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                    U N I T E D S T A T E S
                    SECURITIES AND EXCHANGE COMMISSION
                    Washington, D.C. 20549
                            FORM 10-Q
(Mark One)
[ X ] Quarterly Report Pursuant to Section 13 or 15 (d) of the
        Securities Exchange Act of }1934\mathrm{ for the quarterly
        period ended June 30, 1995
                            or
[ Transition Report Pursuant to Section 13 or 15(d) of
        the Securities Exchange Act of }1934\mathrm{ for the transition
        period from
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$\qquad$

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Commission File Number 1-6887
B A N C O R P H A W A I I, I N C. (Exact name of registrant as specified in its charter)
Hawaii
--
(State of incorporation)
130 Merchant Street, Honolulu, Hawaii

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(Address of principal executive offices)
(808) 847-8888

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``` (Registrant's telephone number, including area code)
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months, and (2) has been subject to such filing requirements for the past 90 days.
Yes X No
Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.
Common Stock, \$2 Par Value; outstanding at July 31, 1995 -
41,520,923 shares
BANCORP HAWAII, INC. and subsidiaries
June 30, 1995
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PART I. - Financial Information

Item 1. Financial Statements

The consolidated statements of condition as of June 30,1995 and 1994, and December 31, 1994 and related statements of income, shareholders' equity, and cash flows are included herein.

The unaudited financial statements listed above have been
prepared in accordance with the instructions to Form 10-Q and therefore do not include all information and footnotes necessary for a fair presentation of financial position, results of operations, and changes in financial position in conformity with generally accepted accounting principles.

The financial statements reflect all adjustments of a normal and recurring nature which are, in the opinion of management, necessary to a fair statement of the results for the interim periods. Certain accounts have been reclassified to conform with the 1995 presentation.

Consolidated Statements of Condition (Unaudited)

|  | $\begin{array}{r} \text { June } 30 \\ 1995 \end{array}$ | $\begin{array}{r} \text { December } 31 \\ 1994 \end{array}$ | $\begin{array}{r} \text { June } 30 \\ 1994 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Interest-Bearing Deposits | \$752,923 | \$727,016 | \$842,255 |
| Investment Securities <br> (Market Value of $\$ 3,108,419, \$ 3,101,584$ and $\$ 3,491,979$, respectively) | 3,117,484 | 3,150,885 | 3,532,916 |
| Securities Purchased Under Agreements to Resell | 90,000 | -- | -- |
| Funds Sold | 144,900 | 54,167 | 80,470 |
| Loans | 7,704,174 | 7,891,993 | 7,523,003 |
| Unearned Income | $(142,084)$ | $(144,034)$ | $(146,163)$ |
| Reserve for Possible Loan Losses | $(150,302)$ | $(148,508)$ | $(141,210)$ |
| Net Loans | 7,411,788 | 7,599,451 | 7,235,630 |
| Total Earning Assets | 11,517,095 | 11,531,519 | 11,691,271 |
| Cash and Non-Interest Bearing Deposits | 474,554 | 508,762 | 460,935 |
| Premises and Equipment | 231,978 | 221,806 | 187,710 |
| Other Assets | 350,024 | 324,263 | 307,384 |
| Total Assets | \$12,573,651 | \$12,586,350 | \$12,647,300 |
| Liabilities |  |  |  |
| Deposits | \$7,003,918 | \$7,115, 054 | \$7,082,778 |
| Securities Sold Under Agreements to Repurchase | 2,250,738 | 2,136,204 | 2,316,161 |
| Funds Purchased | 379,473 | 609,574 | 575,220 |
| Short-Term Borrowings | 655,652 | 594,475 | 818,168 |
| Other Liabilities | 385,362 | 302,683 | 399,617 |
| Long-Term Debt | 877,640 | 861,572 | 495,991 |
| Total Liabilities | 11,552,783 | 11,619,562 | 11,687,935 |
| Shareholders' Equity |  |  |  |
| Common Stock ( $\$ 2$ par value), authorized $100,000,000$ shares; outstanding, June 1995-41,520,923; |  |  |  |
| December 1994-41,851,466; June 1994-42,396,059; | 83,042 | 83,703 | 84,792 |
| Surplus | 249,718 | 260,040 | 276,379 |
| Unrealized Valuation Adjustments | 12,410 | $(18,122)$ | $(15,758)$ |
| Retained Earnings | 675,698 | 641,167 | 613,952 |
| Total Shareholders' Equity | 1,020,868 | 966,788 | 959,365 |
| Total Liabilities and Shareholders' Equity | \$12,573,651 | \$12,586,350 | \$12,647,300 |

Consolidated Statements of Income (Unaudited)


| Consolidated Statements of Shareholders' Equity (Unaudited) | Bancorp Hawaii, Inc. and subsidiaries |
| :--- | :--- | :--- |



[^0]Bancorp Hawaii, Inc. (Bancorp) reported earnings for the second quarter of 1995 of $\$ 28.5$ million, $16.4 \%$ below earnings for the second quarter of 1994 . On a per share basis, earnings were $\$ 0.68$ for the second quarter of 1995, an increase from the $\$ 0.67$ reported for the first quarter of 1995 , but a decrease from the $\$ 0.79$ reported for the second quarter of 1994.

For the six months ended June 30 , 1995, Bancorp reported net income of $\$ 56.8$ million, $17.2 \%$ below that for the same period in 1994. Earnings per share were $\$ 1.35$ for the first half of 1995 , compared with $\$ 1.59$ for the same period in 1994. Earnings reflect the slower economy in Hawaii, Bancorp's main market, and the relatively flat interest rate yield curve over the one to five year time horizon.

Performance ratios for the year-to-date period were short of Bancorp's objectives of $1 \%$ and $16 \%$, for return on average assets and return on average equity, respectively. Return on average assets and return on average equity were $0.93 \%$ and $11.42 \%$, respectively, for the first half of 1995. These ratios were $1.10 \%$ and $14.40 \%$, respectively, for the like period in 1994.

Total assets ended June 30,1995 at $\$ 12.6$ billion, the same at both June 30,1994 and year-end 1994. Net loans outstanding decreased from both March 31, 1995 and year-end 1994 by $0.7 \%$ and 2.5\%, respectively. Total investment securities also declined to $\$ 3.1$ billion at June 30,1995 representing a $1.1 \%$ decrease from year-end 1994 and $11.8 \%$ from the same date a year ago.

Total deposits decreased to $\$ 7.0$ billion, compared to $\$ 7.1$ billion reported at year-end 1994 and decreased from the $\$ 7.1$ billion reported a year ago on June 30. Securities sold under agreements to repurchase (repos) as of June 30, 1995 totaled $\$ 2.3$ billion, an increase of 5.4\% from year-end 1994 and a 2.8\% decline from June 30 , 1994. The changes in repo balances, which are mainly comprised of government funds are also explained later in this report.

Non-performing assets (NPAs) have decreased to \$51.0 million at June 30,1995 . This was the lowest level of non-performing assets for Bancorp since NPAs peaked on June 30, 1993 at $\$ 106.6$ million. A further discussion on NPAs and Reserve for Loan Losses follows later in this report.

Trust income for the second quarter of 1995 totaled $\$ 12.1$ million, a $8.6 \%$ increase over the same quarter in 1994. Trust income has continued to grow as new opportunities such as the introduction of Pacific Capital family of funds gains more recognition.

The average net interest margin or spread on earning assets for the second quarter of 1995 was $3.80 \%$, which compared with $3.96 \%$ reported for the second quarter of 1994 , and the $3.62 \%$ spread for the first quarter of 1995. A further discussion of spread follows in this report.

Risk Elements in Lending Activities

At June 30, 1995, total loans were $\$ 7.7$ billion, a $2.4 \%$ decrease from year-end 1994 and $2.4 \%$ above total loans on June 30, 1994. As reported in the first quarter, Bancorp securitized $\$ 412$ million in mortgage loans explaining some of the decrease. Hawaii's sluggish economy also continues to hamper loan growth. In spite of slower loan growth, Bancorp's lending policies remain unchanged and conservative. The following table presents

Bancorp's total loan portfolio balances for the periods indicated.

Commercial and Industrial Loans

Commercial and Industrial loans outstanding were \$1.9 billion as of June 30, 1995, an increase from both year-end 1994 and June 30, 1994.

Real Estate Loans

Real estate loans totaled \$3.9 billion at June 30, 1995, a 6.7\% decrease from year-end 1994 and a 1.7\% decrease from the same date a year ago. The decrease since year-end 1994 was attributed to the securitization of $\$ 412$ million in residential mortgage loans in the first quarter of 1995. Considering this securitization, a comparison with year-end 1994 reflects an increase of $3.4 \%$ in total real estate loans. Residential mortgage loans at June 30,1995 were $\$ 2.6$ billion, compared with \$2.9 billion at year-end 1994.

Construction loans at June 30, 1995 totaled $\$ 143.8$ million, compared with $\$ 131.0$ million at year-end 1994 and $\$ 146.1$ million at June 30 , 1994. Commercial mortgage loans have remained relatively consistent.

Other Lending

Installment loans and leases have continued to increase albeit modestly from year-end 1994. At June 30, 1995, total installment loans were $\$ 762.5$ million, up from $\$ 747.7$ million reported at March 31, 1995 and $\$ 741.6$ million at year-end 1994. Compared with the same date in 1994 when installment loan balances were $\$ 696.8$ million, installment loan balances are up $9.4 \%$. The increase from year-end reflected evenly between Bancorp's VISA charge cards and consumer installment loans. Total leases at June 30, 1995 increased to $\$ 384.2$ million from $\$ 378.1$ million at year-end 1994.

Foreign loan balances were $\$ 732.1$ million as of June 30, 1995, an increase of 5.1\% from year-end 1994, and 11.4\% above June 30,1994 balances. The rise in the foreign loan total since year-end largely reflects the movement of exchange rates against the U.S. dollar. The foreign loan total includes outstanding credits to Less Developed Countries (LDC). LDC exposure remains very limited at $\$ 1.0$ million in outstanding credits and $\$ 130.4$ million in confirmed letters of credit and banker's acceptances at June 30 , 1995. All LDC exposure is in the Philippines.
<TABLE>

| (in millions of dollars) | $\begin{array}{r} \text { June } 30 \\ 1995 \end{array}$ | $\begin{array}{r} \text { December } 31 \\ 1994 \end{array}$ | $\begin{array}{r} \text { June } 30 \\ 1994 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Domestic Loans |  |  |  |
| Commercial and Industrial Real Estate | \$1,863.0 | \$1, 830.8 | \$1,751.2 |
| Construction -- Commercial | 128.7 | 113.1 | 120.1 |



Non-Performing Assets and Past Due Loans

Bancorp's non-performing assets include non-accrual loans, restructured loans and foreclosed real estate. NPAs totaled $\$ 51.0$ million, representing $0.66 \%$ of total loans outstanding at June 30 , 1995. This ratio compares with $0.67 \%$ at the end of both the first quarter 1995 and year-end 1994. This ratio was 0.71\% at the end of the second quarter 1994. Bancorp continues its effort to monitor and manage NPAs aggressively.

Non-accrual loans decreased during the quarter to \$49.4 million from $\$ 51.7$ million at the March 1995 quarter-end and $\$ 52.6$ million at year-end 1994 . The decrease from the first quarter of 1995 in the commercial loan category was largely due to charge-offs.

Since year-end, past due loans have increased particularly in the residential real estate loan and commercial loan categories. Residential mortgage loans past due 90 days increased to $\$ 7.3$ million, $0.29 \%$ of total residential mortgage loans, while past due commercial mortgage loans increased to $\$ 2.1$ million, $0.17 \%$ of total commercial real estate loans. Both these ratios remain at modest levels. For residential mortgage loans, the underlying collateral which represented, at initial closing, loan to value ratios of $80-90 \%$, significantly reduces loss exposure.

Accruing 90 day past due loans have increased from \$11.6 million at year-end 1994 to $\$ 16.0$ million at June $30,1995$. Comparatively, $\$ 10.0$ million in accruing 90 day past due loans were reported at June 30,1994 and $\$ 17.7$ million at March 31, 1995.

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The foreclosed real estate category remained at low levels, totaling \(\$ 1.6\) million at June 30,1995 , compared with \(\$ 0.6\) million at March 31, 1995 and \(\$ 0.6\) million at year-end 1994. There were only nine properties in Other Real Estate at June 30, 1995. Total non-performing assets and loans 90 days past due represented \(0.87 \%\) of loans outstanding compared with \(0.82 \%\) at year-end 1994 and \(1.04 \%\) at June 30, 1994.
The following table presents NPAs and past due loans for the periods indicated.
```

Bancorp Hawaii, Inc.
Consolidated Non-Performing Assets and Accruing Loans Past Due 90 Days or More


|  | June 30 | December 31 | June 30 |
| :---: | :---: | :---: | :---: |
| (in millions of dollars) | 1995 | 1994 | 1994 |



The reserve for loan losses stood at $\$ 150.3$ million at June 30 , 1995, representing $1.99 \%$ of loans outstanding. This compares with $1.97 \%$ as of March 31, 1995, 1.92\% at year-end 1994 and 1.91\% on June 30, 1994.

Loan loss provisions were $\$ 4.1$ million for the second quarter of 1995 , compared with the $\$ 4.5$ million reported for the first quarter of 1995. Net charge-offs were $\$ 4.2$ million for the quarter ended June 30, 1995, bringing year-to-date charge-offs to $\$ 6.8$ million.

Gross charge-offs totaled $\$ 9.0$ million for the second quarter of 1995 , compared to $\$ 6.9$ million for the first quarter of 1995. Year-to-date, gross charge-offs totaled $\$ 15.9$ million, compared with $\$ 11.9$ million for the same period in 1994. Recoveries reported for the quarter ended June 30, 1995 were $\$ 4.8$ million, bringing year-to-date recoveries to $\$ 9.1$ million.

The annualized ratio of net charge-offs to average loans outstanding for the second quarter 1995 of $0.22 \%$, compares nearly with the ratio of net charge-offs to average loans of $0.14 \%$ for the first quarter of 1995 and zero reported for the full year of 1994.

A detailed breakdown of charge-offs and recoveries by loan category is presented in the following table.

| Summary of Loss Experience | Bancorp Hawaii, Inc., and subsidiaries |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (in millions of dollars) | Second Quarter 1995 | Second Quarter 1994 | First Six <br> Months 1995 | First Six <br> Months 1994 |
| Average Loans Outstanding | \$7,587.8 | \$7,278.5 | \$7,599.1 | \$7,230.9 |
| Balance of Reserve for Possible Loan Losses at Beginning of Period | \$150.4 | \$130.1 | \$148.5 | \$125.3 |
| Loans Charged Off |  |  |  |  |
| Commercial and Industrial | 4.9 | 0.5 | 6.9 | 5.7 |
| Real Estate - Construction | -- | -- | 2.1 | -- |
| Real Estate - Mortgage |  |  |  |  |
| Commercial | 0.4 | 1.0 | 0.5 | 1.0 |
| Residential | 0.2 | 0.1 | 0.2 | 0.1 |
| Installment | 3.4 | 2.4 | 6.1 | 4.3 |
| Foreign | -- | 0.7 | -- | 0.7 |
| Leases | 0.1 | 0.1 | 0.1 | 0.1 |
| Total Charged OffRecoveries on Loans Previously Charged Off |  |  |  |  |
|  |  |  |  |  |
| Commercial and Industrial | 2.3 | 8.4 | 5.5 | 11.1 |
| Real Estate - Construction | -- | -- | -- | -- |
| Real Estate - Mortgage |  |  |  |  |
| Commercial | -- | 0.7 | -- | 0.7 |
| Residential | -- | 0.1 | -- | 0.2 |
| Installment | 0.9 | 0.8 | 1.7 | 1.6 |
| Foreign | 1.3 | -- | 1.3 | -- |
| Leases | 0.3 | -- | 0.6 | -- |
| Total Recoveries | 4.8 | 10.0 | 9.1 | 13.6 |
| Net Charge Offs | (4.2) | 5.2 | (6.8) | 1.7 |
| Provision Charged to Operating Expenses | 4.1 | 5.9 | 8.6 | 14.2 |
| Balance at End of Period | \$150.3 | \$141.2 | \$150.3 | \$141.2 |


| Ratio of Net Charge Offs to Average Loans Outstanding (annualized) | -0.22\% | 0.29\% | -0.18\% | $0.05 \%$ |
| :---: | :---: | :---: | :---: | :---: |
| Ratio of Reserve to Loans Outstanding | 1.99\% | 1.91\% | 1.99\% | 1.91\% |

Capital

Bancorp continues to manage its capital levels through the target ratios outlined in Bancorp's 1994 Annual Report. The target of a minimum $6 \%$ ratio of average equity to average assets keeps both objectives of a return on assets of $1 \%$ and a return on equity of $16 \%$ in reasonable balance. Bancorp's average equity to average assets ratio for the second quarter of 1995 was $8.16 \%$, an increase from the $7.71 \%$ reported for 1994 and $7.99 \%$ for the first quarter of 1995.

Bancorp's total capital at June 30, 1995 totaled $\$ 1.0$ billion. New shares issued for the profit sharing, stock option and dividend reinvestment plans increased capital by $\$ 2.6$ million during the quarter. Under Bancorp's continuing stock repurchase programs, $\$ 14.7$ million of shares were repurchased during the second quarter of 1995. Dividends for the quarter increased to \$11.4 million, compared with $\$ 10.9$ million for the first quarter of 1995. The dividends were paid at $\$ 0.2725$ and $\$ 0.26$ per share for the second and first quarters of 1995, respectively.

Regulatory risk-based capital remain well above minimum guidelines. At June 30, 1995, Bancorp's Total Capital and Tier 1 Capital ratios were $13.11 \%$ and $10.54 \%$, respectively. This compares with year-end 1994, when the Total Capital Ratio was $12.99 \%$ and the Tier 1 Capital Ratio was 10.39\%. Regulatory guidelines prescribe a minimum Total Capital Ratio of $10.00 \%$ and a Tier 1 Capital Ratio of $6.00 \%$ for an institution to qualify as well capitalized. Bancorp's strategy is to maintain its capital ratios at levels to meet this qualification to benefit from the financial and regulatory incentives provided to well capitalized companies.

In addition, the leverage ratio, which represents the ratio of Tier 1 Capital to Total Average Assets, was $7.81 \%$ at June 30, 1995, compared to 7.21\% at June 30, 1994 and 7.28\% at year-end 1994. The required minimum ratio is $5.00 \%$, to qualify an institution as well capitalized.

Spread Management

The average net interest margin or spread on earning assets for the second quarter of 1995 improved to $3.80 \%$ from $3.62 \%$ reported in the first quarter of 1995. Prior year comparisons reflect the impact of the increasing interest rates in 1994. Although the spread has improved compared to the first quarter of 1995, the rise in interest rates in 1994 is reflected in the comparison between the year-to-date spread for 1995 and 1994. Year-to-date spread through June 1995 was $3.71 \%$ compared to $3.98 \%$ for the same period in 1994.

The cost of funds rate for the second quarter of 1995 was $4.80 \%$, which was well above the $3.40 \%$ reported for the second quarter of 1994. The rise in the cost of funds reflects the impact of higher interest rates last year. The earning asset yield was $7.84 \%$ for the second quarter of 1995, an increase over the second quarter 1994 yield of $6.85 \%$, and an increase over the $7.58 \%$ yield reported in the
first quarter of 1995.

Consolidated Average Balances and Interest Rates Taxable Equivalent Bancorp Hawaii, Inc. and subsidiaries

| (in millions of dollars) | Three Months Ended June 30, 1995 Average Income/Yield/ |  |  | Three Months Ended <br> June 30, 1994 <br> Average Income/Yield/ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Earning Assets |  |  |  |  |  |  |
| Interest Bearing Deposits | \$626.9 | \$10.2 | 6.51\% | \$903.7 | \$9.2 | $4.07 \%$ |
| Investment Securities |  |  |  |  |  |  |
| -Taxable | 1,481.8 | 23.7 | 6.42 | 2,637.3 | 35.6 | 5.41 |
| -Tax-Exempt | 16.7 | 0.5 | 12.97 | 18.6 | 0.6 | 13.46 |
|  | 1,598.8 | 26.3 | 6.61 | 946.1 | 12.2 | 5.20 |
| Funds Sold | 57.7 | 0.9 | 6.20 | 36.6 | 0.4 | 4.14 |
| Net Loans |  |  |  |  |  |  |
| - Domestic | 6,851.9 | 143.3 | 8.39 | 6,640.6 | 128.9 | 7.78 |
| -Foreign | 735.9 | 11.3 | 6.17 | 637.9 | 6.9 | 4.34 |
| Loan Fees |  | 6.1 |  |  | 8.1 |  |
| Total Earning Assets | 11,369.7 | 222.3 | 7.84 | 11,820.8 | 201.9 | 6.85 |
| Cash and Due From Banks | 474.3 |  |  | 470.4 |  |  |
| Other Assets | 388.1 |  |  | 345.6 |  |  |
| Total Assets | \$12,232.1 |  |  | \$12,636.8 |  |  |
| Interest Bearing Liabilities |  |  |  |  |  |  |
| Domestic Deposits - Demand | \$1,747.0 | 12.9 | 2.96 | \$1,882.4 | 9.3 | 1.98 |
| - Savings | $1,069.9$ | 7.8 | $2.94$ | $1,267.1$ | 7.2 | $2.27$ |
| - Time | $1,805.3$ |  |  | $1,521.7$ |  |  |
| Total Domestic | 4,622.2 | 43.4 | 3.77 | 4,671.2 | 32.1 | 2.75 |
| Total Foreign | 904.8 | 15.6 | 6.90 | 1,215.3 | 12.2 | 4.03 |
| Total Deposits | 5,527.0 | 59.0 | 4.28 | 5,886.5 | 44.3 | 3.02 |
| Short-Term Borrowings | 3,076.6 | 41.9 | 5.46 | 3,722.1 | 35.0 | 3.77 |
| Long-Term Debt | 983.8 | 13.8 | 5.64 | 462.6 | 6.0 | 5.23 |
| Total Interest Bearing Liabilities | 9,587.4 | 114.7 | 4.80 | 10,071.2 | 85.3 | 3.40 |
| Net Interest Income |  | 107.6 | 3.04 |  | 116.6 | 3.45 |
| Average Spread on Earning Assets |  |  | 3. $80 \%$ |  |  | 3.96\% |
| Demand Deposits | 1,370.9 |  |  | 1,389.0 |  |  |
| Other Liabilities | 254.1 |  |  | 209.9 |  |  |
| Shareholders' Equity | 1,019.7 |  |  | 966.7 |  |  |
| Total Liabilities and Shareholders' Equity | \$12,232.1 |  |  | \$12,636.8 |  |  |
| Provision for Possible Losses |  | 4.1 |  |  | 5.9 |  |
| Net Overhead |  | 57.7 |  |  | 55.3 |  |
| Income Before Income Taxes |  | 45.8 |  |  | 55.4 |  |
| Provision for Income Taxes |  | 16.8 |  |  | 20.8 |  |
| Tax-Equivalent Adjustment |  | 0.5 |  |  | 0.4 |  |
| Net Income |  | \$28.5 |  |  | \$34.2 |  |

Consolidated Average Balances and Interest Rates Taxable Equivalent Bancorp Hawaii, Inc. and subsidiaries

| (in millions of dollars) | ```Six Months Ended June 30, 1995 Average Income/Yield/ Balance Expense Rate``` |  |  | ```Six Months Ended June 30, 1994 Average Income/Yield/ Balance Expense Rate``` |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Earning Assets |  |  |  |  |  |  |
| Interest Bearing Deposits | \$623.7 | \$18.4 | 5.94\% | \$886.4 | \$16.9 | 3.83\% |
| Investment Securities |  |  |  |  |  |  |
| -Taxable | 1,542.9 | 46.8 | 6.11 | 2,706.4 | 73.8 | 5.50 |
| -Tax-Exempt | 17.2 | 1.1 | 13.02 | 19.3 | 1.3 | 13.58 |
|  | 1,591.2 | 51.2 | 6.49 | 934.4 | 21.7 | 4.69 |
| Funds Sold | 62.5 | 1.8 | 5.96 | 39.3 | 0.8 | 4.07 |
| Net Loans |  |  |  |  |  |  |
| - Domestic | 6,881.5 | 281.2 | 8.24 | 6,587.4 | 250.9 | 7.68 |


| -Foreign Loan Fees | 717.6 | 23.8 13.1 | 6.69 | 643.5 | $\begin{aligned} & 13.6 \\ & 17.0 \end{aligned}$ | 4.27 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Earning Assets | 11,436.6 | 437.4 | 7.71 | 11,816.7 | 396.0 | 6.76 |
| Cash and Due From Banks | 477.8 |  |  | 457.7 |  |  |
| Other Assets | 380.3 |  |  | 343.4 |  |  |
| Total Assets | \$12,294.7 |  |  | \$12,617. 8 |  |  |
| Interest Bearing Liabilities |  |  |  |  |  |  |
| Domestic Deposits - Demand | \$1,780.2 | 25.9 | 2.93 | \$1,923.3 | 18.7 | 1.96 |
| - Savings | 1,091.3 | 15.4 | 2.84 | 1,264.6 | 14.2 | 2.27 |
| - Time | 1,747.1 | 41.8 | 4.83 | 1,535.6 | 31.7 | 4.16 |
| Total Domestic | 4,618.6 | 83.1 | 3.63 | 4,723.5 | 64.6 | 2.76 |
| Total Foreign | 916.0 | 30.9 | 6.80 | 1,200.2 | 21.8 | 3.67 |
| Total Deposits | 5,534.6 | 114.0 | 4.15 | 5,923.7 | 86.4 | 2.94 |
| Short-Term Borrowings | 3,154.7 | 85.6 | 5.47 | 3,727.4 | 65.3 | 3.53 |
| Long-Term Debt | 980.9 | 27.4 | 5.62 | 422.7 | 11.3 | 5.41 |
| Total Interest Bearing Liabilities | 9,670.2 | 227.0 | 4.73 | 10,073.8 | 163.0 | 3.26 |
| Net Interest Income |  | 210.4 | 2.98 |  | 233.0 | 3.50 |
| Average Spread on Earning Assets |  |  | 3.71\% |  |  | 3.98\% |
| Demand Deposits | 1,403.6 |  |  | 1,392.7 |  |  |
| Other Liabilities | 217.6 |  |  | 191.3 |  |  |
| Shareholders' Equity | 1,003.3 |  |  | 960.0 |  |  |
| Total Liabilities and Shareholders' Equity | \$12,294.7 |  |  | \$12,617.8 |  |  |
| Provision for Possible Losses |  | 8.6 |  |  | 14.2 |  |
| Net Overhead |  | 108.9 |  |  | 107.7 |  |
| Income Before Income Taxes |  | 92.9 |  |  | 111.1 |  |
| Provision for Income Taxes |  | 35.1 |  |  | 41.7 |  |
| Tax-Equivalent Adjustment |  | 1.0 |  |  | 0.8 |  |
| Net Income |  | \$56.8 |  |  | \$68.6 |  |

Interest Rate Risk and Derivatives

As discussed in Bancorp's 1994 Annual Report, Bancorp utilizes interest rate sensitivity analysis and computer simulation techniques to measure the exposure of its earnings to interest rate movements. The objective of the process is to position its balance sheet to optimize earnings without unduly increasing risk. The Interest Rate Sensitivity Table presents the possible exposure to interest rate movements for various time frames at June 30, 1995. As the table indicates, Bancorp's one year cumulative liability sensitivity gap totaled $\$ 0.03$ billion, representing $0.23 \%$ of total assets. Comparatively, the one year cumulative gap was $\$ 0.2$ billion at year-end $1994,1.8 \%$ of total assets.

Bancorp uses interest rate swaps as a cost effective risk management tool for dealing with interest rate risk. Swap activity during the second quarter of 1995 was limited to maturities of existing swap agreements. At June 30, 1995, the notional amount of swaps totaled \$1.3 billion, compared with \$1.6 billion at year-end 1994. Net expense on interest rate swap agreements totaled $\$ 2.8$ million for the second quarter of 1995 (and totals $\$ 6.9$ million for 1995 year-to-date). Comparatively, net revenue of $\$ 7.7$ million was recognized for all of 1994.

| INVESTMENT SECURITIES | \$1,260.3 | \$928.9 | \$797.0 | \$131.4 | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SHORT TERM INVESTMENTS | 229.9 | 5.0 | - | - | - |
| INTERNATIONAL ASSETS | 1,009.9 | 321.5 | 48.9 | 0.3 | - |
| DOMESTIC LOANS (2) | 3,249.4 | 1,526.9 | 1,565.3 | 519.4 | - |
| TRADING SECURITIES | - | - | 0.5 | - | - |
| OTHER ASSETS | 224.0 | 2.0 | 98.0 | 30.0 | \$625.1 |
| TOTAL ASSETS | \$5,973.5 | \$2,784.3 | \$2,509.7 | \$681.1 | \$625.1 |
| LIABILITIES AND CAPITAL (1) |  |  |  |  |  |
| NON-INT BEARING DEMAND (3) | \$247.7 | \$247.7 | \$880.8 | - | - |
| INT-BEARING DEMAND (3) | 346.5 | 346.5 | 952.8 | - | - |
| SAVINGS (3) | 231.3 | 231.3 | 588.9 | - | - |
| TIME DEPOSITS | 484.8 | 780.5 | 558.3 | 75.7 | - |
| FOREIGN DEPOSITS | 972.3 | 56.0 | 2.6 | - | - |
| S/T BORROWINGS | 2,780.5 | 491.3 | 14.1 | - | - |
| LONG-TERM DEBT | 588.8 | 10.0 | 158.8 | 120.0 | - |
| OTHER LIABILITIES | - | - | - | - | \$385.4 |
| CAPITAL | - | - | - | - | 1,020.9 |
| TOTAL LIABILITIES AND CAPITAL | \$5,651.9 | \$2,163.4 | \$3,156.3 | \$195.8 | \$1,406.2 |
| INTEREST RATE SWAPS | (\$1,162.5) | \$191.2 | \$971.3 | - | - |
| INTEREST SENSITIVITY GAP | (\$841.0) | \$812.1 | \$324.6 | \$485.4 | (\$781.1) |
| CUMULATIVE GAP | (\$841.0) | (\$28.9) | \$295.7 | \$781.1 | - |
| PERCENTAGE OF TOTAL ASSETS | (6.69) \% | (0.23) \% | $2.35 \%$ | $6.21 \%$ | - |

<FN>
Assumptions used:
(1) Based on repricing date.
(2) Includes the effect of estimated amortization.
(3) Historical analysis shows that these deposit categories, while technically subject to immediate withdrawal, actually display sensitivity characteristics that generally fall within one and five years. The allocation presented is based on that historic analysis.

## Liquidity

The ability to meet day-to-day financial needs of Bancorp's customer base is essential. Much of the strategy of meeting liquidity needs was described in Bancorp Hawaii's 1994 Annual Report and remains in place.

At June 30, 1995, deposits were $\$ 7.0$ billion, compared to $\$ 7.1$ billion and $\$ 6.8$ billion reported at year-end 1994 and March 31, 1995, respectively. The competition for deposits, not only by banks and savings and loan companies, but also by securities brokerage firms continues to impact the level of deposits. Repos which are offered to government depositors as an alternative to deposits were $\$ 2.3$ billion at June 30 , 1995 , compared to $\$ 2.1$ billion at both March 31, 1995 and year-end 1994.

Short term borrowings, including Fed Funds, decreased to $\$ 1.0$ billion at June 30 , 1995, compared with $\$ 1.1$ billion at March 31, 1995 and $\$ 1.2$ billion at year-end 1994. Long term debt remained level at $\$ 0.9$ billion at both June 30, 1995 and year-end 1994.

Bank of Hawaii, Bancorp's largest subsidiary, finalized a new $\$ 1$ billion bank note program in the second quarter. The program has a revolving feature and is intended to facilitate liquidity needs and the refunding, as necessary, of the bank notes presently outstanding.

Net Overhead

Bancorp manages net overhead by focusing on its net overhead
ratio. The net overhead ratio at Bancorp is defined as the ratio of non-interest expense to non-interest income. Bancorp's long term goal is to have a ratio of 2 to 1 , where fee income offsets at least half of the cost of operations. The ratio for the year-to-date through June 30,1995 was 2.43 , compared to 2.71 for the same period in 1995, 2.29 for the first quarter of 1995 and 2.81 for all of 1994.

Additionally, Bancorp's management places an emphasis on the amount of net income generated per full-time equivalent staff (FTE) with the objective of improving net income with existing or lesser staff levels. For the first half of 1995, net income per FTE (excluding securities gains (losses)), was $\$ 26,131$ on an annualized basis, reflecting the lower reported earnings. This compares to $\$ 29,700$ and $\$ 29,500$ reported for the full years of 1994 and 1993, respectively.

Non-interest income for the second quarter was $\$ 36.0$ million, a 4.4\% increase over the same quarter in 1994. A year-to-date comparison reports a 7.7\% increase between 1995 and 1994. Trust income for the second quarter 1995 was $\$ 12.1$ million, up 9.6\% from the same period last year. Year-to-date, trust fees are up 10.1\%, compared with the same period last year. The improvement reflects the increase in fees earned on the proprietary Pacific Capital Management family of mutual funds introduced in 1994. Fees earned based on market value of trust assets have also increased in concert with the appreciation in the stock market. Service charges on deposit accounts for the first half of 1995 was $\$ 22.2$ million, compared to $\$ 23.7$ million for the like period last year. Service charges on deposit accounts have declined as larger business customers opt to "pay for services" with higher balances instead of fees. Fees, exchange and other service charges for the second quarter of 1995 remained level with the first quarter at $\$ 12.4$ million. Compared to the first half of 1994, fees, exchange and other service charges were up 24.4\%. The increase reflects an increase in foreign exchange gains, ATM transaction fees and VISA merchant services income. Other operating income totaled $\$ 10.5$ million for the year-to-date, compared with $\$ 14.6$ million for the same period last year. The decrease is attributable to the gains in the sale of certain leased assets at lease maturity and the cash basis recognition of the interest collected on previously charged-off loans, both in 1994.

During the first quarter of 1995, Bancorp reported a securities gain of $\$ 1.8$ million, compared to a loss of $\$ 1.0$ million for the same period in 1994. Activity during the second quarter remained limited with gains and losses reported at modest levels. Year-to-date 1995 gains totaled $\$ 2.1$ million, compared with losses of $\$ 1.6$ million for the same period in 1994.

Bancorp continues to emphasize the importance of control over non-interest expenses as a key factor in its effort to remain competitive among its peers. Non-interest expense in the second quarter was $\$ 93.7$ million, an increase of $4.3 \%$ over the same period in 1994. For the year-to-date, non-interest expense was $\$ 184.7$ million, an increase of $3.8 \%$ over the same period in 1994.

Salary and benefit expenses totaled $\$ 46.3$ million for the second quarter of 1995 , slightly below the $\$ 46.9$ million for the first quarter of 1995 and $2.4 \%$ above the second quarter of 1994. For the year-to-date, $\$ 93.2$ million in salary and benefit has been incurred, compared with $\$ 92.3$ million for the same period in 1994, an increase of $0.95 \%$. During the first quarter, Bancorp announced a restructuring of its retirement plans, including an early retirement option for certain qualifying staff and a curtailment of its defined benefit plan. The first group of
staff members electing the option retired during the second quarter. The final group will be retiring in the third quarter. Pursuant to accounting rules, since a loss on this curtailment is not expected, the final financial impact will be determined later this year.

Premises and equipment expenses totaled $\$ 20.9$ million for the second quarter of 1995, an increase from the $\$ 17.1$ million for the same period of 1994. For the year-to-date, premises and equipment expenses rose to $\$ 37.0$ million, an increase of $11.9 \%$ over the same period in 1994. Bancorp continues to invest in technology as more efficient operations with existing staff counts become increasingly important. Other operating expenses for the first half of 1995 increased $3.7 \%$ over last year during the same period.

PART II. - Other Information

Items 1, 2, 3 and 5 omitted pursuant to instructions.

Item 4 - Submission of Matters to a Vote of Security Holders
(a) Bancorp's Annual Shareholders' Meeting was held on April 26, 1995.
(b) Omitted per instructions.
(c) A brief description of each matter voted upon at the Annual Shareholders' Meeting held on April 26, 1995 and number of votes cast for, against or withheld, including a separate tabulation with respect to each nominee for office is presented below:

```
(1) Election of four Class III directors for terms
    expiring in 1998 and the successor to fill the
    unexpired terms of one retiring Class I director,
    whose term expires in 1996.
    Class I director:
    Richard J. Dahl -
    Votes cast for: 35,010,413
    Votes cast against: 0
    Votes withheld: 318,626
    Class III directors:
    Mary G. F. Bitterman -
    Votes cast for: 34,881,973
    Votes cast against: 0
    Votes withheld: 447,066
    Herbert M. Richards, Jr. -
    Votes cast for: 34,992,824
    Votes cast against: 0
    Votes withheld: 336,215
    H. Howard Stephenson -
    Votes cast for: 34,914,465
    Votes cast against: 0
    Votes withheld: 414,574
Charles R. Wichman -
    Votes cast for: 35,006,958
    Votes cast against: 0
    Votes withheld: 322,081
```

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(2) Election of Ernst & Young as Auditor.
Votes cast for: 35,050,599
Votes cast against: 190,372
Votes abstained: 88,068
```

(d) None.

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Item 6 - Exhibits and Reports on Form 8-K
(a) The following exhibits are filed herewith:
    Exhibit #11 - Statement regarding computation of per
        share earnings.
        Exhibit #20 - Report furnished to shareholders for the
        quarter ended March 31, 1995.
        Exhibit #27 - Financial Data Schedule.
        (b) No Form 8-K was filed during the quarter.
```

SIGNATURES
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 August 14, 1995 BANCORP HAWAII, INC.
LAWRENCE M. JOHNSON
(Signature)
Lawrence M. Johnson
Chairman and Chief
Executive Officer
DAVID A. HOULE
(Signature)
David A. Houle
Senior Vice
President and Chief
Financial Officer

## Bancorp Hawaii, Inc.

Exhibit 11 - Statement Regarding Computation of Per Share Earnings Six Months Ended June 30

|  | Primary | $\begin{gathered} \text { Fully } \\ \text { Diluted } \end{gathered}$ |
| :---: | :---: | :---: |
| 1995 |  |  |
| Net Income | \$56,796,000 | \$56,796,000 |
| Daily Average Shares Outstanding <br> Shares Assumed Issued for Stock Options | $\begin{array}{r} 41,814,199 \\ 315,186 \end{array}$ | $\begin{array}{r} 41,814,199 \\ 342,317 \end{array}$ |
|  | 42,129,385 | 42,156,516 |
| Earnings Per Common Share and Common Share Equivalents | \$1.35 | \$1.35 |
| 1994 |  |  |
| Net Income | \$68,554,000 | \$68,554,000 |
| Daily Average Shares Outstanding <br> Shares Assumed Issued for Stock Options | $\begin{array}{r} 42,485,825 \\ 520,828 \end{array}$ | $\begin{array}{r} 42,485,825 \\ 520,828 \end{array}$ |
|  | 43,006,653 | 43,006,653 |
| Earnings Per Common Share amd Common Share Equivalents | \$1.59 | \$1.59 |

/TABLE

To Our Shareholders:

Bancorp Hawaii, Inc. reported first quarter earnings of $\$ 28.2$ million, $17.9 \%$ lower than for the same period last year. Earnings per share for the first quarter were $\$ .67$ compared to $\$ .80$ for the first quarter of 1994. Return on average assets was $0.93 \%$ and return on average equity was $11.61 \%$. The decline in earnings, a result of margin compression due to the continual rise in interest rates, was within Bancorp Hawaii's expectations.

Bancorp's total assets at the end of March 1995 were $\$ 12.2$ billion, down 5.3\% from \$12.9 billion at March 31, 1994. Deposits and repurchase agreements stood at $\$ 8.9$ billion, down 9.4\% from the same period last year. Net loans at the end of the first quarter were $\$ 7.5$ billion, up 5.3\% from last year's first quarter.

Asset quality remained very high. Non-performing assets (NPAs) dropped to $\$ 52.3$ million on March 31 , 1995 , reflecting a $22 \%$ decrease from $\$ 66.8$ million reported March 31, 1994, and relatively unchanged from $\$ 53.2$ million reported at year end 1994. Reserve for loan losses totaled $\$ 150.4$ million, representing $1.97 \%$ of loans outstanding.

Bancorp continues to face the challenges of a low-growth economy and a rising interest rate environment, and to seek opportunities within this context. We are particularly
pleased
with the growth in loans this quarter, which is a reflection of the geographic diversification strategy Bancorp has followed for some time. We are also pleased with the significant increase in non-interest income to $\$ 39.8$ million, an $11 \%$ increase from last year's first quarter, which is due largely to rising trust income and the success of our Investment and Trust Services Group.

Non-interest expense rose by $3.2 \%$, in line with your company's initiative to control costs but continue to invest in technology. This investment will enable Bancorp to focus more heavily on relationship banking and was partially offset by our success in managing other expenses, particularly compensation.

Early in 1995, Bancorp offered a voluntary early retirement option to approximately 440 eligible Bancorp Hawaii staff members and approved a new defined contribution retirement plan and an enhanced profit sharing program.

Bank of Hawaii has opened two additional in-store branches (ISBs) in Safeway Stores on Oahu recently. Your company is aggressively taking ownership of the ISB market niche in Hawaii and has signed agreements to develop ISB networks with Star and KTA supermarkets throughout the state. In March, First National Bank of Arizona, another Bancorp subsidiary, opened its fifth branch, the Camelback Banking Center, to service the bank's growing number of customers in Phoenix's Camelback corridor area.

At the annual shareholders meeting on April 26, 1995, Bank of Hawaii President Richard J. Dahl was named to the Bancorp Hawaii board of directors, succeeding Retired Admiral Thomas B. Hayward who reached mandatory retirement age. Also, Mary G.F. Bitterman, Herbert M. Richards, Jr., H. Howard Stephenson, and Charles R. Wichman were re-elected to three-year terms on the Bancorp board. Shareholders also re-elected Ernst \& Young LLP as Bancorp's auditor for 1995.

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    Also in April, the Board of Directors declared a quarterly
dividend of 27 1/4 cents payable on June 14, 1995 to shareholders
of record on May 22, 1995.
    Bancorp Hawaii will continue to focus on its long range
objectives, leveraging its dominant position in Hawaii and
expanding throughout the Pacific Rim region consistent with the
company's goals. We appreciate your continuing support as we
take the bold steps necessary for your company to build a
framework for growth and success in the next century.
Sincerely,
LAWRENCE M. JOHNSON
Lawrence M. Johnson
Chairman and Chief Executive Officer
Corporate Offices:
Financial Plaza of the Pacific
130 Merchant Street
Honolulu, Hawaii 96813
Investor or Analyst Inquiries:
David A. Houle
Senior Vice President, Treasurer and Chief Financial Officer
(808) 537-8288
or
Sharlene K. Bliss
Assistant Vice President and Investor Relations Officer
(808) 537-8037
or
Cori C. Weston
Corporate Secretary
(808) 537-8272
```

<TABLE>
$\qquad$

|  | $\begin{array}{r} \text { March } 31 \\ 1995 \end{array}$ |  | $\begin{array}{r} \text { March } 31 \\ 1994 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Return on Average Assets | $0.93 \%$ |  | 1.11\% |
| Return on Average Equity | 11.61\% |  | 14.63\% |
| Average Spread on Earning Assets | 3. $62 \%$ |  | 3.99\% |
| Book Value Per Common Share | \$23.92 |  | \$22.40 |
| Loss Reserve/Loans and Leases Outstanding | 1.97\% |  | 1. $80 \%$ |
| Average Equity/Average Assets | 7.99\% |  | 7.57\% |
| Common Stock Price Range | High | Low | Dividend |
| 1994 | \$34.75 | \$24.13 | \$1.04 |
| 1995 First Quarter............ | \$28.50 | \$24.88 | \$0.26 |


| Three Months Ended March 31 <br> (in thousands of dollars except per share amounts) | 1995 | 1994 |
| :---: | :---: | :---: |
| Total Interest Income | \$214,585 | \$193,696 |
| Total Interest Expense | 112,264 | 77,789 |
| Net Interest Income | 102,321 | 115,907 |
| Provision for Possible Loan Losses | 4,453 | 8,258 |
| Net Interest Income After Provision for Possible Loan Losses | 97,868 | 107,649 |
| Total Non-Interest Income | 39,811 | 35,874 |
| Total Non-Interest Expense | 91,055 | 88,244 |
| Income Before Income Taxes | 46,624 | 55,279 |
| Provision for Income Taxes | 18,376 | 20,887 |
| Net Income | \$28,248 | \$34,392 |
| Earnings Per Common Share and Common Share Equivalents | \$0.67 | \$0.80 |
| Average Common Shares and Common Share Equivalents Outstandin | 42,137,738 | 42,943,711 |

Consolidated Statements of Condition (Unaudited)

|  | $\begin{array}{r} \text { March } 31 \\ 1995 \end{array}$ | $\begin{array}{r} \text { December } 31 \\ 1994 \end{array}$ | $\begin{array}{r} \text { March } 31 \\ 1994 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Interest-Bearing Deposits | \$532,726 | \$727,016 | \$999,991 |
| Investment Securities |  |  |  |
| (Market Value of $\$ 3,122,587, \$ 3,101,584$ and $\$ 3,593,559$, respectively) | 3,152,518 | 3,150,885 | 3,582,077 |
| Funds Sold | 79,755 | 54,167 | 115,747 |
| Loans | 7,756,208 | 7,891,993 | 7,366,639 |
| Unearned Income | $(141,860)$ | $(144,034)$ | $(146,610)$ |
| Reserve for Possible Loan Losses | $(150,377)$ | $(148,508)$ | (130, 064 ) |
| Net Loans | 7,463,971 | 7,599,451 | 7,089,965 |
| Total Earning Assets | 11,228,970 | 11,531,519 | 11,787,780 |
| Cash and Non-Interest Bearing Deposits | 387,505 | 508,762 | 596,504 |
| Premises and Equipment | 227,700 | 221,806 | 176,765 |
| Other Assets | 353,674 | 324, 263 | 316,834 |
| Total Assets | \$12,197,849 | \$12,586,350 | \$12,877, 883 |
| Liabilities |  |  |  |
| Deposits | \$6,776,133 | \$7,115,054 | \$7,339,933 |
| Securities Sold Under Agreements to Repurchase | 2,139,973 | 2,136,204 | 2,500,148 |
| Funds Purchased | 489,549 | 609,574 | 610,471 |
| Short-Term Borrowings | 574,148 | 594,475 | 766,177 |
| Other Liabilities | 353,219 | 302,683 | 318,010 |
| Long-Term Debt | 862,445 | 861,572 | 389,882 |
| Total Liabilities | 11,195,467 | 11,619,562 | 11,924,621 |
| Shareholders' Equity |  |  |  |
| Common Stock (\$2 par value), authorized 100,000,000 shares; outstanding, March 1995-41,908,241; |  |  |  |
| December 1994-41,851,466; March 1994-42,564,920; | 83,816 | 83,703 | 85,130 |
| Surplus | 261,003 | 260,040 | 282,280 |
| Unrealized Valuation Adjustments | (977) | $(18,122)$ | $(4,995)$ |
| Retained Earnings | 658,540 | 641,167 | 590,847 |
| Total Shareholders' Equity | 1,002,382 | 966,788 | 953,262 |
| Total Liabilities and Shareholders' Equity | \$12,197,849 | \$12,586,350 | \$12,877,883 |

Starting in 1995, Bancorp Hawaii will discontinue mailing quarterly reports to shareholders whose stock is held in "street name," for example through brokerage houses. Bancorp can more quickly communicate the company's performance through direct mail

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to these shareholders. If your Bancorp stock is held in "street
name" and you wish to continue receiving Bancorp's quarterly
reports, please complete the address form and return it to
Bancorp. Bancorp shareholders with stock held in their own name
are not affected and will continue to receive quarterly reports
as usual. Annual reports and proxy materials will continue to be
sent to all shareholders.
M,
My Bancorp Hawaii stock is held in "street name." Please
continue to send me Bancorp Hawaii, Inc., quarterly reports
during 1995 at the following address.
Please print or type
NAME
```

$\qquad$

```
ADDRESS
```

$\qquad$

```
CITY
```

$\qquad$

``` STATE
``` \(\qquad\)
``` ZIP
``` \(\qquad\)
```

TELEPHONE

``` \(\qquad\)
```

Clip and mail this form to: Bancorp Hawaii, Inc.
Corporate Secretary
P. O. Box 2900
Honolulu, Hawaii 96846

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<ARTICLE> 9

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THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM
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[^0]:    Item 2. Management's Discussion and Analysis of Financial
    Condition and Results of Operations

