \text { Rate } \end{aligned}$ | Average Balance |  | Income/ Expense |  | Yield/ Rate |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest Bearing Deposits | \$ | 224.7 | \$ | 1.2 | 2.08\% | \$ | 212.4 | \$ | 1.2 | 2.19\% | \$ | 1,142.3 | \$ | 5.4 | 1.87\% | \$ | 230.2 | \$ | 3.7 | 2.12\% |
| Funds Sold |  | 102.4 |  | 0.3 | 0.97 |  | 267.3 |  | 0.9 | 1.23 |  | 210.2 |  | 0.9 | 1.74 |  | 206.2 |  | 1.8 | 1.19 |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Held to Maturity |  | 675.1 |  | 6.4 | 3.82 |  | 324.8 |  | 3.1 | 3.85 |  | 296.9 |  | 4.1 | 5.45 |  | 402.4 |  | 11.9 | 3.94 |
| Available for Sale |  | 2,090.6 |  | 16.5 | 3.15 |  | 2,316.9 |  | 19.8 | 3.42 |  | 2,009.5 |  | 26.2 | 5.21 |  | 2,224.5 |  | 58.8 | 3.52 |
| Loans Held for Sale |  | 52.2 |  | 0.7 | 5.45 |  | 81.6 |  | 1.1 | 5.43 |  | 40.0 |  | 0.6 | 6.24 |  | 48.1 |  | 1.9 | 5.40 |
| Loans and Lease Financing |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 862.8 |  | 10.8 | 4.95 |  | 834.6 |  | 10.0 | 4.81 |  | 978.0 |  | 12.8 | 5.19 |  | 861.2 |  | 31.3 | 4.86 |
| Construction |  | 87.8 |  | 0.9 | 4.26 |  | 83.0 |  | 0.9 | 4.50 |  | 147.7 |  | 2.1 | 5.57 |  | 95.3 |  | 3.3 | 4.65 |
| Commercial Mortgage |  | 670.6 |  | 9.4 | 5.56 |  | 682.5 |  | 10.1 | 5.93 |  | 571.5 |  | 9.8 | 6.84 |  | 650.6 |  | 28.6 | 5.87 |
| Residential Mortgage |  | 2,298.8 |  | 36.2 | 6.30 |  | 2,295.1 |  | 37.3 | 6.50 |  | 2,333.9 |  | 40.5 | 6.94 |  | 2,281.1 |  | 111.2 | 6.50 |
| Installment |  | 558.6 |  | 12.8 | 9.09 |  | 535.6 |  | 13.6 | 10.18 |  | 406.8 |  | 11.3 | 11.01 |  | 532.2 |  | 39.2 | 9.85 |
| Home Equity |  | 448.1 |  | 5.6 | 4.99 |  | 442.7 |  | 5.6 | 5.06 |  | 411.3 |  | 5.9 | 5.70 |  | 441.8 |  | 16.9 | 5.11 |
| Purchased Home Equity |  | 132.6 |  | 0.7 | 2.20 |  | 162.3 |  | 2.0 | 4.96 |  | - |  | - | - |  | 158.2 |  | 5.3 | 4.51 |
| Lease Financing |  | 487.2 |  | 5.6 | 4.52 |  | 482.6 |  | 5.3 | 4.42 |  | 500.8 |  | 6.3 | 4.98 |  | 488.5 |  | 16.7 | 4.58 |
| Total Loans and Lease |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Financing |  | 5,546.5 |  | 82.0 | 5.89 |  | 5,518.4 |  | 84.8 | 6.16 |  | 5,350.0 |  | 88.7 | 6.60 |  | 5,508.9 |  | 252.5 | 6.12 |
| Other |  | 76.1 |  | 1.0 | 5.38 |  | 75.3 |  | 1.0 | 5.41 |  | 99.6 |  | 1.5 | 6.28 |  | 75.3 |  | 3.2 | 5.75 |
| Total Earning Assets |  | 8,767.6 |  | 108.1 | 4.91 |  | 8,796.7 |  | 111.9 | 5.09 |  | 9,148.5 |  | 127.4 | 5.55 |  | 8,695.6 |  | 333.8 | 5.12 |
| Cash and Non-interest Bearing |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other Assets |  | 399.2 |  |  |  |  | 385.9 |  |  |  |  | 355.7 |  |  |  |  | 392.3 |  |  |  |
| Total Assets | \$ | 9,500.0 |  |  |  | \$ | 9,508.2 |  |  |  | \$ | 9,804.4 |  |  |  | \$ | 9,418.0 |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest Bearing Liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest Bearing Deposits |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Domestic Deposits |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Demand | \$ | 1,242.7 | \$ | 0.5 | 0.15\% | \$ | 1,164.8 | \$ | 0.7 | 0.25\% | \$ | 1,021.5 | \$ | 0.9 | 0.37\% | \$ | 1,185.9 | \$ | 1.9 | 0.22\% |
| Savings |  | 2,754.6 |  | 3.4 | 0.49 |  | 2,744.1 |  | 4.5 | 0.65 |  | 2,360.7 |  | 8.1 | 1.35 |  | 2,702.8 |  | 12.5 | 0.62 |
| Time |  | 1,249.9 |  | 6.3 | 2.01 |  | 1,401.4 |  | 8.1 | 2.31 |  | 1,600.0 |  | 11.4 | 2.82 |  | 1,364.2 |  | 23.4 | 2.30 |
| Total Domestic Deposits |  | 5,247.2 |  | 10.2 | 0.77 |  | 5,310.3 |  | 13.3 | 1.00 |  | 4,982.2 |  | 20.4 | 1.62 |  | 5,252.9 |  | 37.8 | 0.96 |
| Foreign Deposits |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Time Due to Banks |  | 5.3 |  | - | - |  | - |  | - | - |  | 9.6 |  | - | - |  | 2.1 |  | - | - |
| Other Time and Savings |  | 33.6 |  | 0.1 | 0.63 |  | 30.3 |  | 0.1 | 0.91 |  | 38.3 |  | 0.2 | 1.68 |  | 31.5 |  | 0.2 | 0.91 |
| Total Foreign Deposits |  | 38.9 |  | 0.1 | 0.78 |  | 30.3 |  | 0.1 | 0.91 |  | 47.9 |  | 0.2 | 1.59 |  | 33.6 |  | 0.2 | 0.92 |
| Total Interest Bearing Deposits |  | 5,286.1 |  | 10.3 | 0.77 |  | 5,340.6 |  | 13.4 | 1.00 |  | 5,030.1 |  | 20.6 | 1.62 |  | 5,286.5 |  | 38.0 | 0.96 |
| Short-Term Borrowings |  | 827.8 |  | 2.3 | 1.08 |  | 810.2 |  | 2.6 | 1.30 |  | 1,301.3 |  | 7.7 | 2.34 |  | 763.3 |  | 7.4 | 1.29 |
| Long-Term Debt |  | 325.7 |  | 4.4 | 5.40 |  | 371.5 |  | 5.4 | 5.85 |  | 451.6 |  | 6.9 | 6.10 |  | 362.3 |  | 15.7 | 5.80 |
| Total Interest Bearing |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liabilities |  | 6,439.6 |  | 17.0 | 1.04 |  | 6,522.3 |  | 21.4 | 1.31 |  | 6,783.0 |  | 35.2 | 2.06 |  | 6,412.1 |  | 61.1 | 1.27 |
| Net Interest Income |  |  | \$ | 91.1 |  |  |  | \$ | 90.5 |  |  |  | \$ | 92.2 |  |  |  | \$ | 272.7 |  |
| Interest Rate Spread |  |  |  |  | 3.87\% |  |  |  |  | 3.78\% |  |  |  |  | 3.49\% |  |  |  |  | 3.85\% |
| Net Interest Margin |  |  |  |  | 4.15\% |  |  |  |  | 4.12\% |  |  |  |  | 4.03\% |  |  |  |  | 4.19\% |
| Non-Interest Bearing Demand Deposits (Domestic) |  | 1,844.4 |  |  |  |  | 1,695.3 |  |  |  |  | 1,547.5 |  |  |  |  | 1,726.2 |  |  |  |
| Other Liabilities |  | 344.1 |  |  |  |  | 358.7 |  |  |  |  | 321.6 |  |  |  |  | 354.4 |  |  |  |
| Shareholders' Equity |  | 871.9 |  |  |  |  | 931.9 |  |  |  |  | 1,152.3 |  |  |  |  | 925.3 |  |  |  |
| Total Liabilities and Shareholders' Equity | \$ | 9,500.0 |  |  |  | \$ | 9,508.2 |  |  |  | \$ | 9,804.4 |  |  |  | \$ | 9,418.0 |  |  |  |

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

Bank of Hawaii Corporation and Subsidiaries
Analysis of Change in Net Interest Income - Tax Equivalent Basis (Unaudited)
Table 6

(1) The changes for each category of interest income and expense are allocated between the portion of changes attributable to the variance in volume, rate or time for that category.

Bank of Hawaii Corporation and Subsidiaries
Loan Portfolio Balances (Unaudited)
Table 7

| (dollars in millions) | $\begin{gathered} \text { September 30, } \\ 2003 \end{gathered}$ |  | June 30, 2003 |  | $\begin{gathered} \text { December 31, } \\ 2002 \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2002(1) \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Domestic |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 843.9 | \$ | 808.5 | \$ | 875.0 | \$ | 863.3 |
| Commercial Mortgage |  | 629.2 |  | 689.7 |  | 591.1 |  | 616.5 |
| Construction |  | 92.3 |  | 83.6 |  | 127.5 |  | 146.3 |
| Lease Financing |  | 426.9 |  | 416.9 |  | 427.3 |  | 433.6 |
| Total Commercial |  | 1,992.3 |  | 1,998.7 |  | 2,020.9 |  | 2,059.7 |
| Consumer |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 2,329.4 |  | 2,222.0 |  | 2,131.4 |  | 2,259.8 |
| Home Equity |  | 446.0 |  | 450.3 |  | 428.2 |  | 419.2 |
| Purchased Home Equity |  | 109.8 |  | 145.6 |  | 185.8 |  | - |
| Other Consumer |  | 582.9 |  | 554.8 |  | 493.3 |  | 421.6 |
| Lease Financing |  | 35.3 |  | 34.0 |  | 34.5 |  | 36.5 |
| Total Consumer |  | 3,503.4 |  | 3,406.7 |  | 3,273.2 |  | 3,137.1 |
| Total Domestic |  | 5,495.7 |  | 5,405.4 |  | 5,294.1 |  | 5,196.8 |
| Foreign |  | 74.7 |  | 66.5 |  | 64.9 |  | 62.5 |
| Total Loans | \$ | 5,570.4 | \$ | 5,471.9 | \$ | 5,359.0 | \$ | 5,259.3 |

## Selected Concentrations of Credit Exposure (Unaudited)

| (dollars in millions) | September 30, 2003 |  |  |  |  |  | $\begin{gathered} \text { Dec. } 31,2002 \\ \text { Total } \\ \text { Exposure } \end{gathered}$ |  | $\begin{gathered} \text { Sept. 30, } 2002 \text { (1) } \\ \text { Total } \\ \text { Exposure } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Outstanding |  | Unused Commitments |  | $\begin{gathered} \text { Total } \\ \text { Exposure } \end{gathered}$ |  |  |  |  |  |
| Air Transportation |  |  |  |  |  |  |  |  |  |  |
| Regional Passenger Carriers | \$ | 45.1 | \$ | 12.5 | \$ | 57.6 | \$ | 57.3 | \$ | 57.2 |
| United States Based Passenger |  |  |  |  |  |  |  |  |  |  |
| International Based Passenger |  |  |  |  |  |  |  |  |  |  |
| Cargo Carriers |  | 14.4 |  | - |  | 14.4 |  | 15.0 |  | 15.0 |
| Total Air Transportation | \$ | 131.1 | \$ | 12.5 | \$ | 143.6 | \$ | 144.0 | \$ | 152.7 |
| Guam |  |  |  |  |  |  |  |  |  |  |
| Hotel | \$ | 17.8 | \$ | - | \$ | 17.8 | \$ | 44.4 | \$ | 104.7 |
| Other Commercial |  | 147.2 |  | 35.9 |  | 183.1 |  | 166.0 |  | 134.6 |
| Consumer |  | 271.0 |  | 6.5 |  | 277.5 |  | 257.4 |  | 250.6 |
| Total Guam | \$ | 436.0 | \$ | 42.4 | \$ | 478.4 | \$ | 467.8 | \$ | 489.9 |
|  |  |  |  |  |  |  |  |  |  |  |
| Syndicated Exposure | \$ | 249.1 | \$ | 624.4 | \$ | 873.5 | \$ | 1,002.1 | \$ | 1,075.8 |

Exposure includes loans, leveraged leases and operating leases.

[^0]Bank of Hawaii Corporation and Subsidiaries
Consolidated Non-Performing Assets and Accruing Loans Past Due 90 Days or More (Unaudited)
Table 8

| (dollars in millions) | $\begin{gathered} \text { September 30, } \\ 2003 \end{gathered}$ |  | June 30, 2003 |  | $\begin{gathered} \text { March 31, } \\ 2003 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2002 \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2002(1) \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Non-Accrual Loans |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 7.8 | \$ | 8.8 | \$ | 2.4 | \$ | 5.9 | \$ | 6.4 |
| Commercial Mortgage |  | 11.0 |  | 11.2 |  | 17.9 |  | 20.3 |  | 18.1 |
| Construction |  | - |  | - |  | - |  | 0.5 |  | 0.9 |
| Lease Financing |  | 2.4 |  | 2.5 |  | 3.2 |  | 4.1 |  | 5.7 |
| Total Commercial |  | 21.2 |  | 22.5 |  | 23.5 |  | 30.8 |  | 31.1 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 9.7 |  | 10.2 |  | 11.5 |  | 13.9 |  | 14.3 |
| Home Equity |  | 0.5 |  | - |  | 0.1 |  | 0.3 |  | 0.2 |
| Other Consumer |  | - |  | - |  | - |  | - |  | 0.1 |
| Total Consumer |  | 10.2 |  | 10.2 |  | 11.6 |  | 14.2 |  | 14.6 |
| Total Non-Accrual Loans |  | 31.4 |  | 32.7 |  | 35.1 |  | 45.0 |  | 45.7 |
|  |  |  |  |  |  |  |  |  |  |  |
| Foreclosed Real Estate |  | 8.7 |  | 9.3 |  | 9.1 |  | 9.4 |  | 17.6 |
|  |  |  |  |  |  |  |  |  |  |  |
| Total Non-Performing Assets | \$ | 40.1 | \$ | 42.0 | \$ | 44.2 | \$ | 54.4 | \$ | 63.3 |
|  |  |  |  |  |  |  |  |  |  |  |
| Accruing Loans Past Due 90 Days or More |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 0.7 | \$ | 0.5 | \$ | - | \$ | 0.2 | \$ | - |
| Commercial Mortgage |  | - |  | - |  | 0.4 |  | 0.3 |  | - |
| Total Commercial |  | 0.7 |  | 0.5 |  | 0.4 |  | 0.5 |  | - |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 2.0 |  | 1.8 |  | 1.6 |  | 0.6 |  | 1.4 |
| Home Equity |  | - |  | 0.1 |  | - |  | - |  | - |
| Purchased Home Equity |  | 0.1 |  | 0.1 |  | - |  | - |  | - |
| Other Consumer |  | 1.1 |  | 0.4 |  | 2.3 |  | 0.7 |  | 0.3 |
| Total Consumer |  | 3.2 |  | 2.4 |  | 3.9 |  | 1.3 |  | 1.7 |
| Total Accruing and Past Due | \$ | 3.9 | \$ | 2.9 | \$ | 4.3 | \$ | 1.8 | \$ | 1.7 |
|  |  |  |  |  |  |  |  |  |  |  |
| Total Loans | \$ | 5,570.4 | \$ | 5,471.9 | \$ | 5,565.4 | \$ | 5,359.0 | \$ | 5,259.3 |
|  |  |  |  |  |  |  |  |  |  |  |
| Ratio of Non-Accrual Loans to Total Loans |  | 0.56\% |  | 0.60\% |  | 0.63\% |  | 0.84\% |  | 0.87\% |
|  |  |  |  |  |  |  |  |  |  |  |
| Ratio of Non-Performing Assets to Total Loans and Foreclosed Real Estate |  | 0.72\% |  | 0.77\% |  | 0.79\% |  | 1.01\% |  | 1.20\% |
| Ratio of Non-Performing Assets and Accruing Loans |  |  |  |  |  |  |  |  |  |  |
| Past Due 90 Days or More to Total Loans |  | 0.79\% |  | 0.82\% |  | 0.87\% |  | 1.05\% |  | 1.24\% |
| Quarter to Quarter Changes in Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Balance at Beginning of Quarter | \$ | 42.0 | \$ | 44.2 | \$ | 54.4 | \$ | 63.3 | \$ | 78.8 |
| Additions |  | 3.2 |  | 11.6 |  | 4.8 |  | 12.0 |  | 7.0 |
| Reductions |  |  |  |  |  |  |  |  |  |  |
| Payments and Sales of Loans |  | (1.8) |  | (4.3) |  | (5.6) |  | (6.9) |  | (8.5) |
| Return to Accrual |  | (1.5) |  | (7.5) |  | (5.6) |  | (1.9) |  | (9.1) |
| Sales of Foreclosed Assets |  | (1.0) |  | (0.7) |  | (1.1) |  | (9.4) |  | (1.4) |
| Charge-offs |  | (0.8) |  | (1.3) |  | (2.7) |  | (2.7) |  | (3.5) |
| Total Reductions |  | (5.1) |  | (13.8) |  | (15.0) |  | (20.9) |  | (22.5) |
| Balance at End of Quarter | \$ | 40.1 | \$ | 42.0 | \$ | 44.2 | \$ | 54.4 | \$ | 63.3 |

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

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

| (dollars in millions) | Three Months Ended |  |  |  |  |  | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September 30, } \\ 2003 \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ 2003 \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2002(1) \end{gathered}$ |  |  |  |  |  |
|  |  |  | 2003 | 2002 (1) |  |  |  |  |  |
| Balance at Beginning of Period | \$ | 138.0 |  |  | \$ | 140.0 | \$ | 159.0 | \$ | 142.9 | \$ | 159.0 |
| Loans Charged-Off |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | (1.1) |  | (0.6) |  |  |  | (0.9) |  | (3.3) |  | (11.0) |
| Commercial Mortgage |  | (0.2) |  | (0.4) |  | (2.5) |  | (0.6) |  | (2.9) |
| Construction |  | - |  | - |  | - |  | (0.5) |  | (0.5) |
| Lease Financing |  | - |  | (0.3) |  | (0.1) |  | (0.3) |  | (0.3) |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | (0.2) |  | (0.7) |  | (0.6) |  | (1.5) |  | (3.0) |
| Home Equity |  | - |  | - |  | - |  | (0.1) |  | (0.2) |
| Other Consumer |  | (6.8) |  | (3.6) |  | (3.0) |  | (13.5) |  | (9.7) |
| Lease Financing |  | - |  | - |  | (0.1) |  | (0.2) |  | (0.2) |
| Total Charge-Offs |  | (8.3) |  | (5.7) |  | (7.2) |  | (20.0) |  | (27.8) |
| Recoveries on Loans Previously Charged-Off |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 0.6 |  | 1.8 |  | 0.7 |  | 3.0 |  | 3.4 |
| Commercial Mortgage |  | - |  | 0.1 |  | - |  | 0.1 |  | 2.0 |
| Construction |  | - |  | 0.1 |  | - |  | 1.0 |  | - |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 0.5 |  | 0.3 |  | 0.1 |  | 0.9 |  | 0.8 |
| Home Equity |  | - |  | - |  | - |  | 0.1 |  | 0.1 |
| Other Consumer |  | 1.5 |  | 1.3 |  | 1.5 |  | 4.2 |  | 4.8 |
| Lease Financing |  | - |  | - |  | - |  | - |  | - |
| Foreign |  | 0.4 |  | - |  | 0.4 |  | 0.5 |  | 0.7 |
| Total Recoveries |  | 3.0 |  | 3.6 |  | 2.7 |  | 9.8 |  | 11.7 |
| Net Loan Charge-Offs |  | (5.3) |  | (2.1) |  | (4.5) |  | (10.2) |  | (16.1) |
| Provision for Loan and Lease Losses |  | - |  | - |  | - |  | - |  | 11.6 |
| Balance at End of Period | \$ | 132.7 | \$ | 138.0 | \$ | 154.5 | \$ | 132.7 | \$ | 154.5 |
|  |  |  |  |  |  |  |  |  |  |  |
| Average Loans Outstanding | \$ | 5,546.5 | \$ | 5,518.4 | \$ | 5,350.0 | \$ | 5,508.9 | \$ | 5,479.1 |
| Ratio of Net Charge-Offs to Average Loans |  |  |  |  |  |  |  |  |  |  |
| Outstanding (annualized) |  | 0.38\% |  | 0.15\% |  | 0.33\% |  | 0.25\% |  | 0.39\% |
| Ratio of Allowance to Loans Outstanding |  | 2.38\% |  | 2.52\% |  | 2.94\% |  | 2.38\% |  | 2.94\% |

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

Totals may not add due to rounding.

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

| (dollars in millions) | Professional Fees |  | Employee Termination Benefits |  | Accelerated Depreciation |  | Other <br> Associated <br> Costs (1) |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Costs Incurred: |  |  |  |  |  |  |  |  |  |  |
| Three Months Ended: |  |  |  |  |  |  |  |  |  |  |
| September 30, 2002 | \$ | 1.9 | \$ | 1.0 | \$ | 3.2 | \$ | 0.5 | \$ | 6.6 |
| December 31, 2002 |  | 3.2 |  | 0.2 |  | 2.2 |  | 1.4 |  | 7.0 |
| Year Ended December 31, 2002 |  | 5.1 |  | 1.2 |  | 5.4 |  | 1.9 |  | 13.6 |
| Three Months Ended: |  |  |  |  |  |  |  |  |  |  |
| March 31, 2003 |  | 3.5 |  | 0.4 |  | 2.0 |  | 1.5 |  | 7.4 |
| June 30, 2003 |  | 2.9 |  | 2.6 |  | 1.8 |  | 2.8 |  | 10.1 |
| September 30, 2003 |  | 1.4 |  | 0.7 |  | 0.1 |  | 2.2 |  | 4.4 |
| Nine Months Ended September 30, 2003 |  | 7.8 |  | 3.7 |  | 3.9 |  | 6.5 |  | 21.9 |
| Total Costs Incurred | \$ | 12.9 | \$ | 4.9 | \$ | 9.3 | \$ | 8.4 | \$ | 35.5 |
| Total Expected Project Costs | \$ | 12.9 | \$ | 4.9 | \$ | 9.3 | \$ | 8.4 | \$ | 35.5 |

(1) Includes contract termination, equipment, excise tax and other costs.

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

| (dollars in thousands) | Retail Banking |  | Commercial Banking |  | Investment <br> Services Group |  | Treasury and Other Corporate |  | Consolidated Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Three Months Ended September 30, 2003 |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 51,317 | \$ | 33,958 | \$ | 3,001 | \$ | 2,829 | \$ | 91,105 |
| Provision for Loan and Lease Losses |  | $(2,451)$ |  | $(3,549)$ |  | 5 |  | 5,995 |  | - |
| Net Interest Income After Provision for Loan and Lease |  |  |  |  |  |  |  |  |  |  |
| Non-Interest Income |  | 23,044 |  | 12,148 |  | 15,288 |  | 3,311 |  | 53,791 |
|  |  | 71,910 |  | 42,557 |  | 18,294 |  | 12,135 |  | 144,896 |
| Information Technology Systems Replacement Project |  | (36) |  | - |  | - |  | $(4,313)$ |  | $(4,349)$ |
| Non-Interest Expense |  | $(44,240)$ |  | $(22,313)$ |  | $(15,763)$ |  | $(2,212)$ |  | $(84,528)$ |
| Income Before Income Taxes |  | 27,634 |  | 20,244 |  | 2,531 |  | 5,610 |  | 56,019 |
| Provision for Income Taxes |  | $(10,224)$ |  | $(7,357)$ |  | (937) |  | (814) |  | $(19,332)$ |
| Allocated Net Income |  | 17,410 |  | 12,887 |  | 1,594 |  | 4,796 |  | 36,687 |
| Allowance Funding Value |  | (152) |  | (940) |  | (7) |  | 1,099 |  | - |
| GAAP Provision |  | 2,451 |  | 3,549 |  | (5) |  | $(5,995)$ |  | - |
| Economic Provision |  | $(3,014)$ |  | $(3,139)$ |  | (106) |  | (12) |  | $(6,271)$ |
| Tax Effect of Adjustments |  | 265 |  | 196 |  | 44 |  | 1,815 |  | 2,320 |
| Income Before Capital Charge |  | 16,960 |  | 12,553 |  | 1,520 |  | 1,703 |  | 32,736 |
| Capital Charge |  | $(5,614)$ |  | $(5,586)$ |  | $(1,493)$ |  | $(11,270)$ |  | $(23,963)$ |
| Net Income (Loss) After Capital Charge (NIACC) | \$ | 11,346 | \$ | 6,967 | \$ | 27 | \$ | $(9,567)$ | \$ | 8,773 |
| RAROC (ROE for the Company) |  | 33\% |  | 25\% |  | 11\% |  | 1\% |  | 17\% |
| Total Assets at September 30, 2003 | \$ | 3,507,960 | \$ | 2,226,160 | \$ | 140,735 | \$ | 3,495,900 | \$ | 9,370,755 |
| Three Months Ended September 30, 2002 (1) |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 49,432 | \$ | 35,738 | \$ | 3,219 | \$ | 3,792 | \$ | 92,181 |
| Provision for Loan and Lease Losses |  | (722) |  | $(4,456)$ |  | (76) |  | 5,254 |  | - |
| Net Interest Income After Provision for Loan and Lease |  |  |  |  |  |  |  |  |  |  |
| Losses |  | 48,710 |  | 31,282 |  | 3,143 |  | 9,046 |  | 92,181 |
| Non-Interest Income |  | 19,897 |  | 8,295 |  | 16,640 |  | 2,205 |  | 47,037 |
|  |  | 68,607 |  | 39,577 |  | 19,783 |  | 11,251 |  | 139,218 |
| Information Technology Systems Replacement Project |  | (587) |  | - |  | - |  | $(5,989)$ |  | $(6,576)$ |
| Non-Interest Expense |  | $(42,628)$ |  | $(24,260)$ |  | $(15,711)$ |  | $(2,568)$ |  | $(85,167)$ |
| Income Before Income Taxes |  | 25,392 |  | 15,317 |  | 4,072 |  | 2,694 |  | 47,475 |
| Provision for Income Taxes |  | $(9,395)$ |  | $(5,587)$ |  | $(1,507)$ |  | (786) |  | $(17,275)$ |
| Allocated Net Income |  | 15,997 |  | 9,730 |  | 2,565 |  | 1,908 |  | 30,200 |
| Allowance Funding Value |  | (201) |  | $(1,507)$ |  | (8) |  | 1,716 |  | - |
| GAAP Provision |  | 722 |  | 4,456 |  | 76 |  | $(5,254)$ |  | - |
| Economic Provision |  | $(3,128)$ |  | $(3,340)$ |  | (121) |  | (7) |  | $(6,596)$ |
| Tax Effect of Adjustments |  | 965 |  | 144 |  | 20 |  | 1,312 |  | 2,441 |
| Income (Loss) Before Capital Charge |  | 14,355 |  | 9,483 |  | 2,532 |  | (325) |  | 26,045 |
| Capital Charge |  | $(5,216)$ |  | $(5,814)$ |  | $(1,475)$ |  | $(19,176)$ |  | $(31,681)$ |
| Net Income (Loss) After Capital Charge (NIACC) | \$ | 9,139 | \$ | 3,669 | \$ | 1,057 | \$ | $(19,501)$ | \$ | $(5,636)$ |
| RAROC (ROE for the Company) |  | 30\% |  | 18\% |  | 19\% |  | 0\% |  | 10\% |
| Total Assets at September 30, 2002 | \$ | 3,135,752 | \$ | 2,325,782 | \$ | 118,625 | \$ | 4,122,541 | \$ | 9,702,700 |

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

Table 11a

| (dollars in thousands) | Retail Banking |  | Commercial Banking |  | Investment Services Group |  | Treasury and Other Corporate |  | ConsolidatedTotal Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nine Months Ended September 30, 2003 |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 156,518 | \$ | 102,981 | \$ | 9,664 | \$ | 3,427 | \$ | 272,590 |
| Provision for Loan and Lease Losses |  | $(4,620)$ |  | $(6,721)$ |  | 5 |  | 11,336 |  | - |
| Net Interest Income After Provision for Loan and Lease |  |  |  |  |  |  |  |  |  |  |
| Non-Interest Income |  | 64,328 |  | 28,507 |  | 46,396 |  | 10,052 |  | 149,283 |
|  |  | 216,226 |  | 124,767 |  | 56,065 |  | 24,815 |  | 421,873 |
| Information Technology Systems Replacement Project |  | (986) |  | (23) |  | (333) |  | $(20,529)$ |  | $(21,871)$ |
| Non-Interest Expense |  | $(127,035)$ |  | $(68,237)$ |  | $(47,604)$ |  | $(9,724)$ |  | $(252,600)$ |
| Income (Loss) Before Income Taxes |  | 88,205 |  | 56,507 |  | 8,128 |  | $(5,438)$ |  | 147,402 |
| Provision for Income Taxes |  | $(32,636)$ |  | $(20,560)$ |  | $(3,007)$ |  | 5,323 |  | $(50,880)$ |
| Allocated Net Income (Loss) |  | 55,569 |  | 35,947 |  | 5,121 |  | (115) |  | 96,522 |
| Allowance Funding Value |  | (465) |  | $(3,181)$ |  | (23) |  | 3,669 |  | - |
| GAAP Provision |  | 4,620 |  | 6,721 |  | (5) |  | $(11,336)$ |  | - |
| Economic Provision |  | $(8,623)$ |  | $(9,225)$ |  | (350) |  | (22) |  | $(18,220)$ |
| Tax Effect of Adjustments |  | 1,653 |  | 2,103 |  | 140 |  | 2,845 |  | 6,741 |
| Income (Loss) Before Capital Charge |  | 52,754 |  | 32,365 |  | 4,883 |  | $(4,959)$ |  | 85,043 |
| Capital Charge |  | $(16,500)$ |  | $(16,314)$ |  | $(4,523)$ |  | $(39,008)$ |  | $(76,345)$ |
| Net Income (Loss) After Capital Charge (NIACC) | \$ | 36,254 | \$ | 16,051 | \$ | 360 | \$ | $(43,967)$ | \$ | 8,698 |
| RAROC (ROE for the Company) |  | 35\% |  | 22\% |  | 12\% |  | (1)\% |  | 14\% |
| Total Assets at September 30, 2003 | \$ | 3,507,960 | \$ | 2,226,160 | \$ | 140,735 | \$ | 3,495,900 | \$ | 9,370,755 |
|  |  |  |  |  |  |  |  |  |  |  |
| Nine Months Ended September 30, 2002 (1) |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 153,306 | \$ | 108,380 | \$ | 9,640 | \$ | 8,687 | \$ | 280,013 |
| Provision for Loan and Lease Losses |  | $(3,213)$ |  | $(14,061)$ |  | (76) |  | 5,734 |  | $(11,616)$ |
| Net Interest Income After Provision for Loan and Lease |  |  |  |  |  |  |  |  |  |  |
| Losses |  | 150,093 |  | 94,319 |  | 9,564 |  | 14,421 |  | 268,397 |
| Non-Interest Income |  | 62,384 |  | 25,681 |  | 51,840 |  | 8,075 |  | 147,980 |
|  |  | 212,477 |  | 120,000 |  | 61,404 |  | 22,496 |  | 416,377 |
| Restructuring and Other Related Costs |  | - |  | - |  | - |  | $(1,979)$ |  | $(1,979)$ |
| Information Technology Systems Replacement Project |  | (587) |  | (73, |  | - |  | $(5,989)$ |  | $(6,576)$ |
| Non-Interest Expense |  | $(133,454)$ |  | $(73,604)$ |  | $(49,830)$ |  | $(7,093)$ |  | $(263,981)$ |
| Income Before Income Taxes |  | 78,436 |  | 46,396 |  | 11,574 |  | 7,435 |  | 143,841 |
| Provision for Income Taxes |  | $(29,021)$ |  | $(16,927)$ |  | $(4,283)$ |  | $(1,338)$ |  | $(51,569)$ |
| Allocated Net Income |  | 49,415 |  | 29,469 |  | 7,291 |  | 6,097 |  | 92,272 |
| Allowance Funding Value |  | (672) |  | $(4,656)$ |  | (19) |  | 5,347 |  | - |
| GAAP Provision |  | 3,213 |  | 14,061 |  | 76 |  | $(5,734)$ |  | 11,616 |
| Economic Provision |  | $(8,536)$ |  | $(11,247)$ |  | (372) |  | (9) |  | $(20,164)$ |
| Tax Effect of Adjustments |  | 2,218 |  | 682 |  | 117 |  | 146 |  | 3,163 |
| Income Before Capital Charge |  | 45,638 |  | 28,309 |  | 7,093 |  | 5,847 |  | 86,887 |
| Capital Charge |  | $(15,787)$ |  | $(18,423)$ |  | $(4,596)$ |  | $(62,026)$ |  | $(100,832)$ |
| Net Income (Loss) After Capital Charge (NIACC) | \$ | 29,851 | \$ | 9,886 | \$ | 2,497 | \$ | $(56,179)$ | \$ | $(13,945)$ |
| RAROC (ROE for the Company) |  | 32\% |  | 17\% |  | 17\% |  | 13\% |  | 10\% |
| Total Assets at September 30, 2002 | \$ | 3,135,752 | \$ | 2,325,782 | \$ | 118,625 | \$ | 4,122,541 | \$ | 9,702,700 |

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

| (dollars in thousands except per share amounts) | Three Months Ended (1) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Sept. 30, } \\ 2003 \end{gathered}$ |  | June 30, 2003 |  | $\begin{gathered} \text { March 31, } \\ 2003 \end{gathered}$ |  | Dec. 31, 2002 |  | $\begin{gathered} \text { Sept. 30, } \\ 2002 \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ 2002 \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2002 \end{gathered}$ |  |
| Quarterly Operating Results |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 82,715 | \$ | 85,954 | \$ | 85,773 | \$ | 85,945 | \$ | 89,335 | \$ | 92,441 | \$ | 98,645 |
| Income on Investment Securities - Held to Maturity |  | 6,407 |  | 3,083 |  | 2,283 |  | 3,122 |  | 3,963 |  | 4,544 |  | 5,145 |
| Income on Investment Securities Available for Sale |  | 16,483 |  | 19,815 |  | 22,463 |  | 24,088 |  | 26,175 |  | 26,805 |  | 27,193 |
| Deposits |  | 1,179 |  | 1,161 |  | 1,307 |  | 3,578 |  | 5,384 |  | 6,011 |  | 5,047 |
| Funds Sold |  | 248 |  | 822 |  | 764 |  | 834 |  | 914 |  | 752 |  | 1,003 |
| Other |  | 1,032 |  | 1,016 |  | 1,189 |  | 1,312 |  | 1,575 |  | 1,395 |  | 1,332 |
| Total Interest Income |  | 108,064 |  | 111,851 |  | 113,779 |  | 118,879 |  | 27,346 |  | 131,948 |  | 138,365 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 10,284 |  | 13,309 |  | 14,447 |  | 17,657 |  | 20,547 |  | 22,166 |  | 23,978 |
| Security Repurchase Agreements |  | 1,947 |  | 2,391 |  | 2,242 |  | 4,585 |  | 7,039 |  | 8,256 |  | 10,293 |
| Funds Purchased |  | 271 |  | 219 |  | 205 |  | 255 |  | 299 |  | 245 |  | 231 |
| Short-Term Borrowings |  | 26 |  | 25 |  | 24 |  | 217 |  | 334 |  | 289 |  | 649 |
| Long-Term Debt |  | 4,431 |  | 5,422 |  | 5,861 |  | 5,947 |  | 6,946 |  | 8,055 |  | 8,319 |
| Total Interest Expense |  | 16,959 |  | 21,366 |  | 22,779 |  | 28,661 |  | 35,165 |  | 39,011 |  | 43,470 |
| Net Interest Income |  | 91,105 |  | 90,485 |  | 91,000 |  | 90,218 |  | 92,181 |  | 92,937 |  | 94,895 |
| Provision for Loan and Lease Losses |  | - |  | - |  | - |  | - |  | - |  | 3,324 |  | 8,292 |
| Net Interest Income After Provision for Loan and Lease Losses |  | 91,105 |  | 90,485 |  | 91,000 |  | 90,218 |  | 92,181 |  | 89,613 |  | 86,603 |
| Non-Interest Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 12,511 |  | 12,545 |  | 13,181 |  | 13,085 |  | 13,655 |  | 14,175 |  | 14,818 |
| Mortgage Banking |  | 5,888 |  | 6,061 |  | 283 |  | 4,398 |  | 3,669 |  | 2,842 |  | 7,957 |
| Service Charges on Deposit Accounts |  | 8,901 |  | 8,645 |  | 8,950 |  | 8,326 |  | 7,925 |  | 7,956 |  | 8,410 |
| Fees, Exchange, and Other Service Charges |  | 16,034 |  | 13,473 |  | 12,989 |  | 12,963 |  | 13,114 |  | 13,065 |  | 12,452 |
| Investment Securities Gains |  | 639 |  | 587 |  | 583 |  | 612 |  | - |  | 3 |  | - |
| Insurance |  | 3,988 |  | 3,015 |  | 3,080 |  | 3,099 |  | 2,677 |  | 2,563 |  | 2,599 |
| Other |  | 5,830 |  | 6,413 |  | 5,687 |  | 7,872 |  | 5,997 |  | 7,314 |  | 6,789 |
| Total Non-Interest Income |  | 53,791 |  | 50,739 |  | 44,753 |  | 50,355 |  | 47,037 |  | 47,918 |  | 53,025 |
| Non-Interest Expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Salaries |  | 36,873 |  | 39,232 |  | 36,459 |  | 38,462 |  | 37,994 |  | 37,884 |  | 39,187 |
| Pensions and Other Employee Benefits |  | 8,858 |  | 8,479 |  | 9,970 |  | 6,272 |  | 7,377 |  | 9,391 |  | 9,996 |
| Net Occupancy Expense |  | 9,806 |  | 9,628 |  | 9,613 |  | 10,638 |  | 9,597 |  | 9,321 |  | 9,593 |
| Net Equipment Expense |  | 7,301 |  | 9,208 |  | 9,748 |  | 11,077 |  | 10,058 |  | 9,997 |  | 10,121 |
| Restructuring and Other Related Costs |  | - |  | - |  | - |  | 385 |  | - |  | - |  | 1,979 |
| Information Technology Systems Replacement Project |  | 4,349 |  | 10,105 |  | 7,417 |  | 7,052 |  | 6,576 |  | - |  | - |
| Other |  | 21,690 |  | 18,742 |  | 16,993 |  | 22,827 |  | 20,141 |  | 22,777 |  | 20,547 |
| Total Non-Interest Expense |  | 88,877 |  | 95,394 |  | 90,200 |  | 96,713 |  | 91,743 |  | 89,370 |  | 91,423 |
| Income Before Income Taxes |  | 56,019 |  | 45,830 |  | 45,553 |  | 43,860 |  | 47,475 |  | 48,161 |  | 48,205 |
| Provision for Income Taxes |  | 19,332 |  | 15,796 |  | 15,752 |  | 14,952 |  | 17,275 |  | 17,145 |  | 17,149 |
| Net Income | \$ | 36,687 | \$ | 30,034 | \$ | 29,801 | \$ | 28,908 | \$ | 30,200 | \$ | 31,016 | \$ | 31,056 |
| Basic Earnings Per Share | \$ | 0.64 | \$ | 0.50 | \$ | 0.49 | \$ | 0.45 | \$ | 0.44 | \$ | 0.43 | \$ | 0.42 |
| Diluted Earnings Per Share | \$ | 0.61 | \$ | 0.48 | \$ | 0.47 | \$ | 0.44 | \$ | 0.43 | \$ | 0.42 | \$ | 0.41 |

## Balance Sheet Totals

|  | $9,370,755$ | $9,550,934$ | $9,410,210$ | $9,516,418$ | $9,702,700$ | $9,824,065$ | $10,245,021$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total Assets | $5,437,730$ | $5,333,896$ | $5,425,343$ | $5,216,151$ | $5,104,857$ | $5,250,216$ | $5,442,601$ |
| Net Loans | $7,102,116$ | $7,140,849$ | $6,987,331$ | $6,920,161$ | $6,627,673$ | $6,455,981$ | $6,543,781$ |
| Total Deposits | 823,760 | 913,010 | 952,007 | $1,015,759$ | $1,100,706$ | $1,191,072$ | $1,265,907$ |
| Total Shareholders' Equity |  |  |  |  |  |  |  |

## Performance Ratios

| Return on Average Assets | $1.53 \%$ | $1.27 \%$ | $1.31 \%$ | $1.20 \%$ | $1.22 \%$ | $1.23 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Return on Average Equity | $16.69 \%$ | $12.93 \%$ | $12.42 \%$ | $10.72 \%$ | $10.40 \%$ | $9.94 \%$ |
| Efficiency Ratio | $61.34 \%$ | $67.55 \%$ | $66.44 \%$ | $68.80 \%$ | $65.90 \%$ | $63.45 \%$ |
| Efficiency Ratio excluding ITSRP and <br> $\quad$ Restructuring Costs | $58.34 \%$ | $60.39 \%$ | $60.98 \%$ | $61.81 \%$ |  |  |

[^1]
[^0]:    (1) Certain 2002 information has been reclassified to conform to 2003 presentation.

[^1]:    (1) Certain 2002 information has been reclassified to conform to 2003 presentation.

