```
                    SECURITIES AND EXCHANGE COMMISSION
                Washington, D.C. 20549
                    FORM 10-K
[X]
            ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF
                    THE SECURITIES EXCHANGE ACT OF 1934
                For the fiscal year ended December 31, 2000
                    OR
[_]
            TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF
                THE SECURITIES EXCHANGE ACT OF 1934
                    for the transition period from
```

$\qquad$

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

Commission File Number 1-6887
PACIFIC CENTURY FINANCIAL CORPORATION
(Exact name of registrant as specified in its charter)
Delaware 99-0148992
(State of incorporation) (IRS Employer Identification No.)
130 Merchant Street, Honolulu, Hawaii
96813
(Address of principal executive offices)
(Zip Code)
(808) 537-8430
(Registrant's telephone number, including area code)
Securities registered pursuant to Section $12(b)$ of the Act:
Name of Each Exchange
Title of Each Class on Which Registered
--------------------
New York Stock Exchange
Common Stock, \$.01 Par Value
Securities registered pursuant to Section $12(\mathrm{~g})$ of the Act:
None

```

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 by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation \(S-K\) (Section 229.405 of this chapter) is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form \(10-\mathrm{K}\) or any amendment to this Form \(10-\mathrm{K}\). [X]

The aggregate market value of the voting stock held by non-affiliates of the registrant, based upon the closing price of said stock on the New York Stock Exchange on December 31, 2000 ( \(\$ 17.69\) per share): \(\$ 1,342,852,104\)

As of February 28, 2001, 79,755,758 shares of Common Stock, \$. 01 par value, of the registrant were outstanding.

Portions of the Proxy Statement relating to the Annual Meeting of Shareholders to be held April 27, 2001, are incorporated by reference into Part III of this Report.

\section*{PART I}

Item 1. Description Of Business

\section*{General}

Pacific Century Financial Corporation (Pacific Century) is a Delaware corporation and a bank holding company. Pacific Century was incorporated in Hawaii in 1971 and in April 1998, changed its state of incorporation to Delaware.

Through its banking subsidiaries, Pacific Century provides a diversified range of banking financial services and products primarily in Hawaii and also in the South and West Pacific, and selected international markets in Asia, California and Arizona. Additional subsidiaries are engaged in various businesses, including consumer finance, equipment leasing, insurance and insurance agency services, securities brokerage and investment services and other activities. Pacific Century's principal banking subsidiary is Bank of Hawaii. Pacific Century also owns Pacific Century Bank, N.A. ("PCB") and First Savings and Loan Association of America. Through its subsidiaries, Pacific Century also owns the following foreign financial institutions (in the percentages indicated) : Bank of Hawaii-Nouvelle Caledonie--96\%; Bank of Hawaii (PNG) Ltd.--100\%; Banque de Tahiti--95\%; Banque d'Hawaii (Vanuatu), Ltd.-100\%; and National Bank of Solomon Islands--51\%.

Pacific Century groups its principal revenue-producing businesses into the following four market regions: Hawaii, Pacific, Asia, and U.S. Mainland. For additional information about Pacific Century and its operations see the Business Segments discussion and Note \(Q\) in the Consolidated Financial Statements of this report.

\section*{Disposition Activity}

In December 2000, Bank of Hawaii entered into a definitive agreement to sell its credit card portfolio to American Express Centurion Bank. The sale is expected to close in the first or second quarter of 2001.

In December 2000, Pacific Century Bank, N.A. entered into a definitive agreement to sell its branch operations in Arizona. The transaction represents approximately \(\$ 228\) million in assets and \(\$ 415\) million in deposits as of December 31, 2000. Pacific Century expects to close the transaction in the first half of 2001.

In December 2000, investments in Pacific Commercial Bank in Samoa (43\% interest) and the Bank of Tonga ( \(30 \%\) interest) were sold to another shareholder of these two banks.

Bank Subsidiaries
Bank of Hawaii was organized under the laws of Hawaii on December 17, 1897. Its headquarters are in Honolulu, Hawaii, and its deposits are insured by the Federal Deposit Insurance Corporation (FDIC). It is not a member of the Federal Reserve System. Bank of Hawaii is the largest full-service financial institution headquartered in the State of Hawaii with a statewide network of 76 traditional and in-store branches. Bank of Hawaii provides customary commercial banking services through branch offices, representative offices or subsidiary banks in Hawaii, the South and West Pacific and selected international markets in Asia.

Pacific Century Bank, N.A. (PCB) is headquartered in Encino, California,
and its business primarily consists of providing commercial banking products and services in Southern California and the State of Arizona. PCB is a national bank organized under the laws of the United States. It is a member of the Federal Reserve System and its deposits are insured by the FDIC. PCB's operations are conducted through 19 branch offices in the State of California and 9 branch offices in the State of Arizona. As discussed above, in December 2000 PCB entered into a definitive agreement to sell its branch operations in Arizona.

First Savings and Loan Association of America is located in the territory of Guam. It provides retail financial services through 6 branches.
\[
2
\]

Regulation and Competition
Effect of Governmental Policies
The earnings of Pacific Century and its principal subsidiaries are affected not only by general economic conditions, both domestically and internationally, but also by the monetary and fiscal policies of the United States and its agencies, particularly the Federal Reserve System, and foreign governments and their agencies. The monetary policies of the Federal Reserve System influence to a significant extent the overall growth of loans, investments, and deposits; and the level of interest rates earned on assets and paid for liabilities. The nature and impact of future changes in monetary policies are often not predictable.

Competition
Pacific Century and its subsidiaries are subject to substantial competition in all aspects of the businesses in which they engage from banks (both domestic and foreign), savings associations, credit unions, mortgage companies, finance companies, mutual funds, brokerage firms, insurance companies and other providers of financial services. Pacific Century also competes with certain non-financial institutions and governmental entities that offer financial products and services. Many of Pacific Century's competitors are not subject to the same level of extensive regulations and oversight that are required of banks and bank holding companies.

Effective March 13, 2000, securities firms and insurance companies that elect to become financial holding companies may acquire banks and other financial institutions. This may materially change the competitive environment in which Pacific Century and its subsidiaries conduct business.

Supervision and Regulation
General
Pacific Century is registered as a bank holding company (BHC) under the Bank Holding Company Act of 1956, as amended (the BHC Act) and is subject to the supervision of and to examinations by the Board of Governors of the Federal Reserve System (FRB). Pacific Century is also registered as a bank holding company under the Hawaii Code of Financial Institutions (the Code) and is subject to the registration, reporting, and examination requirements of the Code. In September 2000, Pacific Century entered into a Memorandum of Understanding with regulatory authorities in which it agreed to take certain actions to strengthen and maintain its operations and financial position. See further discussion in the Management Discussion and Analysis of Financial Conditions and Results of Operations section of the report, and Notes \(F, G\), and \(H\) to the Consolidated Financial Statements.

The BHC Act prohibits, with certain exceptions, a BHC from acquiring beneficial ownership or control of more than \(5 \%\) of the voting shares of any company, including a bank, without the FRB's prior approval and from engaging in any activity other than those of banking, managing or controlling banks or other subsidiaries authorized under the BHC Act, or furnishing services to or
performing services for its subsidiaries. Among the permitted activities is the ownership of shares of any company the activities of which the FRB determines to be so closely related to banking or managing or controlling banks as to be a proper incident thereto.

Subject to certain limits, under the Riegle-Neal Interstate Banking and Branching Efficiency Act (Riegle-Neal Act) an adequately capitalized and adequately managed BHC may acquire control of banks in any state. An interstate acquisition may not be approved if immediately following the acquisition the BHC would control 30 percent or more of the total FDIC-insured deposits in that state (or such lesser or greater amount set by the state), unless the acquisition is the BHC's initial entry into the state. An adequately capitalized and adequately managed bank may apply for permission to merge with an out-of-state bank and convert all branches of both parties into branches of a single bank. An interstate bank merger may not be approved, if immediately following the acquisition, the acquirer would control 30 percent or more of the total FDIC-insured deposits in that state (or

3
such lesser or greater amount set by the state), unless the acquisition is the acquirer's initial entry into the state. Banks are also permitted to open newly established branches in any state in which it does not already have banking branches if such state enacts a law permitting such de novo branching.

Hawaii has enacted a statute which authorizes out-of-state banks to engage in mergers with Hawaii banks or acquisitions of substantially all of their assets, following which any such out-of-state bank may operate the branches of the Hawaii bank it has acquired. The Hawaii bank must have been in continuous operation for at least five years unless it is subject to or in danger of becoming subject to certain types of supervisory action. This statute does not permit out-of-state banks to acquire branches of Hawaii banks other than through an "interstate merger transaction" under the Riegle-Neal Act (except in the case of a bank that is subject to or in danger of becoming subject to certain types of supervisory action) or to open branches in Hawaii on a de novo basis.

Under the Gramm-Leach-Bliley Act, a BHC may elect to become a financial holding company and thereby to engage in a broader range of financial and other activities than are permissible for traditional BHC's. In order to qualify for the election, all of the depository institution subsidiaries of the BHC must be well capitalized and well managed and all of its insured depository institution subsidiaries must have achieved a rating of "satisfactory" or better under the Community Reinvestment Act. Financial holding companies are permitted to engage in activities that are "financial in nature" or incidental or complementary thereto as determined by the FRB. The Gramm-Leach-Bliley Act identifies several activities as "financial in nature," including, among others, insurance underwriting and agency, investment advisory services, merchant banking and underwriting, and dealing or making a market in securities.

\section*{Subsidiary Banks}

Bank of Hawaii is subject to supervision and examination by the FDIC and the State of Hawaii Department of Commerce and Consumer Affairs' Division of Financial Institutions. PCB is subject to supervision and examination by the Office of the Comptroller of the Currency (OCC) and in certain respects the FDIC. Banks, including Bank of Hawaii and PCB, are subject to extensive federal and (in the case of Bank of Hawaii) state regulation that significantly affects their business and activities. Regulatory authorities have broad authority to implement standards and to initiate proceedings designed to prohibit depository institutions from engaging in unsafe and unsound banking practices.

\section*{Dividend Restrictions}

Pacific Century is a legal entity separate and distinct from its subsidiary
banks and other subsidiaries. Its principal source of funds to pay dividends on its common stock and debt service on its debt is dividends from its subsidiaries. Various federal and state statutory provisions and regulations limit the amount of dividends Pacific Century's subsidiary banks and certain other subsidiaries may pay without regulatory approval. For information about the restrictions applicable to Pacific Century's subsidiary banks, see Note H to the Consolidated Financial Statements, incorporated by reference herein.

\section*{Holding Company Structure}

Transfer Of Funds From Subsidiary Banks. Pacific Century's subsidiary banks are subject to restrictions under federal law that limit the transfer of funds or other items of value from such subsidiaries to Pacific Century and its nonbank subsidiaries (including affiliates) in so-called "covered transactions." In general, covered transactions include loans and other extensions of credit, investments and asset purchases, as well as other transactions involving the transfer of value from a subsidiary bank to an affiliate or for the benefit of an affiliate. Unless an exemption applies, covered transactions by a subsidiary bank with a single affiliate are limited to \(10 \%\) of the subsidiary bank's capital and surplus and, with respect to all covered transactions with affiliates in the aggregate, to \(20 \%\) of the subsidiary bank's capital and surplus. Also, loans and extensions of credit to affiliates generally are required to be secured in specified amounts.

4

Source Of Strength Doctrine. The FRB has a policy that a BHC is expected to act as a source of financial and management strength to its subsidiary banks and to commit resources to support its subsidiary banks in circumstances where it might not do so absent such a policy. This support may be required at times when the BHC may not have the resources to provide it. Under this policy, a BHC is expected to stand ready to use available resources to provide adequate capital funds to its subsidiary banks during periods of financial adversity and to maintain the financial flexibility and capital-raising capacity to obtain additional resources for assisting its subsidiary banks.

\section*{Capital Requirements}

Pacific Century is subject to risk-based capital requirements and guidelines imposed by the FRB, which are substantially similar to the capital requirements and guidelines imposed by the OCC and the FDIC on depository institutions within their respective jurisdictions.

The FRB, the FDIC and the OCC also have adopted rules to incorporate market and interest rate risk components into their risk-based capital standards. Under the market risk requirements, capital will be allocated to support the amount of market risk related to a financial institution's ongoing trading activities.

As an additional means to identify problems in the financial management of depository institutions, the FDI Act requires federal bank regulatory agencies to establish certain non-capital safety and soundness standards for institutions for which they are the primary federal regulator. The standards relate generally to operations and management, asset quality, interest rate exposure and executive compensation. The agencies are authorized to take action against institutions that fail to meet such standards.

The FDI Act requires federal bank regulatory agencies to take "prompt corrective action" with respect to FDIC-insured depository institutions that do not meet minimum capital requirements. A depository institution's treatment for purposes of the prompt corrective action provisions will depend upon how its capital levels compare to various capital measures and certain other factors, as established by regulation.

The FDIC has adopted a premium schedule under which the actual assessment rate for a particular institution depends in part upon the risk classification the FDIC assigns to that institution. The FDIC may raise an institution's insurance premiums or terminate insurance altogether upon a finding that the institution has engaged in unsafe and unsound practices.

This regulatory framework is intended primarily for the protection of depositors, federal deposit insurance funds and the banking system as a whole, and not for the protection of security holders. To the extent that this information describes statutory and regulatory provisions, it is qualified in its entirety by reference to those provisions. Any change in applicable laws or regulations may have a material effect on the business of Pacific Century and its subsidiaries.

Employees
At December 31, 2000, Pacific Century and its subsidiaries had approximately 4,350 employees, 3,930 of whom were full-time employees.

Item 2. Description of Property
Pacific Century and its subsidiaries own and lease premises primarily consisting of branch and operating facilities, the majority of which are located in Hawaii, California, Arizona, Asia, and the West and South Pacific. Bank of Hawaii's main branch and administrative offices are located at the Financial Plaza of the Pacific in Honolulu, Hawaii at which Bank of Hawaii owns condominium units aggregating approximately 244,000 square
feet and capital leases approximately 90,000 square feet. Additionally, Bank of Hawaii owns a fee simple two-story 95,000 square foot building near downtown Honolulu which houses data processing and certain other operational functions; a parcel of land in downtown Honolulu which is for sale; and Hale O Kapolei, a leasehold, 248,000 square foot operations facility in the Kapolei area on Oahu.

Item 3. Legal Proceedings
Pacific Century and its subsidiaries are defendants in various legal proceedings arising from normal business activities. In the opinion of management, after reviewing these proceedings with counsel, the aggregate liability, if any, resulting from these proceedings would not have a material effect on Pacific Century's consolidated financial position or results of operations.

Item 4. Submission of Matters to a Vote of Security Holders
No matter was submitted during the fourth quarter of 2000 to a vote of security holders through solicitation of proxies or otherwise.

Executive Officers of Registrant:
\begin{tabular}{|c|c|c|}
\hline Name & Age & Position \\
\hline Michael E. O'Neill. & 54 & Chairman and Chief Executive Officer of Pacific Century and the Bank of Hawaii (the Bank) since November 2000; Vice Chairman and Chief Financial Officer, BankAmerica Corporation, 1995 to 1999. \\
\hline Richard J. Dahl. & 49 & President of Pacific Century and the Bank since August 1994; Chief Operating Officer \\
\hline
\end{tabular}


Table 1
\begin{tabular}{|c|c|c|c|c|}
\hline 2000 & 1999 & 1998 & 1997 & 1996 \\
\hline
\end{tabular}

At December 31
Balance Sheet Totals
Net Loans........................ \(\$ 9,168.1 \quad \$ 9,280.8 \quad \$ 9,416.8 \$ 9,114.3 \$ 8,347.9\)
Total Assets..........................14,013.8 14,440.3 15,016.6 14,995.5 14,009.2
Deposits.............................980.6 9,394.2 9,576.3 9, 607.7 8, 684.1
Long-Term Debt..............................
997.2727
\(\begin{array}{rrr}585.6 & 705.8 & 932.1 \\ 185.6 & 1,117.2 & 1,066.1\end{array}\)
Shareholders' Equity............
\(1,301.4 \quad 1,212.3 \quad 1,185.6\)
For the Year Ended December 31
Operating Results
Total Interest Income..........
Net Interest Income.............
\begin{tabular}{rrrrr}
\(1,057.5\) & \(1,026.5\) & \(1,088.6\) & \(1,039.8\) & 974.0 \\
556.2 & 574.7 & 576.6 & 523.4 & 482.3 \\
142.9 & 60.9 & 84.0 & 30.3 & 22.2 \\
113.7 & 133.0 & 107.0 & 139.5 & 133.1 \\
1.43 & 1.66 & 1.33 & 1.75 & 1.63 \\
1.42 & 1.64 & 1.32 & 1.72 & 1.62 \\
& & & & \\
0.71 & 0.68 & 0.66 & 0.63 & 0.58 \\
& & & & \\
130.4 & 149.7 & 121.7 & 150.7 & 141.3 \\
1.64 & 1.86 & 1.52 & 1.89 & 1.73 \\
1.63 & 1.85 & 1.50 & 1.86 & 1.71
\end{tabular}

Net Income.......................
Basic Earnings Per Share.......
Diluted Earnings Per Share......
Cash Dividends Paid Per Common
Share..........................
130.4
\(\begin{array}{llllll}\text { Basic Earnings Per Share..... } & 1.64 & 1.86 & 1.52 & 1.89 & 1.73 \\ \text { Diluted Earnings Per Share.... } & 1.63 & 1.85 & 1.50 & 1.86 & 1.71\end{array}\)
\(\begin{array}{llllll}\text { Basic Earnings Per Share..... } & 1.64 & 1.86 & 1.52 & 1.89 & 1.73 \\ \text { Diluted Earnings Per Share.... } & 1.63 & 1.85 & 1.50 & 1.86 & 1.71\end{array}\)
Non-Financial Data
Common Shareholders of
Record at Year-End/3/ ....... 8,438 9,899 10,396 10,514 10,199
Weighted Average Shares--Basic.. 79,551,296 80,298,725 80,228,424 79,794,011 81,595,728
Weighted Average Shares--

--------
/1/ Comparisons between years is affected by business combinations. See Note A to the Consolidated Financial Statements.
/2/ Tangible basis calculations exclude the effect of all intangibles including goodwill, core deposit and trust intangibles, and other intangibles.
/3/ The number of common shareholders is based on the number of record holders.

7

Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operation

Overview

The year 2000 was a year of dramatic change for Pacific Century Financial Corporation. During 2000, Pacific Century has taken the initial steps necessary to improve financial performance by:
. Reexamining and improving where necessary its loan grading system.
. Reevaluating and adjusting risk grades where appropriate all of its commercial credits over \(\$ 250,000\).
. Significantly increasing its allowance for loan losses.
. Augmenting management resources devoted to improving the credit process.
. Reducing exposure to Asia and the national syndicated loan portfolio.
. Successfully completing the New Era program designed to increase income and reduce expense.

Beginning the management process of reevaluating all lines of business with the goal of increasing shareholder return.

The year began with many positive developments for the Company. The first three quarters saw the completion of the New Era Redesign initiatives which
provided strong contributions to the Company's earnings. The goals of the program were to improve the delivery of financial services, generate revenue growth from new and existing sources, and reduce expenses by simplifying and streamlining business processes. During the fourth quarter, the Company achieved the projected annualized reduction in operating expenses of \(\$ 43\) million. The annualized increase in revenues of \(\$ 25\) million surpassed the \(\$ 21\) million projection.

The year was also marked by substantial improvement in the company's exposure to troubled Asian economies which, together with a lagging Hawaii economy, has negatively impacted the Company's financial performance during recent years. Exposures to borrowers in Asia totaled \(\$ 672.8\) million at yearend, down from \(\$ 911.8\) million at the end of 1999 . This exposure includes loans as well as outstanding commitments to borrowers in Asia. See Lending in Asia and the South Pacific.

Internally, the Company improved its credit and risk management processes. Beginning in March 2000, the Company undertook a complete review of its standards for loan evaluation, followed by a reevaluation of all its large (over \(\$ 250,000\) ) commercial loans to ensure a proper grading and analysis of the credits. These steps have resulted in an enhanced risk rating system and a company wide training program.

This positive process, however, resulted in substantial downgradings in the Company's syndicated loan and commercial real estate portfolios. As a result of credit deterioration primarily in those two portfolios, net charge-offs of \(\$ 32.9\) million and increases to the allowance for loan losses of \(\$ 51.2\) million resulted in second quarter earnings of \(\$ 6.7\) million, substantially below market expectations and prior quarters' earnings.

The remainder of 2000 was marked by the initiation of significant actions and changes to deal with the Company's credit issues. In September 2000, Pacific Century entered into a Memorandum of Understanding with regulatory authorities in which it agreed to take certain actions to strengthen and maintain its operations and financial position. Accordingly, Pacific Century agreed to request prior approval for the payments of dividends, increases in indebtedness, or repurchase of common stock beyond the existing Board approval of 300,000 shares per quarter. The Company has taken and plans to take all action necessary to achieve appropriate credit quality levels, maintain specific capital levels, and apply management practices consistent with the expectations of its regulators.

The Company has already made progress towards improving the quality of its loan portfolio. In addition to the previously mentioned increase in the allowance for loan losses, during the fourth quarter the Company reduced nonperforming assets by almost \(17 \%\), from \(\$ 219.6\) million on September 30 to \(\$ 183.0\) million at year
end, by a combination of repayments and charge-offs. Shortly after year-end, the Company sold off a \(\$ 65\) million problem loan, with the loss on the loan largely offset by previously allocated reserves. The Company also continued to reduce its concentration in Asia and its syndicated loan portfolio and improved the quality of the Hawaii commercial real estate portfolio. At the end of 2000, Pacific Century had increased its allowance for loan losses to \(\$ 246.2\) million from \(\$ 194.2\) million at the end of 1999.

The most significant change for Pacific Century occurred on November 3, 2000, when the Board of Directors appointed Michael E. O'Neill Chairman of the Board and Chief Executive Officer. Mr. O'Neill began his banking career in 1974 with Continental Bank Corporation. He joined BankAmerica Corporation in 1994 with the merger of those two institutions. He last served BankAmerica Corporation as Vice Chair and Chief Financial Officer. Mr. O'Neill brings considerable banking experience and an outstanding reputation among senior executives of the financial services industry to the Company. His background also includes substantial experience dealing with financial institutions with
credit quality problems and he has made the strengthening of the company's credit quality and processes a top priority.

In early January 2001, Mr. O'Neill was joined by a new Vice Chair and Chief Risk Officer, William Nelson, and a new Asset Recovery Officer, Executive Vice President Scott Miller. Each of these men brings extensive international and domestic experience to their positions and substantially upgrades Pacific Century's capabilities in those two areas. In January 2001, Allan Landon was appointed Vice Chair and Chief Financial Officer of Pacific Century. Mr. Landon has a broad financial background including previous chief financial officer and risk management experience.

During the fourth quarter, the Company entered into a definitive agreement to sell its credit card portfolio to American Express Centurion Bank. In addition, the Company's California bank subsidiary, Pacific Century Bank, has agreed to sell its Arizona branch network to Zion's Bancorporation. These transactions are scheduled to close in the first two quarters of 2001. Also, Bank of Hawaii sold its minority ownership interest in Bank of Tonga and Pacific Commercial Bank Limited of Samoa in December.

Of particular significance, under Mr. O'Neill's direction, Pacific Century has undertaken a strategic assessment process driven by the goal of creating and enhancing shareholder value. All of the Company's lines of businesses are being analyzed in detail on the basis of risk and return on capital. Pacific Century anticipates announcing the results of the assessment process in April 2001.

\section*{Performance Summary}

Net income at Pacific Century was \(\$ 113.7\) million in 2000, reflecting a decrease of \(14.5 \%\) from the \(\$ 133.0\) million reported in 1999. This decline in earnings was largely the result of a \(\$ 142.9\) million provision for loan losses as Pacific Century experienced weaker credit quality and higher charge-offs in its loan portfolio. Pacific Century increased its reserve coverage from 2.05\% of outstanding loans at December 31, 1999 to \(2.62 \%\) at December 31, 2000. Pacific Century also recorded an \(\$ 11.9\) million gain on the settlement of certain obligations of the defined benefit pension plan and \(\$ 3.2\) million gain from the sale of minority interest investments in banks located in Tonga and Samoa. Financial results for 1999 were impacted by a restructuring charge of \(\$ 22.5\) million.

The following table presents the financial summary for 2000:
Performance Summary
Table 2
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|c|}{2000} & \multicolumn{2}{|c|}{1999} \\
\hline Financial Performance & Amount & Percent Change & Amount & \begin{tabular}{l}
Five-Year \\
Compound \\
Growth
\end{tabular} \\
\hline & (in mil & ons of share & lars ex ounts) & pt per \\
\hline
\end{tabular}

Year Ended December 31
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline Net Income & \$ & 113.66 & (14.5) \% & \$ & 132.96 & (1.37) \% \\
\hline Basic Earnings Per Share & & 1.43 & (13.9) & & 1.66 & (.41) \\
\hline Diluted Earnings Per Shar & & 1.42 & (13.4) & & 1.64 & (.42) \\
\hline Average Assets & & , 055.3 & (3.6) & & ,582.9 & 2.53 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline Average Loans & 9,544.3 & 1.1 & 9,444.5 & 4.51 \\
\hline Average Deposits & 9,005.1 & (3.3) & 9,315.3 & 5.06 \\
\hline Average Shareholders' Equity. & 1,234.6 & 2.0 & 1,210.0 & 3.77 \\
\hline \multicolumn{5}{|l|}{Tangible Basis Financial Data/1/} \\
\hline Net Income & 130.40 & (12.9) & 149.75 & 0.19 \\
\hline Basic Earnings Per Share & 1.64 & (11.8) & 1.86 & 1.14 \\
\hline Diluted Earnings Per Share. & 1.63 & (11.9) & 1.85 & 1.14 \\
\hline
\end{tabular}


The stock performance in 2000 reflects the effect of higher loan losses and provisioning as well as the general softening of bank stocks during the year. See Table 3.

Market Prices, Book Values and Common Stock Dividends

Table 3
Market Price
\begin{tabular}{l} 
(MP) Range \\
\(-------------~ B o o k ~ V a l u e ~ a ~ P e r c e n t ~\)
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline Year/Period & High & Low & (BV) & of BV & Dividend \\
\hline 1996. & \$22.00 & \$16.57 & \$13.34 & 165\% & \$0.58 \\
\hline 1997 & 28.06 & 20.31 & 14.02 & 200 & 0.63 \\
\hline 1998 & 25.88 & 14.75 & 14.76 & 175 & 0.66 \\
\hline 1999. & 24.94 & 17.38 & 15.15 & 165 & 0.68 \\
\hline First Quarter & 24.94 & 19.94 & & & 0.17 \\
\hline Second Quarter & 23.25 & 19.81 & & & 0.17 \\
\hline Third Quarter & 22.31 & 17.63 & & & 0.17 \\
\hline Fourth Quarter & 23.50 & 17.38 & & & 0.17 \\
\hline 2000. & \$23.19 & \$11.06 & \$16.35 & 142\% & \$0.71 \\
\hline First Quarter & 20.38 & 14.38 & & & 0.17 \\
\hline Second Quarter & 23.19 & 14.63 & & & 0.18 \\
\hline Third Quarter & 17.50 & 13.13 & & & 0.18 \\
\hline Fourth Quarter & 18.75 & 11.06 & & & 0.18 \\
\hline
\end{tabular}

Statement of Income Analysis

Net Interest Income
Net interest income on a taxable equivalent basis was \(\$ 557.1\) million in 2000, down from \(\$ 575.4\) million in 1999 , and \(\$ 577.2\) million in 1998. For 2000, the decrease in net interest income from the prior year is attributed to a decline in average earning assets and a slightly lower net interest margin.

The decline in 2000's net interest margin relative to a year ago resulted primarily from a rise in the average rate paid on interest-bearing liabilities which was only partially compensated for by higher yields on earning assets.

Average balances and related income and expense are presented in Table 4. The decreasing trend in outstanding foreign loans reflects the planned reduction of credit exposure in Asia and the Pacific regions and the impact of the value of foreign currency relative to the U.S. dollars.

11
Consolidated Average Balances, Income and Expense
and Yields and Rates
(Taxable Equivalent)

Table 4
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline & 2000 & \multicolumn{2}{|r|}{1999} & \multicolumn{3}{|c|}{1998} \\
\hline Average & Income/ Yields/ & Average & Income/ Yields/ & Average & Income/ & Yields/ \\
\hline Balance & Expense Rates & Balance & Expense Rates & Balance & Expense & Rates \\
\hline
\end{tabular}

Earning Assets
Interest-Bearing
Deposits..............


/1/ Includes non-accrual loans.
/2/ Based upon a statutory tax rate of \(35 \%\).

Provision for Loan Losses
The provision for loan losses was \(\$ 142.9\) million in 2000 , compared to \(\$ 60.9\) million in 1999 and \(\$ 84.0\) million in 1998 . The 2000 provision for loan losses exceeded net loan charge-offs of \(\$ 89.4\) million by approximately \(\$ 53.5\) million. The additional provisioning was considered necessary to provide for losses inherent in the loan portfolio. For further information on credit quality, refer to the section on "Reserve for Loan Losses" of this report.

Non-Interest Income

Non-interest income in 2000 decreased to \(\$ 263.4\) million from \(\$ 265.6\) million in 1999 and compared to \(\$ 211.8\) million in 1998. Adjusted for nonrecurring items in both 2000 and 1999, non-interest income showed an increase of \(5.6 \%\)
year over year. In 2000, non-interest income included nonrecurring gains of \(\$ 11.9\) million on the settlement of certain pension benefit obligations and \(\$ 3.2\) million on the sale of minority interests in the Bank of Tonga and Pacific Commercial Bank, Ltd. of Samoa. In 1999, non-interest income included nonrecurring credits that contributed \(\$ 18.3\) million to other income and \(\$ 12.1\) million to securities gains. Table 5 presents the details of non-interest income for the last five years.

Non-Interest Income
Table 5
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \multicolumn{2}{|c|}{2000} & \multicolumn{2}{|l|}{1999} & 1998 & 1997 & 1996 \\
\hline Amount & Percent Change & Amount & Percent Change & Amount & Amount & Amount \\
\hline \multicolumn{7}{|c|}{(in millions of dollars)} \\
\hline \$ 66.1 & \(8.9 \%\) & \$ 60.7 & 8.6\% & \$ 55.9 & \$ 52.2 & \$ 49.8 \\
\hline 40.1 & 16.9 & 34.3 & (3.4) & 35.5 & 29.4 & 26.7 \\
\hline 14.2 & 4.4 & 13.6 & (0.7) & 13.7 & 13.2 & 10.7 \\
\hline 11.4 & (8.8) & 12.5 & 18.1 & 10.6 & 11.1 & 10.1 \\
\hline 17.4 & 0.6 & 17.3 & 17.0 & 14.8 & 12.2 & 8.9 \\
\hline 18.6 & 17.7 & 15.8 & 51.9 & 10.4 & 9.6 & 8.6 \\
\hline 9.4 & 6.8 & 8.8 & 11.4 & 7.9 & 7.1 & 6.6 \\
\hline 4.2 & (10.6) & 4.7 & 25.8 & 3.7 & 4.2 & 3.4 \\
\hline 0.9 & 12.5 & 0.8 & (26.9) & 1.1 & 1.6 & 2.4 \\
\hline 2.6 & 8.3 & 2.4 & 1.2 & 2.4 & 0.8 & 0.8 \\
\hline 9.8 & (24.0) & 12.9 & (3.0) & 13.3 & 7.3 & 7.4 \\
\hline 53.9 & 9.3 & 49.3 & 39.3 & 35.4 & 27.2 & 24.2 \\
\hline 11.9 & -- & -- & -- & -- & -- & -- \\
\hline 1.2 & (92.1) & 15.2 & 794.1 & 1.7 & 5.1 & 0.9 \\
\hline 3.3 & 3.1 & 3.2 & 138.2 & 1.3 & 3.7 & 2.6 \\
\hline (1.6) & (111.3) & 14.1 & 244.0 & 4.1 & 3.1 & 1.4 \\
\hline \$263.4 & (0.8) \% & \$265.6 & 25.4\% & \$211.8 & \$187.8 & \$164.5 \\
\hline
\end{tabular}

Revenue categories that generated the largest year-over-year gains in Trust Income were mutual fund fees and trust and agency fees. This increase is largely attributable to re-pricing strategies developed in the New Era Project. While trust income showed an 8.9\% increase in 2000, total trust assets administered by Pacific Century Trust decreased slightly to \$12.8 billion at year-end 2000, down from \$13.2 billion at year-end 1999.
growth. At December 31, 2000, the aggregate balance of these funds stood at \(\$ 4.0\) billion, compared to \(\$ 3.7\) billion and \(\$ 3.1\) billion at year-end 1999 and 1998, respectively.

While Service Charges on Deposit Accounts remained relatively flat in 1998 and 1999, the increase in 2000 reflects the effect of the New Era strategy.

The increase in Mortgage Servicing Fees reflects Bank of Hawaii's emphasis on residential mortgage lending and secondary market sales activities. Pacific Century's mortgage servicing portfolio grew to \(\$ 2.8\) billion at year-end 2000 from \$2.5 billion at year-end 1999.

ATM fees reflected a \(17.7 \%\) increase during 2000, which mainly resulted from an increase in the ATM fee structure and increased usage. During 2000, Pacific Century's ATM network continued to expand, ending the year with 571 machines, an increase from 510 at year-end 1999.

Other operating income included a gain of \(\$ 11.9\) million from the settlement of a portion of the Company's pension benefit obligation. The Company settled this obligation by purchasing annuities with a portion of the pension plan assets.

Net losses on Investment Securities in 2000 included the write-off of venture capital investments and losses taken on the investment portfolio partially offset by gains of \(\$ 3.2\) million from the sale of minority interests in Pacific Commercial Bank Ltd. of Samoa and Bank of Tonga. Securities gains in 1999 included a \(\$ 6.5\) million gain from the sale of newly issued equity securities acquired in conjunction with leasing transactions and \(\$ 5.6\) million gain from the disposition of a venture capital investment.

Non-Interest Expense
The Company made progress in expense control during 2000. After adjusting for nonrecurring items in 1999, the decrease in 2000 is \(\$ 34.4\) million.

The decrease in salaries and benefits in 2000 is primarily attributable to the New Era redesign implemented in 1999 and 2000 and the completion of the Year 2000 computer project which increased salaries and benefits in 1999 and 1998 relative to the more normal run rate in 2000. Salaries in 2000 were down from 1999 by \(\$ 17.0\) million of which approximately \(\$ 14\) million is attributable to staff reductions from the New Era redesign. Salaries in 1999 also included \(\$ 2.8\) million associated with the Year 2000 computer project that was completed in 1999.

The 7.1\% improvement in Other Operating Expense is mostly attributable to the New Era redesign project. Large nonrecurring costs included in other operating expense were \(\$ 2.3\) million in 1999 , and \(\$ 6.4\) million in 1998.

The higher Legal and Professional Fees in 1999 and 1998 relative to 2000 are primarily attributed to consulting and other professional fees including those related to the Year 2000 computer project which was completed prior to the beginning of 2000 .

\section*{Non Interest Expense}

Table 6

Year Ended December 31



Income Taxes

The tax structure at Pacific Century is complex given the various foreign and domestic locations in which it operates. The 2000 provision for taxes reflected an effective tax rate of \(36.9 \%\), compared to \(41.1 \%\) and \(34.6 \%\) in 1999 and 1998, respectively. The higher effective tax rate in 1999 is largely explained by the Arbella sale that generated a \(\$ 14.0\) million gain and \(\$ 12.7\) million in income tax.

Pacific Century invests in low income housing tax credits and lease financing. Low income housing investments provided tax credits of \(\$ 12.0\) million and \(\$ 11.1\) million in 2000 and 1999 , respectively. See Note \(N\) to the Consolidated Financial Statements for more information regarding the Company's taxes.

Balance Sheet Analysis

Loans

Loans comprise the largest category of earning assets for Pacific Century and produce the highest level of income. Table 7 presents the composition of the loan portfolio by major loan categories.

> Loan Portfolio Balances

Table 7

December 31
\begin{tabular}{|c|c|c|c|c|}
\hline 2000 & 1999 & 1998 & 1997 & 1996 \\
\hline
\end{tabular}

Domestic Loans
Commercial and Industrial...... \$2,443.3 \$2,493.0 \$2,579.7 \$2,104.3 \$1,806.7
Real Estate
\begin{tabular}{|c|c|c|c|c|c|}
\hline Mortgage--Residential. & 3,035.1 & 2,645.4 & 2,699.4 & 2,738.9 & 2,635.3 \\
\hline --Commercial. & 1,125.5 & 1,244.8 & 1,139.1 & 1,354.5 & 1,227.8 \\
\hline Installment & 729.9 & 756.1 & 763.0 & 891.6 & 849.3 \\
\hline Lease Financing & 725.5 & 627.6 & 554.5 & 519.4 & 437.8 \\
\hline Construction & 307.4 & 328.9 & 299.8 & 281.0 & 235.9 \\
\hline Total Domestic Loans & 8,366.7 & 8,095.8 & 8,035.5 & 7,889.7 & 7,192.8 \\
\hline \multicolumn{6}{|l|}{Foreign Loans} \\
\hline \multicolumn{6}{|l|}{Banks and Other Financial} \\
\hline Institutions & 132.6 & 207.7 & 158.2 & 207.7 & 281.8 \\
\hline Commercial and Industrial & 744.8 & 943.4 & 1,281.5 & 1,074.9 & 923.2 \\
\hline Other. & 424.2 & 470.7 & 378.8 & 326.1 & 301.5 \\
\hline Total Foreign Loans. & 1,301.6 & 1,621.8 & 1,818.5 & 1,608.7 & 1,506.5 \\
\hline Total Loans. & \$9,668.3 & \$9,717.6 & \$9,854.0 & \$9,498.4 & \$8,699.3 \\
\hline
\end{tabular}

Commercial and Industrial Loans

C\&I loans consist of loans made for commercial, financial, and agricultural purposes and involves lending on both a secured and unsecured basis. Collateral requirements vary, but are based on Pacific Century's underwriting standards.

Geographically C\&I loans are concentrated in the U.S. Mainland and Hawaii representing \(53.0 \%\) and \(38.3 \%\), respectively, of the total C\&I portfolio as of year-end 2000. In Hawaii, Bank of Hawaii is a major commercial lender and maintains a significant presence throughout the State. Bank of Hawaii supports the business community in Hawaii by offering a wide range of products and services. In the U.S. Mainland market, C\&I lending is comprised of small and middle market business loans that were originated by Pacific Century's U.S. Mainland subsidiary bank and loans to Fortune 500 industrial and service companies and the media and communication industry.

\section*{Real Estate Mortgage Loans}

Pacific Century's real estate loan portfolio consists of loans that are secured by residential as well as commercial properties. The largest component of the real estate loan portfolio consists of loans secured by 1-to-4 family residential properties. Approximately 91\% of these loans are secured by real estate in Hawaii (see Table 8). Pacific Century sells most fixed-rate loans in the secondary mortgage market. Included in the residential mortgage total at year-end 2000 were \(\$ 179\) million in available for sale loans. In 2000, residential mortgage originations by Bank of Hawaii totaled \(\$ 910\) million, compared to \(\$ 980\) million in 1999.

Also included in the residential real estate portfolio are home equity credit lines. The total available credit under these lines was \(\$ 521\) million at year-end 2000, compared to \(\$ 506\) million at year-end 1999. Outstandings increased to \(\$ 290\) million at year-end 2000 from \(\$ 267\) million at year-end 1999 . Home equity credit lines are underwritten primarily based on the borrower's repayment ability rather than the value of the underlying property.

Commercial Real Estate loans were secured by commercial real estate primarily in Hawaii and the U.S. Mainland, with the remainder mostly in the West Pacific. The commercial real estate portfolio is diversified in the type of property securing the obligations, including loans secured by commercial offices, hotels, retail facilities, industrial properties and warehouses.

Installment Loans
As of December 31, 2000, installment loans consisted of credit cards and consumer loans (e.g., auto loans and unsecured credit lines). Consumer loans
totaled \(\$ 504.9\) million at December 31, 2000 , compared to \(\$ 503.5\) million at December 31, 1999.

The credit card portfolio balance was \(\$ 225.0\) million at year-end 2000 , \(a\) decrease of \(10.9 \%\) from year-end 1999. Pacific Century has reached agreement to sell the entire credit card portfolio with expected closure of the sale in the first or second quarter of 2001.

Construction Loans

Construction Loans are secured primarily by commercial properties located in the U.S. Mainland and Hawaii. Residential construction was \(8 \%\) and \(4 \%\) of the total at the end of 2000 and 1999 , respectively. Because construction lending is generally considered to involve greater risk than financing on improved properties, Pacific Century utilizes tighter underwriting and disbursement standards. The majority of these loans are underwritten based on the projected cash flows of the completed project, rather than the value of the underlying property, and generally require a committed source for permanent financing.

Lending in Asia and the South Pacific
In Asia the business emphasis is primarily on correspondent banking activities and undertaking credit risk relating to and resulting from trade activities, trade finance and loans for companies that have business interests in the Asia-Pacific markets. The majority of loans in Asia are short-term and are largely based on Pacific Century's traditional focus on cash flow lending. The South Pacific market largely consists of the operations of subsidiary banks in French Polynesia and New Caledonia. Foreign loans in both Asia and the South Pacific totaled \(\$ 1.3\) billion at the end of 2000 , down \(19.7 \%\) from year-end 1999. At year-end 2000 foreign loans represented \(13.5 \%\) of the total loan portfolio, compared to \(16.7 \%\) at year-end 1999.

Foreign loans in the South Pacific totaled \(\$ 892\) million at December 31, 2000, relatively flat with year-end 1999. Outstanding commitments associated with letters of credit and unused loan commitments in the South Pacific were \(\$ 213\) million and \(\$ 190\) million at the end of 2000 and 1999 respectively.

At December 31, 2000, outstanding loans to borrowers in Asia totaled \(\$ 377.0\) million, down from \(\$ 644.8\) million and \(\$ 690.5\) million at December 31,1999 and 1998, respectively. Outstanding commitments represented primarily by letters of credit and unused loan commitments relative to borrowers in Asia were approximately \(\$ 295.8\) million at year-end 2000 , compared to \(\$ 267\) million at year-end 1999. This overall reduction reflects Pacific Century's efforts to manage down its exposure in Asia.

Additional information on foreign credit exposure is contained in the "Foreign Operations" section of this report.

Geographic Distribution of the Loan Portfolio

A geographic distribution of the loan portfolio is presented in Table 8 based on the geographic location of borrowers.

The amounts reflected in the West Pacific include Guam and other locations in the region where both Bank of Hawaii and First Savings have branches.

Geographic Distribution of Loan Portfolio

Table 8
\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline & Total & Hawaii & ```
West
Pacific
``` & South Pacific & \[
\begin{gathered}
\text { Mainland } \\
\text { U.S. }
\end{gathered}
\] & Japan & Other \\
\hline & & (in & millions & of dolla & & & \\
\hline Commercial and Industrial & \$2,443.3 & \$ 936.9 & \$193.9 & \$ 18.7 & \$1,293.8 & \$ -- & \$ -- \\
\hline Real Estate & & & & & & & \\
\hline Mortgage--Residential & 3,035.1 & 2,762.4 & 257.3 & 1.1 & 14.3 & -- & -- \\
\hline --Commercial. & 1,125.5 & 648.7 & 151.1 & 7.9 & 317.8 & -- & -- \\
\hline Installment. & 729.9 & 555.6 & 125.2 & 36.9 & 12.2 & -- & -- \\
\hline Foreign & 1,301.6 & 33.1 & -- & 891.5 & -- & 183.1 & 193.9 \\
\hline Lease Financing & 725.5 & 84.6 & 1.8 & - - & 598.5 & -- & 40.6 \\
\hline Construction.. & 307.4 & 160.7 & 14.0 & -- & 132.7 & -- & -- \\
\hline Total. & \$9,668.3 & \$5,182.0 & \$743.3 & \$956.1 & \$2,369.3 & \$183.1 & \$234.5 \\
\hline Percentage of Total. & 100.0\% & \(53.6 \%\) & \(7.7 \%\) & 9.9\% & 24.5 \% & \(1.9 \%\) & \(2.4 \%\) \\
\hline
\end{tabular}

\section*{Investment Securities}

Pacific Century's investment portfolio is managed to provide liquidity and interest income, offset interest rate risk positions and provide collateral for cash management needs. Table 19 presents the maturity distribution, market value and weighted-average yield to maturity of securities.

Deposits
Competition for deposits by banks and other financial institutions, as well as securities brokerage firms, continues to impact the ability to attract and retain deposits.

Table 23 presents average deposits by type for the five years ended December 31, 2000 .

\section*{Borrowings}

The decrease in short-term debt was due to the replacement of short-term borrowings with advances from FHLB that are classified as long-term debt. During 2000, Pacific Century borrowed \(\$ 310\) million from the FHLB of which \(\$ 202\) million will mature before the end of 2001 . See Notes \(F\) and \(G\) to the Consolidated Financial Statements for the detail of borrowings. Repos are offered to governmental entities as an alternative to deposits.

\section*{Foreign Operations}

Through its Asia Division, the Bank of Hawaii offers international banking services to its corporate and financial institution customers in most of the major Asian financial centers with support from its New York and

Honolulu operations. Bank of Hawaii's offices that offer these services are located in Hong Kong, the Philippines, Seoul, Singapore, Tokyo and Taipei. The Asia Division continues to focus on correspondent banking and trade-related financing activities and lending to customers with which it has a direct relationship.

The South Pacific Division in Honolulu oversees subsidiary banks in French Polynesia, New Caledonia, Papua New Guinea, Vanuatu, and Bank of Hawaii branch operations in Fiji and American Samoa and an affiliate in Solomon Islands. Since American Samoa is U.S. dollar based, its operation is included as domestic. Bank of Hawaii sold its equity interest in affiliate banks located in Samoa and Tonga in December 2000.

Exposure to foreign currency fluctuations is limited to the unhedged positions of Pacific Century's capital investment in these subsidiaries (see "Market Risk"). The largest South Pacific subsidiary operations are in the French territories of French Polynesia and New Caledonia.

The West Pacific Division includes Bank of Hawaii branches in Guam and in other locations in the region. Since the U.S. dollar is used in these locations, Pacific Century's operations in the West Pacific are not considered foreign for financial reporting purposes.

Table 9 provides a summary of average assets and liabilities, operating revenue, and net income for Pacific Century's foreign operations for the last three years. The net losses in these years reflect significantly higher foreign loan loss provisions in comparison to historical levels (see "Reserve for Loan Losses").

Summary of International Average Assets and Liabilities, and Income and Percent of Consolidated Totals

Table 9


\begin{abstract}
Credit limits are established for each country to control risk in the foreign portfolio. These credit limits are monitored and reviewed on a regular basis so that risks and exposures are understood and properly assessed.

Pacific Century's foreign lending consists of both local currency and cross-border lending. Local currency loans are those that are funded and will be repaid in the currency of the borrower's country. Cross-border lending, on the other hand, involves loans that will be repaid in a currency other than that of the borrower's country. This type of lending involves greater risk because the borrower's ability to repay is additionally dependent on changes in the currency exchange rate.

Table 10 presents, for the last three years, a geographic distribution of international assets for which Pacific Century has cross-border exposure exceeding \(0.75 \%\) of total assets.
\end{abstract}


December 31, 2000
Japan............... \$ -- \$249.9 \(48.9 \quad \$ \quad 298.8\)
\begin{tabular}{|c|c|c|c|c|}
\hline South Korea. & -- & 233.7 & 48.3 & 282.0 \\
\hline \multirow[t]{2}{*}{All Others/3/} & 21.8 & 331.5 & 156.3 & 509.6 \\
\hline & \$ 21.8 & \$815.1 & \$253.5 & \$1,090.4 \\
\hline \multicolumn{5}{|l|}{December 31, 1999} \\
\hline Japan. & \$ -- & \$217.8 & \$102.6 & \$ 320.4 \\
\hline South Korea & 24.3 & 198.0 & 72.0 & 294.3 \\
\hline France. & 16.2 & 178.7 & 0.2 & 195.1 \\
\hline All Others & 10.7 & 290.5 & 262.2 & 563.4 \\
\hline & \$ 51.2 & \$885.0 & \$437.0 & \$1,373.2 \\
\hline \multicolumn{5}{|l|}{December 31, 1998} \\
\hline Japan.. & \$ -- & \$224.6 & \$131.1 & \$ 355.7 \\
\hline South Korea & 85.8 & 94.4 & 84.7 & 264.9 \\
\hline Taiwan. & -- & 41.6 & 82.3 & 123.9 \\
\hline All Others & 68.5 & 462.1 & 188.7 & 719.3 \\
\hline & \$154.3 & \$822.7 & \$486.8 & \$1,463.8 \\
\hline
\end{tabular}
-------
/1/ This table details by country cross-border outstandings that individually amounted to 0.75 \% or more of consolidated total assets as of year-end 2000, 1999 and 1998. Cross-border outstandings are defined as foreign monetary assets that are payable to Pacific Century in U.S. dollars or other non-local currencies, plus amounts payable in local currency but funded with U.S. dollars or other non-local currencies. Cross-border outstandings include loans, acceptances, interest-bearing deposits with other banks, other interest-bearing investments, and other monetary assets.
/2/ Includes U.S. dollar advances to foreign branches and affiliate banks which were used to fund local currency transactions. Totals at December 31, 2000, 1999, and 1998 were \(\$ 364.8\) million, \(\$ 378.2\) million, and \(\$ 411.1\) million, respectively.
/3/ At December 31, 2000, the All Others category included cross-border outstandings of \(\$ 57.7\) million in French Polynesia and \(\$ 47.1\) million in New Caledonia. The currency of both of these countries is the Pacific franc.

Corporate Risk Profile
Credit Risk

Pacific Century experienced weaknesses in its credit risk exposure over the past three years. Resolving credit quality issues is the Company's top priority for 2001. Pacific Century is initiating new credit practices.

Pacific Century's policy is to place loans on non-accrual status when a loan is over 90 days delinquent, unless collection is likely based on specific factors such as the type of borrowing agreement and/or collateral. At the time a loan is placed on non-accrual, all accrued but unpaid interest is reversed against current earnings.

Non-Performing Assets and Past Due Loans
Non-performing assets (NPAs) consist of non-accrual loans, restructured loans and foreclosed real estate.

Total non-accrual loans rose to \(\$ 178.5\) million at year-end 2000 , up \(22.8 \%\) over year-end 1999 but declined by \(16.7 \%\) from the end of the third quarter 2000. The progress achieved in the fourth quarter reflected the payoff of one large loan and the charge-off of loans previously reserved.

The increase in Commercial Real Estate loans on non-accrual status is
mainly due to the transfer of several large Hawaii-based Commercial Real Estate loans to non-accrual in 2000.

Table 11 presents a five-year history of non-performing assets and accruing loans past due 90 days or more.

> Non-Performing Assets and Accruing Loans Past Due 90 Days or More

Table 11

\begin{tabular}{|c|c|c|c|c|c|}
\hline \multicolumn{6}{|l|}{Non-Accrual Loans} \\
\hline Commercial and Industrial.. & \$ 55.4 & \$ 23.7 & \$ 28.2 & \$ 10.7 & \$ 20.9 \\
\hline \multicolumn{6}{|l|}{Real Estate} \\
\hline Construction & 6.4 & 1.1 & 2.9 & 1.0 & 0.3 \\
\hline Commercial & 60.1 & 19.0 & 5.4 & 2.8 & 4.1 \\
\hline Residential & 22.7 & 29.7 & 36.4 & 32.9 & 23.6 \\
\hline Installment & -- & 0.5 & 0.8 & 2.0 & 1.3 \\
\hline Foreign & 33.5 & 67.4 & 57.5 & 39.9 & 22.3 \\
\hline Lease Financing & 0.4 & 3.9 & 0.7 & -- & -- \\
\hline Total Non-Accrual Loans & 178.5 & 145.3 & 131.9 & 89.3 & 72.5 \\
\hline \multicolumn{6}{|l|}{Restructured Loans} \\
\hline Real Estate--Commercial & -- & -- & -- & 1.6 & -- \\
\hline Total Restructured Loans. & -- & -- & -- & 1.6 & -- \\
\hline \multicolumn{6}{|l|}{Foreclosed Real Estate} \\
\hline Domestic. & 4.2 & 4.3 & 5.5 & 6.2 & 10.7 \\
\hline Foreign & 0.3 & 0.3 & 0.1 & -- & - - \\
\hline Total Foreclosed Real Estate. & 4.5 & 4.6 & 5.6 & 6.2 & 10.7 \\
\hline Total Non-Performing Assets.... & 183.0 & 149.9 & 137.5 & 97.1 & 83.2 \\
\hline \multicolumn{6}{|l|}{Accruing Loans Past Due 90 Days or More} \\
\hline Commercial and Industrial.......... & 5.0 & 5.9 & 0.4 & 2.0 & 2.0 \\
\hline \multicolumn{6}{|l|}{Real Estate} \\
\hline Construction & -- & -- & 0.4 & -- & 0.4 \\
\hline Commercial & 1.3 & 1.9 & -- & 0.6 & 6.8 \\
\hline Residential & 3.3 & 4.0 & 4.5 & 7.3 & 6.8 \\
\hline Installment & 5.6 & 4.5 & 7.3 & 7.6 & 9.0 \\
\hline Foreign. & 3.2 & 1.0 & 7.9 & 7.4 & 9.5 \\
\hline Lease Financing & 0.4 & 1.2 & 0.3 & 0.1 & 0.2 \\
\hline Total Past Due Loans. & 18.8 & 18.5 & 20.8 & 25.0 & 34.7 \\
\hline \multicolumn{6}{|l|}{Total Non-Performing Assets and} \\
\hline \multicolumn{6}{|l|}{Ratio of Non-Performing Assets to Total} \\
\hline Ratio of Non-Performing Assets and & 1.89\% & 1.54 。 & 1.40\% & 1.02\% & . \(96 \%\) \\
\hline Accruing Loans Past Due 90 Days or & & & & & \\
\hline More to Total Loans.. & \(2.09 \%\) & \(1.73 \%\) & \(1.61 \%\) & 1.29\% & \(1.36 \%\) \\
\hline
\end{tabular}



Reserve for Loan Losses
Pacific Century maintains the reserve for loan losses at a level that it believes is adequate to absorb estimated inherent losses on all loans. The reserve level is determined based on a continuing assessment of problem credits, recent loss experience, changes in collateral values, and current and anticipated economic conditions. For loans other than consumer loans, a risk rating system is used. Loans are rated based on the degree of risk at origination by the lending officer and thereafter, are reviewed periodically as appropriate. An independent evaluation of this process is performed by the Credit Review department to ensure compliance with the internal risk rating system and timeliness of rating changes.

Pacific Century performs a comprehensive quarterly analysis to determine the adequacy of its reserve for loan losses. The methodology was modified during 2000, the results of which required Pacific Century to increase its reserve levels. This analysis incorporates loss migration modeling and transfer risk. Pacific Century utilizes a methodology that establishes reserves for both specific loans and pools of loans as well as general unallocated reserves. Commercial loans and leases are individually reviewed according to specified criteria to determine specific loss exposure. Loans for which a specific reserve allocation is not established are placed in loan pools for purposes of determining the reserve allocation.

At Pacific Century, reserve allocations for various loan pools are determined based on a loss migration analysis. The migration model determines potential loss factors based on historical loss experience for homogeneous loan portfolios and based on risk ratings for risk-rated portfolios. The methodology also includes an evaluation of the changes in the nature and volume of the portfolio, delinquency and non-accrual trends, lending policies and procedures, and other relevant factors. For foreign credits, reserves are further stratified to address transfer risk. Reserve allocations for transfer risk are determined based on the type of credit facility and internal country risk ratings.

A summary of the activity in the reserve for loan losses for the last five years is presented in Table 13.

At year-end 2000, the reserve for loan losses provided coverage of \(135 \%\) of non-performing loans, compared to \(130 \%\) coverage at year-end 1999 and 154\% at year-end 1998. Additionally, the ratio of year-end reserves to gross chargeoffs was 2.2 times, 1.9 times, and 2.6 times for 2000 , 1999, and 1998, respectively.

Gross charge-offs in 2000 totaled \(\$ 110.8\) million, representing \(1.2 \%\) of average loans outstanding. Comparatively, gross charge-offs were \$103.3 million in 1999 and \(\$ 82.0\) million in 1998, resulting in gross charge-offs to average loans ratios of \(1.09 \%\) and \(0.87 \%\), respectively.

Gross charge-offs as a percentage of the reserve for loan losses were \(45.0 \%\), \(53.2 \%\) and \(38.8 \%\) in 2000, 1999 and 1998, respectively.

The decrease in recoveries from 1999 to 2000 reflects the recovery of one large loan in 1999 while 2000 reflects a more normal level of recoveries.

22

\section*{Reserve for Loan Losses}

Table 13



\begin{abstract}
/1/ Includes balance transfers, reserves acquired, and foreign currency translation adjustments.
\end{abstract}
(Table 14 presents an allocation of the loan loss reserve for the last five years. At year-end 2000 , the reserve allocation for foreign loans was \(\$ 68.3\) million, compared to \(\$ 78.4\) million at December 31, 1999. On a percentage of outstanding loan basis, reserves allocated to the foreign portfolio represented \(5.24 \%\) of outstandings at year-end 2000 , compared with \(4.83 \%\) at year-end 1999. For year-end 2000, the allocation of reserves to the commercial real estate category increased to \(\$ 27.5\) million from \(\$ 17.3\) million at December 31, 1999, which reflects the rise in loans with lower risk ratings in this portfolio. The higher reserve allocation to the c\&I portfolio is largely attributable to the regrading of loans using Pacific Century's improved grading system and the decline in the quality of syndicated commercial loans. Lower reserves allocated to the installment category is due to improvements in the risk characteristics of this portfolio.

Allocation of Reserve for Loan Losses

Table 14
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & \multicolumn{10}{|c|}{December 31} \\
\hline & \multicolumn{2}{|r|}{2000} & \multicolumn{2}{|r|}{1999} & \multicolumn{2}{|r|}{1998} & \multicolumn{2}{|r|}{1997} & \multicolumn{2}{|r|}{1996} \\
\hline & \begin{tabular}{l}
Reserve \\
Amount
\end{tabular} & Percent of Outstanding Loan Amount & \begin{tabular}{l}
Reserve \\
Amount
\end{tabular} & Percent of Outstanding Loan Amount & \begin{tabular}{l}
Reserve \\
Amount
\end{tabular} & Percent of Outstanding Loan Amount & \begin{tabular}{l}
Reserve \\
Amount
\end{tabular} & Percent of Outstanding Loan Amount & \begin{tabular}{l}
Reserve \\
Amount
\end{tabular} & Percent of Outstanding Loan Amount \\
\hline & \multicolumn{10}{|c|}{(in millions of dollars)} \\
\hline Commercial and Industrial.. & \$ 90.0 & 3.68\% & \$ 50.5 & 2.03\% & \$ 60.8 & \(2.36 \%\) & \$ 57.5 & \(2.73 \%\) & \$ 60.0 & 3.32\% \\
\hline Real Estate Construction... & 6.0 & 1.95 & 5.0 & 1.52 & 1.0 & 0.33 & 4.2 & 1.50 & 4.5 & 1.91 \\
\hline Commercial................ & 27.5 & 2.44 & 17.3 & 1.39 & 3.3 & 0.29 & 21.8 & 1.61 & 18.5 & 1.51 \\
\hline Residential & 8.3 & 0.27 & 8.3 & 0.31 & 8.1 & 0.30 & 13.8 & 0.50 & 20.0 & 0.76 \\
\hline Installment. & 15.5 & 2.13 & 20.0 & 2.65 & 27.1 & 3.55 & 34.9 & 3.91 & 26.0 & 3.06 \\
\hline Foreign................... & 66.3 & 5.09 & 78.4 & 4.83 & 86.6 & 4.76 & 31.0 & 1.93 & 28.4 & 1.89 \\
\hline Lease Financing........... & 3.7 & 0.52 & 3.0 & 0.48 & 5.9 & 1.06 & 2.6 & 0.50 & 2.0 & 0.46 \\
\hline Not allocated/1/ & 28.9 & -- & 11.7 & -- & 18.5 & -- & 8.6 & -- & 8.4 & -- \\
\hline & \$246.2 & \(2.62 \%\) & \$194.2 & 2.05\% & \$211.3 & 2.19\% & \$174.4 & 1.88\% & \$167.8 & 1.97\% \\
\hline & & & & & & & & & & === \\
\hline
\end{tabular}
---------
/1/ Includes both foreign and domestic unallocated reserves.
Market Risk

Pacific Century's market risk management process involves measuring, monitoring, controlling and managing risks that can significantly impact the Company's financial position and operating results. Market risks resulting from the fluctuation of interest rates, foreign exchange rates, commodity prices and equity prices are balanced with expected returns to enhance earnings performance and shareholder value, while limiting the volatility of each. The activities associated with these market risks are categorized into "other than trading" and "trading."

\section*{Other Than Trading Activities}

In the normal course of business, elements of Pacific Century's balance sheet are exposed to varying degrees of market risk. The Company's primary market risk exposures are interest rate risk and foreign exchange risk (see below). A key element in the process of managing market risk involves oversight by the Board of Directors and senior management as to the level of
such risk assumed by Pacific Century in its balance sheet.

The Board reviews and approves risk management policies, including risk limits and guidelines and delegates to the Asset Liability Management Committee (ALCO) oversight functions. The ALCO, consisting of the Managing Committee and senior business and finance officers, monitors Pacific Century's market risk exposure and as market conditions dictate, modifies balance sheet positions or directs the use of derivative instruments.

Interest Rate Risk. Pacific Century's balance sheet is sensitive to changes in the general level of interest rates. This interest rate risk arises primarily from Pacific Century's normal business activities of making loans and taking deposits. Many other factors also affect Pacific Century's exposure to changes in interest rates. These factors include general economic and financial conditions, customer preferences, and historical pricing relationships.

A key element in Pacific Century's ongoing process to measure and monitor interest rate risk is the utilization of a net interest income (NII) simulation model. This model is used to estimate the amount that NII will change over a one-year time horizon under various interest rate scenarios. These estimates are based on numerous assumptions that include loan and deposit volumes and pricing, prepayment speeds on mortgage-related assets, and principal amortization and maturities on other financial instruments. While such assumptions are inherently uncertain, management believes that these assumptions are reasonable. As a result, the NII simulation model captures the dynamic nature of the balance sheet and provides a sophisticated estimate rather than a precise prediction of NII's exposure to higher or lower interest rates.

Table 15 presents as of December 31, 2000,1999 and 1998 , the estimate of the change in NII from a gradual 200 basis point increase or decrease in interest rates, moving in parallel fashion for the entire yield curve, over the next 12 -month period relative to the measured base case scenerio for NII. The resulting estimate in NII exposure is well within the approved ALCO guidelines

Market Risk Exposure to Interest Rate Changes

Table 15

December 31
\begin{tabular}{|c|c|c|}
\hline 2000 & 1999 & 1998 \\
\hline Interest Rate Change (in basis points) & Interest Rate Change (in basis points) & Interest Rate Change (in basis points) \\
\hline -200 +200 & -200 +200 & -200 +200 \\
\hline
\end{tabular}

Estimated Exposure as a Percent of Net Interest Income.............. (2.3) \(\quad 0.5 \% \quad 1.4 \% \quad(1.7) \% \quad 1.9 \% \quad(2.1) \%\)

To enhance and complement the results from the NII simulation model, Pacific Century also reviews other measures of interest rate risk. These measures include the sensitivity of market value of equity and the exposure to basis risk and non-parallel yield curve shifts. There are inherent limitations
to these measures but used along with the NII simulation model, Pacific Century gets a better overall insight for managing its exposure to changes in interest rates.

In managing interest rate risks, Pacific Century uses several approaches, both on- and off-balance sheet, to modify its risk position. Approaches that are used to shift balance sheet mix or alter the interest rate characteristics of assets and liabilities include changing product pricing strategies, modifying investment portfolio characteristics, or using financial derivative instruments. The use of financial derivatives, as detailed in Note O to the Consolidated Financial Statements, has been limited over the past several years. During this period, Pacific Century has relied more on the use of onbalance sheet alternatives to manage its interest rate risk position.

Foreign Currency Risk

Pacific Century's broad area of operations throughout the South Pacific and Asia has the potential to expose the Company to foreign currency risk. In general, however, most foreign currency denominated assets are funded by like currency liabilities, with imbalances corrected through the use of various hedge instruments as disclosed in Note O to the Consolidated Financial Statements. In accordance with policy, the net foreign currency exposure in those balance sheet activities described above is insignificant.

On the other hand, Pacific Century is exposed to foreign currency exchange rate changes from the capital invested in its foreign subsidiaries and branches located throughout the South Pacific and Asian Rim. These investments are designed to diversify Pacific Century's total balance sheet exposure. While a portion of the capital investment in French Polynesia and New Caledonia is offset by a borrowing denominated in euro and foreign exchange hedge transactions, the remainder of these capital positions, aggregating \(\$ 71.2\) million at December 31, 2000, is not hedged. To estimate the potential loss from foreign currency exposure Pacific Century uses a value-at-risk (VAR) calculation. For net investments in subsidiaries, Pacific Century's VAR calculation determines the potential one-year loss within a 95\% confidence interval. In other words, a loss greater than VAR has approximately a 5\% probability of occurring.

Table 16 presents as of December 31, 2000 and 1999 Pacific Century's foreign currency exposure from its net investment in subsidiaries and branch operations that are denominated in a foreign currency as measured by the VAR.

Market Risk Exposure From Changes in Foreign Exchange Rates
Table 16
\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[t]{4}{*}{} & \multicolumn{4}{|c|}{December 31} \\
\hline & \multicolumn{2}{|r|}{2000} & \multicolumn{2}{|r|}{1999} \\
\hline & \[
\begin{gathered}
\text { Book } \\
\text { Value/2/ }
\end{gathered}
\] & \begin{tabular}{l}
Value-at- \\
Risk/1/
\end{tabular} & \[
\begin{gathered}
\text { Book } \\
\text { Value/2 }
\end{gathered}
\] & \[
\begin{gathered}
\text { Value-at } \\
\text { Risk/1/ }
\end{gathered}
\] \\
\hline & \multicolumn{4}{|c|}{(in millions of dollars)} \\
\hline \multicolumn{5}{|l|}{Net Investments in Foreign Subsidiaries and Branches} \\
\hline Japanese Yen.. & \$10.6 & \$ 1.4 & \$ 9.4 & \$ 1.8 \\
\hline Korean Won. & 29.6 & 5.1 & 34.3 & 4.2 \\
\hline Pacific Franc. & 32.0 & 6.2 & 25.9 & 4.2 \\
\hline Other Currencies. & (1.0) & 14.4 & 18.0 & 17.0 \\
\hline Total. & \$ 71.2 & \$27.1 & \$87.6 & \$27.2 \\
\hline
\end{tabular}
/1/ The average value-at-risk for the Japanese yen, Korean won, Pacific franc, and other currencies was \(\$ 1.8\) million, \(\$ 3.9\) million, \(\$ 5.9\) million and \(\$ 17.0\) million, respectively for the year ended December 31, 2000 and was \(\$ 2.0\) million, \(\$ 5.5\) million, \(\$ 4.7\) million, and \(\$ 15.3\) million, respectively, for the year ended December 31, 1999.
/2/ The book value of net investments in foreign subsidiaries and branches is net of a \(\$ 37\) million and \(\$ 40\) million borrowing at December 31, 2000 and 1999, respectively, denominated in euro and foreign exchange hedge transactions of \(\$ 26\) million and \(\$ 23\) million at December 31, 2000 and 1999, respectively.

Trading Activities
Pacific Century's trading activities include foreign currency and foreign exchange contracts that expose Pacific Century to a minor degree of foreign currency risk. These transactions are executed on behalf of customers and for the Company's own account. Pacific Century, however, manages its trading account such that it does not maintain significant foreign currency open positions. The exposure from foreign currency trading positions measured by the VAR methodology as of year-end 2000 continues to be immaterial.

Liquidity Management
Liquidity is managed to ensure that Pacific Century has continuous access to sufficient, reasonably priced funding to conduct its business in a normal manner. Pacific Century's ALCO monitors sources and uses of funds and modifies asset and liability positions as liquidity requirements change. This process combined with Pacific

26

Century's ability to raise funds in money and capital markets and through private placements provides flexibility in managing the exposure to liquidity risk.

To ensure that its liquidity needs are met, Pacific Century actively manages both the asset and liability sides of the balance sheet. The primary sources of liquidity on the asset side of the balance sheet are available-forsale investment securities, interest-bearing deposits, and cash flows from loans and investments, as well as the ability to securitize certain assets. With respect to liabilities, liquidity is generated through growth in deposits and the ability to obtain wholesale funding in national and local markets through a variety of sources. Pacific Century focused on maintaining strong liquidity in the second half of 2000.

Pacific Century obtains short-term wholesale funding through federal funds, repos, and commercial paper. Pacific Century issues commercial paper in various denominations with maturities of generally 90 days or less. During 2000, Pacific Century issued commercial paper only in the Hawaii marketplace.

Repos are financing transactions, whereby securities are pledged as collateral for short-term borrowings. Nearly all of Pacific Century's repos consist of transactions with governmental entities. Pacific Century's balance sheet is unique given the high level of state and local government funding. Historically, these governmental entities have provided a stable source of funds.

Pacific Century maintained a \(\$ 25\) million, annually renewable line of credit for working capital purposes. Fees are paid on the unused balance of the line. During 2000, the line was not drawn upon.

Bank of Hawaii and First Savings are both members of the Federal Home Loan Bank of Seattle. The FHLB provides these institutions with an additional source for short and long-term funding. Borrowings from the FHLB were \(\$ 520\) million and \(\$ 397\) million at the end of 2000 and 1999, respectively.

Additionally, Bank of Hawaii maintains a \(\$ 1\) billion senior and subordinated
bank note program. Under this facility, Bank of Hawaii may issue additional notes provided that at any time the aggregate amount outstanding does not exceed \$1 billion. At year-end for both 1999 and 2000, \$125 million of subordinated notes was outstanding under this bank note program.

Pacific Century may not issue debt without advance approval of its regulator.

\section*{Capital Management}

Pacific Century manages its capital level to optimize shareholder value, support asset growth, reflect risks inherent in its markets, provide protection against unforeseen losses and comply with regulatory requirements. Capital levels are reviewed periodically relative to Pacific Century's risk profile and current and projected economic conditions. Pacific Century's objective is to hold sufficient capital on a regulatory basis to exceed the minimum guidelines of a "well capitalized" institution.

At year-end 2000, Pacific Century's shareholders' equity grew to \(\$ 1.3\) billion, an increase of \(7.3 \%\) over year-end 1999. The source of growth in shareholders' equity in 2000 included retention of earnings and issuance of common stock under the dividend reinvestment plan and various stock-based employee benefit plans and unrealized valuation adjustments of \(\$ 41.0\) million. Offsetting these increases were cash dividends paid of \(\$ 56.5\) million and treasury stock purchases of \(\$ 17.0\) million.

Pacific Century's regulatory capital ratios at year-end 2000 were: Tier 1 Capital Ratio of \(11.78 \%\), Total Capital Ratio of \(14.64 \%\), and Leverage Ratio of 9.10\%. All three capital ratios exceeded the federal bank regulators' minimum threshold levels for an institution to qualify as well capitalized. The regulatory standards for well capitalized are as follows: Tier 1 Capital 6\%; Total Capital 10\%; and the Leverage Ratio 5\%. These standards represent minimum guidelines and Pacific Century manages its capital base in accordance with the attributes noted at the beginning of this section. Table 17 presents a five-year history of activities and balances in Pacific Century's capital accounts along with key capital ratios.

As of December 31, 2000, \(\$ 100\) million of \(8.25 \%\) Capital Securities that mature in 2026 were outstanding. These securities qualify as Tier I Capital for regulatory accounting purposes, but are classified as long-term debt in the Consolidated Statement of Condition. In addition, Pacific Century had subordinated debt of \(\$ 172.1\) million at the end of 2000 that qualified as total capital for regulatory purposes.

Over the past few years, Pacific Century has repurchased shares under various stock repurchase programs in order to maintain its capital position at a desired level. In 1999, Pacific Century's Board of Directors approved a share repurchase program that authorizes the repurchase of up to 300,000 shares of common stock per quarter beginning in the fourth quarter of 1999. During 2000 and 1999's fourth quarter, Pacific Century repurchased approximately \(1,453,000\) shares under this program. Pacific Century did not use this repurchase authority in the last 6 months of 2000.

Equity Capital

Table 17


Year Ended December 31
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|}
\hline Source of Shareholders' Equity & & 113.7 & & 133.0 & & 07. & & 9. & \multirow[t]{2}{*}{\$} & \multirow[b]{2}{*}{\[
\begin{aligned}
& 133.1 \\
& (47.4)
\end{aligned}
\]} \\
\hline Dividends Paid & \$ & ( 56.5 ) & \$ & (54.6) & \$ & (52.8) & \$ & (49.7) & & \\
\hline \multicolumn{11}{|l|}{Dividend Reinvestment} \\
\hline Program. & & 3.3 & & 4.0 & & 5.4 & & 6.8 & & 6.8 \\
\hline Stock Issued for Acquisition. & & -- & & -- & & -- & & 108.4 & & -- \\
\hline Stock Repurchases & & (17.0) & & (21.8) & & (7.3) & & (142.5) & & (70.4) \\
\hline Other/1/ & & 45.6 & & (33.9) & & 16.1 & & (11.4) & & (10.4) \\
\hline \multicolumn{11}{|l|}{Increase in Shareholders'} \\
\hline Equity. & \$ & 89.1 & \$ & 26.7 & \$ & 68.4 & \$ & 51.1 & \$ & 11.7 \\
\hline \multicolumn{11}{|l|}{As of December 31} \\
\hline \multicolumn{11}{|l|}{Shareholders' Equity....... \(\mathbf{S c}^{\prime} 1,301.4\) \$ 1,212.3 \$ 1,185.6 \$ 1,117.2 \$ 1,066.1} \\
\hline \multicolumn{11}{|l|}{Add: 8.25\% Capital Securities of Bancorp Hawaii Capital Trust} \\
\hline I & & 100.0 & & 100.0 & & 100.0 & & 100.0 & & 100.0 \\
\hline Minority Interest & & 4.5 & & 4.4 & & 7.4 & & 5.8 & & 9.3 \\
\hline Less: Intangibles & & 163.9 & & 175.8 & & 186.2 & & 180.9 & & 68.9 \\
\hline Unrealized Valuation and Other Adjustments...... & & 2.2 & & (37.9) & & 3.6 & & 5.5 & & 2.2 \\
\hline Tier I Capital.............. & & 1,239.8 & & 1,178.8 & & 1,103.2 & & 1,036.6 & & 104.3 \\
\hline \multicolumn{11}{|l|}{Allowable Reserve for Loan} \\
\hline Losses & & 132.8 & & 143.9 & & 147.2 & & 139.2 & & 131.1 \\
\hline Subordinated Debt & & 172.1 & & 195.8 & & 95.0 & & 118.7 & & 118.7 \\
\hline \multicolumn{11}{|l|}{Investment in Unconsolidated} \\
\hline Subsidiary. & & (3.4) & & (3.2) & & (2.5) & & (1.9) & & -- \\
\hline Total Capital & \$ & 1,541.3 & \$ & 1,515.3 & \$ & 1,342.9 & \$ & 1,292.6 & \$ & 354.1 \\
\hline Risk Weighted Assets & & 0,512.3 & & \(1,461.0\) & & \(1,708.5\) & & 1,098.6 & & 452.1 \\
\hline \multicolumn{11}{|l|}{Key Capital Ratios} \\
\hline Growth in Common Equity.. & & \(7.3 \%\) & & \(2.3 \%\) & & \(6.1 \%\) & & \(4.8 \%\) & & \(1.1 \%\) \\
\hline \multicolumn{11}{|l|}{Average Equity/Average Assets} \\
\hline Ratio. & & \(8.78 \%\) & & 8. \(30 \%\) & & \(7.81 \%\) & & \(7.79 \%\) & & \(8.05 \%\) \\
\hline Tier I Capital Ratio & & \(11.78 \%\) & & \(10.28 \%\) & & \(9.42 \%\) & & 9.34\% & & \(10.57 \%\) \\
\hline Total Capital Ratio. & & \(14.64 \%\) & & 13.22 \% & & \(11.47 \%\) & & \(11.65 \%\) & & \(12.96 \%\) \\
\hline Leverage Ratio.. & & \(9.10 \%\) & & 8.31\% & & \(7.48 \%\) & & \(7.21 \%\) & & \(7.98 \%\) \\
\hline
\end{tabular}
/1/ Includes profit sharing; stock options and directors' restricted shares and deferred compensation plans; and unrealized valuation adjustments for investment securities, foreign currency translation and pension liability.

Business Segments

Pacific Century is a financial services organization that maintains a broad presence throughout the Pacific region and operates through a unique transPacific network of locations. Pacific Century's activities are conducted primarily through more than 180 branches and representative and extension offices (including branches of affiliate banks). Its staff of approximately 4,350 employees provides diverse financial products and services to individuals, businesses, governmental agencies and financial institutions.

Pacific Century assesses the financial performance of its operating segments by geographic and functional operations. Geographically, Pacific Century has aligned certain of its operations into four major segments: Hawaii, Pacific, Asia, and the U.S. Mainland. In addition, the Treasury and Other Corporate segment includes corporate asset and liability management activities and the unallocated portion of various administrative and support units.

Business segment results are determined based on Pacific Century's internal financial management reporting process and organization structure. This process uses various techniques to assign balance sheet and income statement amounts to business segments, including allocations of overhead, economic credit loss provision, and capital. This process is dynamic and requires certain allocations based on judgement and subjective factors. During the
fourth quarter of 2000, management revised the structure used to analyze financial performance and further evolution is anticipated. Unlike financial accounting, there is no comprehensive, authoritative guidance for management accounting that is equivalent to accounting principles generally accepted in the United States. The management accounting process measures the performance of the operating segments based on the management structure of the Company and is not necessarily comparable with similar information for any other financial institution. Pacific Century's operating segments are largely geographically defined. Changes in management structure and/or the allocation process has caused changes in allocations, transfers and assignments. To the extent practicable, results for prior periods have been restated to facilitate comparability.

The table in Note Q to the Consolidated Financial Statements presents business segment financial information for each of Pacific Century's major market segments for the years ended December 31, 2000, 1999, and 1998. Because business segment financial reports are prepared using accounting practices that differ from accounting principles generally accepted in the United States, certain amounts reflected therein do not agree with corresponding amounts contained in the Consolidated Financial Statements and Management Discussion and Analysis of Operations.

Pacific Century utilizes "risk-adjusted return on capital" (RAROC) as a measurement of business segment performance. RAROC is the ratio of net income to risk-adjusted equity. Equity is allocated to business segments based on risk factors inherent in the operations of each segment.

Hawaii Market
The Hawaii segment primarily includes retail and commercial operating units. Retail operating units sell and service a broad line of consumer financial products. These units include consumer deposits, consumer lending, residential real estate lending, auto financing, credit cards, consumer lines of insurance including life and homeowners, and private and institutional services (trust, mutual funds, and stock brokerage). In business banking, Bank of Hawaii is a major commercial lender and maintains a significant presence throughout the State. Commercial operating units in the Hawaii market include small business, corporate banking, commercial products, commercial real estate, and commercial property and casualty insurance.

On December 20, 2000, Pacific Century announced the sale of its credit card portfolio to American Express Centurian Bank. At December 31, 2000 the outstanding balances totaled \(\$ 225\) million. Under the terms of the agreement, American Express will establish a card marketing program with Bank of Hawaii, whereby American Express will issue and market Bank of Hawaii-branded American Express Cards to the bank's customer base. The cards will be marketed through the Bank of Hawaii in Hawaii and the West Pacific and Pacific Century Bank in California, as well as through more than 500 ATM's and via direct mail. The transfer of the portfolio is expected to be completed in the first or second quarter of 2001.

In addition to offering traditional branch banking services, Bank of Hawaii has actively introduced new electronic based products and services that provide enhanced customer convenience. Its internet banking product, E-Bankoh, provides clients 24 -hour access to a wide range of financial products and services, including checking, savings and time deposit accounts, trust and 401(k) services, and investment products.

For the year ended December 31, 2000 , the Hawaii segment contributed \(\$ 71.6\) million in net income, up \(30.4 \%\) from \(\$ 54.9\) million in 1999. The increase in non-interest income and the reduction in non-interest expense is largely due to the pricing and expense reduction strategies implemented through the New Era redesign. RAROC for this segment was \(20 \%\) in 2000 and \(15 \%\) in 1999. Total assets in the Hawaii segment remained flat at \(\$ 5.3\) billion at year-end 2000, compared to year-end 1999.

\section*{Pacific Market}

Pacific Century has maintained a presence in the Intra-Pacific region for 41 years, where it offers financial products and services to both retail and commercial customers. Today, this market spans island nations across the West and South Pacific. Pacific Century is the only U.S. financial institution to have such a broad presence in this region.

Pacific Century serves the West Pacific through branches of both Bank of Hawaii and First Savings and Loan Association of America, F.S.A. (First Savings). Bank of Hawaii's presence in the West Pacific consists of branches in Guam, the Commonwealth of the Northern Mariana Islands (Saipan), the Federated States of Micronesia (Yap, Pohnpei, and Kosrae), the Republic of the Marshall Islands (Majuro) and the Republic of Palau (Koror). First Savings operates several branches in Guam.

Pacific Century maintains a presence in the South Pacific through branches of Bank of Hawaii and subsidiary and affiliate banks. The Bank of Hawaii locations in this region consist of branches in Fiji and American Samoa. Pacific Century's subsidiary banks in the South Pacific are located in French Polynesia, New Caledonia, Papua New Guinea, and Vanuatu. Additionally, Pacific Century maintains a 51\% investment interest in a bank located in the Solomon Islands. Minority ownership of affiliated banks located in Samoa and Tonga was sold on December 28, 2000. In Australia, Pacific Century holds a minority ownership in Bank of Queensland and maintains a strategic alliance with the bank that provides opportunities to expand markets in the region. Pacific Century's largest markets in the South Pacific are in French Polynesia and New Caledonia.

For the year ended December 31, 2000, net income in the Pacific segment was \(\$ 27.0\) million, up from \(\$ 22.5\) million in 1999 . Non-interest revenue improvement came from the West Pacific operations while these revenues decreased in the South Pacific region. RAROC, including the amortization of intangibles, for this segment was \(13 \%\) in 2000 and \(11 \%\) in 1999. Total assets in the Pacific segment stood at \(\$ 2.1\) billion at year-end 2000 , down from \(\$ 2.5\) billion yearend 1999

\section*{Asia Market}

Asia is a market that Pacific Century has developed for more than 20 years. Pacific Century operates in Asia through Bank of Hawaii branches in Hong Kong, Japan, Singapore, South Korea and Taiwan and a representative office with extensions in the Philippines.

Pacific Century's business focus in Asia is correspondent banking and trade financing. Activities include letters of credit, remittance processing, foreign exchange, cash management, export bills collection, and trade related working capital loans. The lending emphasis is on short-term loans based on cash flows. Pacific Century's network of locations in the Pacific and its presence on the U.S. Mainland facilitates the flow of customers' business and investment transactions across the Asia-Pacific region.

For the year ended December 31, 2000 , net loss in the Asia segment was \(\$ 100\) thousand, an improvement from \(\$ 2.9\) million loss in 1999. During 2000, this market's economic credit loss provision decreased approximately \(\$ 2.9\) million to reflect an improved credit risk profile resulting from reform measures initiated by management to deal with the financial instability in that region. RAROC for Asia increased to \(0 \%\) in 2000 from (3) in in 199. Total assets in the Asia segment were \(\$ 1.1\) billion at year-end 2000 reflecting a decrease from year-end 1999. The decrease in this market's assets is a result of management's effort in reducing the risk exposure of this segment.

For additional information on Asia, see "Foreign Operations" in this report.

\section*{U.S. Mainland Market}

Pacific Century operates on the U.S. Mainland primarily through its banking subsidiary Pacific Century Bank, N.A. (PCB). PCB provides financial products and services through branches in Southern California and Arizona. PCB's emphasis is on providing asset based lending and related services for small and middle market businesses. On December 27, 2000, Pacific Century announced a definitive agreement to sell its Arizona branch network to Zions Bancorporation. The transaction is expected to close during the second quarter of 2001. The sale supports PCB's strategy to focus on developing its franchise in the small and middle market business in Southern California. Additionally, PCB's West Coast presence provides opportunities for Pacific Century to expand relationships with customers who have ties to the Asia-Pacific region.

The U.S. Mainland segment also includes business units for corporate banking and leasing. The corporate banking unit primarily targets large corporate clients that have interests in the Asia-Pacific region and companies in the media and communications industries. Leasing activities consist of providing financing to businesses, largely for aircraft, watercraft, rail, vehicles and equipment.

In 2000, net income for the U.S. Mainland segment dropped slightly to \(\$ 37.4\) million from \(\$ 37.6\) million in 1999 . The 1999 results include approximately \(\$ 5.3\) million in nonrecurring after-tax gains related to one-time transactions (i.e., securities sale and subsidiary divestiture) by the Leasing Business. Income taxes for this segment were reduced in 2000 and 1999 by \(\$ 13.7\) million and \(\$ 14.0\) million, respectively due to low income housing tax credits and investment tax credits. RAROC for this segment, which includes the amortization of intangibles, decreased to 13\% in 2000 from 14\% in 1999. As of December 31, 2000, total assets in the U.S. Mainland segment were \(\$ 3.0\) billion, up 12.5\% over year-end 1999.

Treasury and Other Corporate

Treasury consists of corporate asset and liability management activities including investment securities, federal funds purchased and sold, government deposits, short and long-term borrowings, and derivative activities for managing interest rate and foreign currency risks. Additionally, the net residual effect of transfer pricing assets and liabilities is included in Treasury, as is any corporate-wide interest rate risk.

Other corporate items included in this segment consist of the operations of certain non-bank subsidiaries, unallocated overhead expenses, and the reconciling of a \(\$ 69\) million difference between the economic provision used in reporting business segments and the loan loss provision in the consolidated financial statements.

In addition, non-recurring income in the amount of \(\$ 14.0\) million was recorded in this segment of which \(\$ 11.9\) million was gains from the settlement of pension liability and \(\$ 3.2\) million was gains from the sale of interests in banks in Tonga and Samoa. Pacific Century does not use RAROC to measure Treasury and Other Corporate.

Fourth Quarter Results and Other Matters

Earnings in 2000's fourth quarter were \(\$ 32.6\) million, a decrease of \(13.3 \%\) from the \(\$ 37.6\) million reported in the fourth quarter of 1999 . Basic earnings per share were \(\$ .41\) and \(\$ .47\) in the fourth quarter of 2000 and 1999, respectively. Diluted earnings per share were \(\$ .41\) and \(\$ .47\) in the same respective periods.

Net interest income on a tax equivalent basis totaled \(\$ 138.8\) million in the fourth quarter of 2000, about \(3.0 \%\) lower than the same period in 1999. The net interest margin in 2000's fourth quarter was \(4.29 \%\), compared to \(4.31 \%\) in the
fourth quarter of 1999. This decline was primarily driven by a 78 basis points rise in the average rate on interest bearing liabilities for the quarter from the same year earlier period partially offset by a 53 basis points rise in the average yield on earning assets in 2000's fourth quarter relative to the same period last year.

In the fourth quarter of 2000 , the provision for loan losses was \(\$ 25.8\) million, up from \(\$ 20.9\) million in the same quarter a year ago. The current quarter loan loss provision was slightly greater than net charge-offs of \(\$ 25.6\) million.

Non-performing assets (NPAs), exclusive of loans past due 90+ days were materially reduced by 16.7 percent during the quarter, dropping from \(\$ 219.6\) million at September 30, 2000 to \(\$ 183.0\) million at year-end 2000 . NPAs totaled \(\$ 149.9\) million at December 31, 1999.

During the quarter, two commercial real estate non-accrual loans totaling approximately \(\$ 29\) million were repaid in full. In commercial and industrial (C\&I), one syndicated non-accrual loan of \(\$ 11.2\) million returned to accrual status and two syndicated loans totaling \(\$ 22.7\) million were placed on nonaccrual status. Charge-offs of four Asia loans totaling approximately \(\$ 7.5\) million and South Pacific loans, primarily in the French Territories totaling approximately \(\$ 10.0\) million, also contributed to the reduction in NPAs.

Subsequent to year-end, Pacific Century took additional steps to improve asset quality by selling at a discount the \(\$ 65\) million problem loan first referenced in 2000's second quarter. As a result, the company will charge off the amount of the discount in the first quarter, which will be largely offset by reserves previously allocated for this credit. At year-end, this credit was carried as a performing loan.

Non-interest income in the final quarter of 2000 decreased to \(\$ 64.7\) million from \(\$ 69.4\) million in 1999's comparable period. During the fourth quarter, the sale of minority interests in banks in Tonga and Samoa contributed \(\$ 3.2\) million to non-interest income while the disposition of two venture capital related assets contributed \(\$ 4.3\) million in 1999. Securities losses in the fourth quarter were \(\$ 1.3\) million compared to a gain of \(\$ 5.3\) million in the prior year quarter.

Non-interest expense totaled \(\$ 123.9\) million, \(5.5 \%\) lower than 1999's fourth quarter and \(\$ 1\) million less than reported in 2000's third quarter.

32

Consolidated Quarterly Results of Operations
Table 18
\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline \multirow[t]{4}{*}{} & \multicolumn{8}{|c|}{Three Months Ended} \\
\hline & \multicolumn{4}{|c|}{2000} & \multicolumn{4}{|c|}{1999} \\
\hline & Mar. & Jun. & Sept. & Dec. & Mar. & Jun. & Sept. & Dec. \\
\hline & \multicolumn{8}{|c|}{(in millions of dollars except per share amounts)} \\
\hline Total Interest Income. & \$256.4 & \$263.4 & \$269.3 & \$268.4 & \$260.5 & \$255.0 & \$253.0 & \$258.0 \\
\hline Total Interest Expense.. & 116.9 & 124.8 & 130.0 & 129.6 & 116.7 & 110.6 & 109.5 & 115.0 \\
\hline Net Interest Income..... & 139.5 & 138.6 & 139.3 & 138.8 & 143.8 & 144.4 & 143.5 & 143.0 \\
\hline \multicolumn{9}{|l|}{Provision for Loan} \\
\hline Losses................. . & 13.5 & 83.4 & 20.1 & 25.8 & 12.6 & 13.9 & 13.5 & 20.9 \\
\hline \multicolumn{9}{|l|}{Investment Securities} \\
\hline Gains (Losses)........ & 0.3 & (0.5) & (0.1) & (1.3) & 1.9 & 6.8 & 0.1 & 5.3 \\
\hline Non-Interest Income..... & 63.6 & 74.1 & 61.4 & 65.9 & 59.3 & 56.8 & 71.3 & 64.1 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline Non-Interest Expense. & 126.1 & & 21.9 & & 124.9 & & 23.9 & & 34.9 & & 132.1 & & 55.6 & \multicolumn{2}{|r|}{131.1} \\
\hline Income Before Taxes & 63.8 & & 6.9 & & 55.6 & & 53.7 & & 57.5 & & 62.0 & & 45.8 & & 60.4 \\
\hline Provision for Taxes & 24.0 & & 0.2 & & 21.0 & & 21.1 & & 22.1 & & 23.5 & & 24.3 & & 22.8 \\
\hline Net Income. & \$ 39.8 & \$ & 6.7 & \$ & 34.6 & \$ & 32.6 & \$ & 35.4 & \$ & 38.5 & \$ & 21.5 & \$ & 37.6 \\
\hline Basic Earnings Per Share & \$ 0.50 & \$ & 0.08 & \$ & 0.44 & \$ & 0.41 & \$ & 0.44 & \$ & 0.48 & \$ & 0.27 & \$ & 0.47 \\
\hline Diluted Earnings Per & & & & & & & & & & & & & & & \\
\hline Share & \$ 0.50 & \$ & 0.08 & & 0.44 & \$ & 0.41 & \$ & 0.44 & & 0.47 & & 0.27 & & 0.47 \\
\hline
\end{tabular}

Supplementary Data

Maturity Distribution, Market Value and Weighted-Average Yield to Maturity of Securities

Table 19


--------
/1/ Contractual maturities do not anticipate reductions for periodic paydowns.
/2/ Tax equivalent at \(35 \%\) tax rate.
/3/ The weighted-average yields on available for sale securities are based on amortized cost.


Average Loans

Table 21
\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline \multirow[t]{3}{*}{} & \multicolumn{2}{|l|}{2000} & \multicolumn{2}{|l|}{1999} & 1998 & 1997 & 1996 \\
\hline & Amount & Mix & Amount & Mix & Amount & Amount & Amount \\
\hline & & & (in milli & ons of & dollars) & & \\
\hline \multicolumn{8}{|l|}{} \\
\hline \multicolumn{8}{|l|}{Real Estate} \\
\hline Construction. & 304.4 & 3.2 & 318.1 & 3.4 & 284.0 & 264.6 & 229.6 \\
\hline Mortgage. & 3,903.8 & 40.9 & 3,742.3 & 39.6 & 3,838.6 & 3,882.0 & 3,863.2 \\
\hline Installment & 712.5 & 7.5 & 723.9 & 7.7 & 793.2 & 846.3 & 814.8 \\
\hline Foreign & 1,467.9 & 15.4 & 1,702.2 & 18.0 & 1,752.6 & 1,540.3 & 1,253.7 \\
\hline Lease Financing. & 689.4 & 7.2 & 555.3 & 5.9 & 495.6 & 472.7 & 408.3 \\
\hline Total. & \$9,544.3 & 100.0\% & \$9,444.5 & 100.0\% & \$9,422.3 & \$8,929.7 & \$8,353.6 \\
\hline
\end{tabular}

Maturities and Sensitivities of Loans to Changes in Interest Rates/1/
Table 22

December 31, 2000

/1/ Based on contractual maturities.
/2/ As of December 31, 2000, loans maturing after one year consisted of \(\$ 4,215.0\) with floating rates and \(\$ 3,203.8\) with fixed rates.

Table 23

\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline \multicolumn{8}{|l|}{Domestic} \\
\hline Non-Interest Bearing Demand................ & \$1,640.0 & 18.2\% & \$1,652.6 & 17.7\% & \$1,650.4 & \$1,516.8 & \$1,371.5 \\
\hline \multicolumn{8}{|l|}{Interest-Bearing} \\
\hline Demand. & 2,061.9 & 22.9 & 2,137.1 & 22.9 & 2,114.8 & 1,945.3 & 1,726.6 \\
\hline Regular Savings & 684.8 & 7.6 & 723.9 & 7.8 & 783.9 & 865.5 & 937.0 \\
\hline \multicolumn{8}{|l|}{Private Time} \\
\hline \multicolumn{8}{|l|}{Certificates of} \\
\hline \multicolumn{8}{|l|}{Deposit (\$100,000 or} \\
\hline More). & 1,128.4 & 12.5 & 948.9 & 10.2 & 941.7 & 848.1 & 719.2 \\
\hline \multicolumn{8}{|l|}{Public Time} \\
\hline \multicolumn{8}{|l|}{Certificates of} \\
\hline \multicolumn{8}{|l|}{Deposit (\$100,000 or} \\
\hline More) . . . . . . . . . . . . . & 83.7 & 0.9 & 94.3 & 1.0 & 86.5 & 205.9 & 310.6 \\
\hline \multicolumn{8}{|l|}{Bearer Certificates of} \\
\hline Deposit............ & -- & -- & -- & -- & -- & -- & 1.3 \\
\hline \multicolumn{8}{|l|}{All Other Time and} \\
\hline \multicolumn{8}{|l|}{Savings} \\
\hline Certificates. & 1,569.0 & 17.5 & 1,516.2 & 16.3 & 1,752.5 & 1,804.7 & 1,433.9 \\
\hline Total Domestic..... & 7,167.8 & 79.6 & 7,073.0 & 75.9 & 7,329.8 & 7,186.3 & 6,500.1 \\
\hline \multicolumn{8}{|l|}{Foreign} \\
\hline \multicolumn{8}{|l|}{Non-Interest Bearing} \\
\hline Demand....... & 371.4 & 4.1 & 435.2 & 4.7 & 447.7 & 264.0 & 194.2 \\
\hline Time Due to Banks & 505.4 & 5.6 & 641.4 & 6.9 & 596.1 & 718.7 & 733.5 \\
\hline Other Savings and & & & & & & & \\
\hline Time......... & 960.5 & 10.7 & 1,165.7 & 12.5 & 1,176.1 & 1,079.0 & 745.0 \\
\hline Total Foreign...... & 1,837.3 & 20.4 & 2,242.3 & 24.1 & 2,219.9 & 2,061.7 & 1,672.7 \\
\hline Total. & \$9,005.1 & \(100.0 \%\) & \$9,315.3 & \(100.0 \%\) & \$9,549.7 & \$9,248.0 & \$8,172.8 \\
\hline
\end{tabular}

Table 24
\begin{tabular}{|c|c|}
\hline Year Ended December 31, 2000 Compared to 1999 & Year Ended December 31, 1999 Compared to 1998 \\
\hline Volume/1/ Rate/1/ Total & Volume/1/ Rate/1/ Total \\
\hline (in millions & dollars) \\
\hline
\end{tabular}

Change in Interest Income Interest-Bearing Deposits Foreign............. \$(11.4) \$ \(1.1 \quad \$(10.3) \quad \$ \quad(8.3) \quad \$ \quad(3.4) \quad \$(11.7)\)
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \multicolumn{7}{|l|}{Investment Securities--} \\
\hline \multicolumn{7}{|l|}{Held to Maturity} \\
\hline Taxable. & (5.9) & 1.1 & (4.8) & (6.3) & (3.6) & (9.9) \\
\hline Tax-Exempt & (0.7) & 0.4 & (0.3) & -- & -- & -- \\
\hline \multicolumn{7}{|l|}{Investment Securities--} \\
\hline Available for Sale. & (12.6) & 9.7 & (2.9) & (4.5) & 1.6 & (2.9) \\
\hline Funds Sold. & (3.5) & 0.8 & (2.7) & 1.7 & (0.1) & 1.6 \\
\hline \multicolumn{7}{|l|}{Loans, Net of Unearned} \\
\hline \multicolumn{7}{|l|}{Income} \\
\hline Domestic. & 25.0 & 35.9 & 60.9 & 4.9 & (31.2) & (26.3) \\
\hline Foreign. & (15.2) & 6.5 & (8.7) & (3.4) & (9.4) & (12.8) \\
\hline \multicolumn{7}{|l|}{Total Interest} \\
\hline Income & \$(24.3) & \$55.5 & \$ 31.2 & \$ (15.9) & \$(46.1) & \$(62.0) \\
\hline \multicolumn{7}{|l|}{Change in Interest Expense} \\
\hline \multicolumn{7}{|l|}{Interest-Bearing Deposits} \\
\hline Demand Deposits. & \$ (1.7) & \$ 1.9 & \$ 0.2 & \$ 0.6 & \$ (7.8) & \$ (7.2) \\
\hline Savings Deposits & (0.8) & -- & (0.8) & (1.4) & (2.4) & (3.8) \\
\hline Time Deposits & 11.3 & 19.5 & 30.8 & (11.1) & (11.0) & (22.1) \\
\hline \multicolumn{7}{|l|}{Deposits in Foreign} \\
\hline Offices. & (15.2) & 10.0 & (5.2) & 1.7 & (14.1) & (12.4) \\
\hline Short-Term Borrowings & (22.0) & 31.9 & 9.9 & (3.0) & (13.3) & (16.3) \\
\hline Long-Term Debt. & 13.4 & 1.4 & 14.8 & 0.6 & 1.0 & 1.6 \\
\hline \multicolumn{7}{|l|}{Total Interest} \\
\hline Expense.. & (15.0) & 64.7 & 49.7 & \$(12.6) & \$(47.6) & \$(60.2) \\
\hline \multicolumn{7}{|l|}{Net Interest Differential} \\
\hline Domestic. & 2.1 & (6.8) & (4.7) & \$ 10.1 & \$ 0.2 & \$ 10.3 \\
\hline Foreign. & (11.4) & (2.4) & (13.8) & (13.4) & 1.3 & (12.1) \\
\hline Total Interest & & & & & & \\
\hline Differential. & \$ (9.3) & \$(9.2) & \$(18.5) & \$ (3.3) & \$ 1.5 & \$ (1.8) \\
\hline
\end{tabular}
/1/ The change in interest due to both rate and volume has been allocated to volume and rate changes in proportion to the relationship of the absolute dollar amounts of the change in each.

Item 7a. Qualitative and Quantitative Disclosure About Market Risk
See the Market Risk discussion of Management's Discussion and Analysis of Financial Condition and Results of Operations.

\section*{Forward-Looking Statements}

This report contains forward-looking statements regarding Pacific Century's beliefs, estimates, projections and assumptions, which are provided to assist in the understanding of certain aspects of Pacific Century's anticipated future financial performance. Pacific Century cautions readers not to place undue reliance on any forward-looking statement. Forward-looking statements are subject to significant risks and uncertainties, many of which are beyond Pacific Century's control. Although Pacific Century believes that the assumptions underlying its forward-looking statements are reasonable, any assumption could prove to be inaccurate and actual results may differ from those contained in or implied by such forward-looking statements for a variety of reasons. Factors that might cause differences to occur include, but are not limited to, economic conditions in the markets Pacific Century serves including those in Hawaii, the U.S. Mainland, Asia and the South Pacific; shifts in interest rates; fluctuations in currencies of Asian Rim and South Pacific countries relative to the U.S. dollar; changes in credit quality; changes in applicable federal, state, and foreign income tax laws and regulatory and monetary policies; and increases in competitive pressures in
the banking and financial services industry, particularly in connection with product delivery and pricing. Pacific Century does not undertake and specifically disclaims any obligation to update any forward-looking statements to reflect events or circumstances after the date of such statements.

Item 8. Financial Statements and Supplementary Data

Consolidated Quarterly Results of Operations--See Narrative and Table 18 included in Item 7 of this report.

REPORT OF INDEPENDENT AUDITORS

Shareholders and Board of Directors
Pacific Century Financial Corporation

We have audited the accompanying consolidated statements of condition of Pacific Century Financial Corporation and subsidiaries as of December 31,2000 and 1999, and the related consolidated statements of income, shareholders' equity, and cash flows for each of the three years in the period ended December 31, 2000. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of Pacific Century Financial Corporation and subsidiaries at December 31, 2000 and 1999, and the consolidated results of their operations and their cash flows for each of the three years in the period ended December 31, 2000 , in conformity with accounting principles generally accepted in the United States.
/s/ Ernst \& Young LLP

Honolulu, Hawaii
January 26, 2001

PACIFIC CENTURY FINANCIAL CORPORATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF INCOME
\begin{tabular}{|c|c|c|c|c|c|}
\hline & 2000 & & 1999 & & 1998 \\
\hline & \multicolumn{5}{|l|}{(in thousands of dollars except per share amounts)} \\
\hline \multirow[t]{2}{*}{\$} & 750,141 & \multirow[t]{2}{*}{\$} & 699,939 & \multirow[t]{2}{*}{\$} & 737 \\
\hline & 33,620 & & 39,899 & & \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline Income on Lease Financing & 37,357 & 29,391 & 25,699 \\
\hline \multicolumn{4}{|l|}{\multirow[t]{2}{*}{Interest and Dividends on Investment}} \\
\hline & & & \\
\hline Taxable & 53,009 & 57,809 & 67,717 \\
\hline Non-Taxable & 902 & 1,094 & 1,096 \\
\hline \multicolumn{4}{|l|}{\multirow[t]{2}{*}{Income on Investment Securities Available
for Sale............................... 165,111 168,349 170,963}} \\
\hline & & & \\
\hline Interest on Deposits & 14,663 & 24,960 & 36,676 \\
\hline Interest on Security Resale Agreements & 158 & 244 & 82 \\
\hline Interest on Funds Sold. & 2,532 & 4,834 & 3,718 \\
\hline Total Interest Income & 1,057,493 & 1,026,519 & 1,088,567 \\
\hline \multicolumn{4}{|l|}{Interest Expense} \\
\hline Interest on Deposits & 286,035 & 261,184 & 306,700 \\
\hline \multicolumn{4}{|l|}{Interest on Security Repurchase} \\
\hline Agreements & 104,536 & 92,175 & 121,445 \\
\hline Interest on Funds Purchased & 32,636 & 41,677 & 26,720 \\
\hline Interest on Short-Term Borrowing & 18,959 & 12,414 & 14,376 \\
\hline Interest on Long-Term Debt & 59,096 & 44,326 & 42,725 \\
\hline Total Interest Expense & 501,262 & 451,776 & 511,966 \\
\hline Net Interest Income. & 556,231 & 574,743 & 576,601 \\
\hline Provision for Loan Losses & 142,853 & 60,915 & 84,014 \\
\hline Net Interest Income After Provision for Loan Losses. & 413,378 & 513,828 & 492,587 \\
\hline \multicolumn{4}{|l|}{Non-Interest Income} \\
\hline Trust Income. & 66,077 & 60,700 & 55,879 \\
\hline Service Charges on Deposit Accounts & 40,063 & 34,267 & 35,459 \\
\hline Fees, Exchange and Other Service Charges & 88,500 & 88,838 & 77,881 \\
\hline Other Operating Income & 58,463 & 67,720 & 38,446 \\
\hline Gain on Settlement of Pension Obligation & 11,900 & -- & \\
\hline Investment Securities Gains (Losses) & \((1,574)\) & 14,056 & 4,086 \\
\hline Total Non-Interest Income & 263,429 & 265,581 & 211,751 \\
\hline \multicolumn{4}{|l|}{Non-Interest Expense} \\
\hline Salaries & 181,669 & 198,743 & 194,522 \\
\hline Pensions and Other Employee Benefits & 47,925 & 55,343 & 56,003 \\
\hline Net Occupancy Expense & 48,789 & 47,893 & 46,799 \\
\hline Net Equipment Expense & 50,607 & 48,674 & 49,009 \\
\hline Other Operating Expense & 167,440 & 180,107 & 174,546 \\
\hline Restructuring Charge & -- & 22,478 & 19,400 \\
\hline Minority Interest. & 387 & 485 & 446 \\
\hline Total Non-Interest Expense. & 496,817 & 553,723 & 540,725 \\
\hline Income Before Taxes & 179,990 & 225,686 & 163,613 \\
\hline Provision for Taxes & 66,329 & 92,729 & 56,649 \\
\hline Net Income. & \$ 113,661 & \$ 132,957 & \$ 106,964 \\
\hline Basic Earnings Per Share. & \$ 1.43 & \$ 1.66 & \$ 1.33 \\
\hline Diluted Earnings Per Share & \$ 1.42 & \$ 1.64 & \$ 1.32 \\
\hline Basic Weighted Average Shares. & 79,551,296 & 80,298,725 & 80,228,424 \\
\hline Diluted Weighted Average Shares. & 79,813,443 & 81,044,558 & 81,142,144 \\
\hline
\end{tabular}

See Notes to Consolidated Financial Statements.
\begin{tabular}{|c|c|c|}
\hline \multirow[t]{3}{*}{} & \multicolumn{2}{|l|}{December 31} \\
\hline & 2000 & 1999 \\
\hline & \multicolumn{2}{|l|}{(in thousands of dollars, except share data)} \\
\hline \multicolumn{3}{|l|}{Assets} \\
\hline Interest-Bearing Deposits. & \$ 188,649 & \$ 278,473 \\
\hline \multicolumn{3}{|l|}{Investment Securities} \\
\hline --Held to Maturity (Market Value of \$676,621 in & & \\
\hline 2000 and \$787,720 in 1999)......... & 670,038 & 796,322 \\
\hline --Available for Sale. & 2,507,076 & 2,542,232 \\
\hline Securities Purchased Under Agreements to Resell & 3,969 & \\
\hline Funds Sold. & 134,644 & 52,740 \\
\hline Loans. & 9,668,290 & 9,717,556 \\
\hline Unearned Income & \((253,903)\) & \((242,503)\) \\
\hline Reserve for Loan Losses & \((246,247)\) & \((194,205)\) \\
\hline Net Loans & 9,168,140 & 9,280,848 \\
\hline Total Earning Assets & 12,672,516 & 12,950,615 \\
\hline Cash and Non-Interest Bearing Deposits & 523,969 & 639,895 \\
\hline Premises and Equipment & 254,621 & 271,728 \\
\hline Customers' Acceptance Liability. & 14,690 & 7,236 \\
\hline Accrued Interest Receivable. & 68,585 & 78,974 \\
\hline Other Real Estate. & 4,526 & 4,576 \\
\hline Intangibles, Including Goodwill & 192,264 & 205,904 \\
\hline Other Assets. & 282,645 & 281,387 \\
\hline Total Assets. & \$ 14,013,816 & \$ 14,440,315 \\
\hline \multicolumn{3}{|l|}{Liabilities} \\
\hline \multicolumn{3}{|l|}{Domestic Deposits} \\
\hline Demand--Non-Interest Bearing & \$ 1,707,724 & \$ 1,676,425 \\
\hline --Interest Bearing. & 2,008,730 & 2,076,358 \\
\hline Savings & 665,239 & 700,720 \\
\hline Time & 2,836,083 & 2,761,650 \\
\hline \multicolumn{3}{|l|}{Foreign Deposits} \\
\hline Demand--Non-Interest Bearing & 385,366 & 401,613 \\
\hline Time Due to Banks & 535,126 & 597,675 \\
\hline Other Savings and Time & 942,313 & 1,179,777 \\
\hline Total Deposits & 9,080,581 & 9,394,218 \\
\hline Securities Sold Under Agreements to Repurchase & 1,655,173 & 1,490,655 \\
\hline Funds Purchased. & 413,241 & 839,962 \\
\hline Short-Term Borrowings & 211,481 & 458,962 \\
\hline Bank's Acceptances Outstanding & 14,690 & 7,236 \\
\hline Accrued Retirement Expense. & 37,868 & 40,360 \\
\hline Accrued Interest Payable & 72,460 & 64,588 \\
\hline Accrued Taxes Payable & 130,766 & 85,022 \\
\hline Minority Interest & 4,536 & 4,435 \\
\hline Other Liabilities & 94,512 & 114,890 \\
\hline Long-Term Debt & 997,152 & 727,657 \\
\hline Total Liabilities. & 12,712,460 & 13,227,985 \\
\hline \multicolumn{3}{|l|}{Shareholders' Equity} \\
\hline \multicolumn{3}{|l|}{\begin{tabular}{l}
Common Stock ( \(\$ .01\) par value): \\
authorized 500,000,000 shares; issued/outstanding; December 2000--80,558,811/79,612,178 and
\end{tabular}} \\
\hline December 1999--80,550,728/80,036,417............. & 806 & 806 \\
\hline Capital Surplus.... & 346,045 & 345,851 \\
\hline Accumulated Other Comprehensive Income & \((25,079)\) & \((66,106)\) \\
\hline Retained Earnings... & 996,791 & 942,177 \\
\hline Treasury Stock, at Cost (946,633 shares in 2000 and & & \\
\hline
\end{tabular}


See Notes to Consolidated Financial Statements
41

PACIFIC CENTURY FINANCIAL CORPORATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY
\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline & Total & Common Stock & Capital Surplus & ```
    Accumulated
        Other
Comprehensive
    Income
``` & Retained Earnings & & \[
\begin{aligned}
& \text { reasury } \\
& \text { Stock }
\end{aligned}
\] & Comprehensive Income \\
\hline & & \multicolumn{2}{|r|}{s} & lars except & per share & & ounts) & \\
\hline Balance at December 31, 1997.. & \$1,117,207 & \$159,369 & \$168,920 & \$ (24, 766 ) & \$813,684 & \$ & -- & \\
\hline Net Income. & 106,964 & -- & -- & -- & 106,964 & & -- & \$106,964 \\
\hline Other Comprehensive Income, & & & & & & & & \\
\hline Net of Tax & & & & & & & & \\
\hline Investment Securities, Net of Reclassification & & & & & & & & \\
\hline Adjustment................. & \((2,732)\) & -- & -- & (2,732) & -- & & -- & (2,732) \\
\hline Foreign Currency Translation Adjustment.................... & 5,671 & -- & -- & 5,671 & -- & & -- & 5,671 \\
\hline Pension Liability & & & & & & & & \\
\hline Adjustment. . . . . & (649) & -- & -- & (649) & -- & & -- & (649) \\
\hline Total Comprehensive & & & & & & & & \\
\hline Income. & & & & & & & & \$109,254 \\
\hline Common Stock Issued & & & & & & & & \\
\hline 125,889 Profit Sharing Plan.. & 3,559 & 225 & 2,627 & -- & -- & & 707 & \\
\hline 543,256 Stock Option Plan.... & 10,084 & 530 & 8,408 & -- & (20) & & 1,166 & \\
\hline 153,574 Dividend Reinvestment & & & & & & & & \\
\hline Plan. . . . . . . . . . . . . . . . . . . & 5,441 & 199 & 3,335 & -- & -- & & 1,907 & \\
\hline 5,100 Directors' Restricted & & & & & & & & \\
\hline Shares and Deferred & & & & & & & & \\
\hline Compensation Plan. & 139 & 1 & 123 & -- & -- & & 15 & \\
\hline Treasury Stock Purchased..... & \((7,314)\) & -- & -- & -- & -- & & \((7,314)\) & \\
\hline Change in Par Value of Common Stock from & & & & & & & & \\
\hline \$2.00 Per Share to \$ . 01 Per & & & & & & & & \\
\hline Share. & -- & \((159,519)\) & 159,519 & -- & -- & & -- & \\
\hline Cash Dividends Paid.. & \((52,776)\) & ( & -- & -- & \((52,776)\) & & -- & \\
\hline Balance at December 31, 1998.. & \$1,185,594 & \$ 805 & \$342,932 & \$ \((22,476)\) & \$867,852 & & \((3,519)\) & \\
\hline Net Income. & 132,957 & -- & -- & -- & 132,957 & & -- & \$132,957 \\
\hline Other Comprehensive Income, Net of Tax & & & & & & & & \\
\hline Investment Securities, Net of Reclassification & & & & & & & & \\
\hline Adjustment. & \((44,803)\) & -- & -- & \((44,803)\) & -- & & -- & \((44,803)\) \\
\hline Foreign Currency Translation & & & & & & & & \\
\hline Adjustment & 1,154 & -- & -- & 1,154 & -- & & -- & 1,154 \\
\hline Pension Liability & & & & & & & & \\
\hline Adjustment.... & 19 & -- & -- & 19 & -- & & -- & 19 \\
\hline Total Comprehensive & & & & & & & & \\
\hline Income. & & & & & & & & \$ 89,327 \\
\hline Common Stock Issued & & & & & & & & \\
\hline 57,249 Profit Sharing Plan.. & 1,096 & -- & 4 & -- & (71) & & 1,163 & \\
\hline 501,929 Stock Option Plan.... & 8,616 & -- & 2,620 & -- & \((3,651)\) & & 9,647 & \\
\hline 198,851 Dividend Reinvestment & & & & & & & & \\
\hline Plan. & 4,032 & -- & 142 & -- & (270) & & 4,160 & \\
\hline 7,199 Directors' Restricted & & & & & & & & \\
\hline Shares and Deferred & & & & & & & & \\
\hline Compensation Plan.......... & 154 & 1 & 153 & -- & -- & & -- & \\
\hline Treasury Stock Purchased. & \((21,849)\) & -- & -- & -- & -- & & \((21,849)\) & \\
\hline Cash Dividends Paid.... & \((54,640)\) & -- & -- & -- & \((54,640)\) & & -- & \\
\hline Balance at December 31, 1999.. & \$1,212,330 & \$ 806 & \$345,851 & \$ 66,106\()\) & \$942,177 & & \((10,398)\) & \\
\hline Net Income. & 113,661 & -- & , & (66, & 113,661 & & , & \$113, 661 \\
\hline Other Comprehensive Income, & & & & & & & & \\
\hline Net of Tax & & & & & & & & \\
\hline Investment Securities, Net of Reclassification & & & & & & & & \\
\hline Adjustment................. & 45,300 & -- & -- & 45,300 & -- & & -- & 45,300 \\
\hline Foreign Currency Translation & & & & & & & & \\
\hline Adjustment....... & \((4,273)\) & -- & -- & \((4,273)\) & -- & & - & \((4,273)\) \\
\hline Total Comprehensive & & & & & & & & \\
\hline Income.... . . . . . . & & & & & & & & \$154,688 \\
\hline Common Stock Issued & & & & & & & & \\
\hline
\end{tabular}


See Notes to Consolidated Financial Statements.

42

PACIFIC CENTURY FINANCIAL CORPORATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CASH FLOWS


Operating Activities/1/
Net Income................................ \$ 113,661 \$ 132,957 \$ 106,964
Adjustments to Reconcile Net Income to Net
Cash Provided by Operating Activities:
Provision for Loan Losses................ 142,853 60,915 84,014

Depreciation and Amortization........... 64,934 61,503 55,539
Deferred Income Taxes.....................
8,224
\((10,599)\)
\((27,118)\)
Realized (Gains) Losses on Investment
Securities Available for Sale...........
948
\((37,357)\)
\((13,695) \quad(4,444)\)
Amortization of Deferred Lease Income....
\((37,357)\)
\((29,391)\)
\((32,470)\)
\(\begin{array}{cc}(17,509) & (17,169) \\ 6,644 & 10,740\end{array}\)
Decrease in Interest Receivable..........
\((10,332)\)
6,644
Increase (Decrease) in Interest Payable...
10,389
8,795
\((3,315)\)
\((18,946)\)
Increase in Other Assets..................
\((6,940)\)
\((25,676)\)
44,939
Increase (Decrease) in Other Liabilities..
Net Cash Provided by Operating Activities...
\((15,449) \quad(17,756)\)
\(-------\)

Investing Activities
Proceeds from Redemptions of Investment Securities Held to Maturity................

763,158
Purchases of Investment Securities Held to Maturity \(\qquad\)
278, 803
156,188
198,734

Proceeds from Sales of Investment Securities Available for Sale..............
\((20,275) \quad(356,258)\)

Proceeds from Redemptions of Investment Securities Available for Sale.............

185,820
651,532
\((195,745)\)

Purchases of Investment Securities

\((103,667)\)
Net Decrease (Increase) in Interest-Bearing Deposits Placed in Other Banks............
(89,824
Decrease (Increase) in Funds Sold............
\((85,873)\)
181,554
\((90,628)\)

Decrease (Increase) in Loans, Net...........
17,544
\((7,057)\)
34,774
Purchases of Premises and Equipment.........
\((36,139)\)
(21, 689
\((113,925)\)
Proceeds from Sale of Premises and Equipment....................................... . . .

7,684
2,117
\((43,390)\)

Purchases, Net of Cash and Non-Interest Bearing Deposits Acquired: Triad Insurance Agency, Inc...............
-- \((2,183)\)
Additional Interest in Bank of Hawaii
Nouvelle Caledonie........................
--
(642)

13,032
\(\qquad\)
\(\qquad\)
\begin{tabular}{|c|c|c|c|}
\hline \begin{tabular}{l}
Additional Interest in Banque de Tahiti... Banque Paribas Pacifique and Banque \\
Paribas Polynesie........................
\end{tabular} & -- & (633) & 6,327 \\
\hline Net Cash Provided (Used) by Investing Activities. & 229,032 & 565,033 & \((59,243)\) \\
\hline Financing Activities & & & \\
\hline Net Decrease in Demand, Savings, and Time Deposits...................................... & \((313,637)\) & (207,904) & \((302,296)\) \\
\hline \begin{tabular}{l}
Proceeds from Lines of Credit and Long-Term \\

\end{tabular} & 300,096 & 434,126 & 190,117 \\
\hline Principal Payments on Lines of Credit and Long-Term Debt................................ & \[
(30,601)
\] & (292,215) & \((311,333)\) \\
\hline Net Increase (Decrease) in Short-Term Borrowings................................... & (509,684) & (518,139) & 88,128 \\
\hline Proceeds from Sale of Common Stock. & 7,801 & 13,898 & 19,223 \\
\hline Stock Repurchased. & \((16,992)\) & \((21,849)\) & \((7,314)\) \\
\hline Cash Dividends & ( 56, 471) & \((54,640)\) & \((52,776)\) \\
\hline Net Cash Used by Financing Activities & (619,488) & \((646,723)\) & \((376,251)\) \\
\hline Effect of Exchange Rate Changes on Cash. & \((4,273)\) & 1,154 & 5,671 \\
\hline Increase (Decrease) in Cash and NonInterest Bearing Deposits.................. & \((115,926)\) & 75,652 & (231,089) \\
\hline Cash and Non-Interest Bearing Deposits at Beginning of Year......................... & 639,895 & 564,243 & 795,332 \\
\hline Cash and Non-Interest Bearing Deposits at End of Year. & 523,969 & \$ 639,895 & 564,243 \\
\hline
\end{tabular}
---
/1/ During the years ended December 31, 2000, 1999 and 1998, Pacific Century Financial Corporation made interest payments of \(\$ 493,390,000, \$ 442,882,000\) and \(\$ 513,784,000\), respectively, and paid income taxes of \(\$ 42,029,000\), \(\$ 62,674,000\) and \(\$ 89,770,000\), respectively.

See Notes to Consolidated Financial Statements.

Note A--Summary of Significant Accounting Policies
The accounting principles followed by Pacific Century Financial Corporation and its subsidiaries (Pacific Century), and the methods of applying those principles conform with accounting principles generally accepted in the United States and general practices within the banking industry. The preparation of financial statements in conformity with these accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results may differ from those estimates and such differences could be material to the financial statements. Certain accounts in prior years have been reclassified to conform with the 2000 presentation. The significant accounting policies are summarized below.

\section*{Organization/Consolidation}

Pacific Century is a bank holding company providing a broad range of financial products and services to customers in Hawaii, the Pacific, Asia and the U.S. Mainland. The majority of Pacific Century's operations consist of customary commercial and consumer banking services including, but not limited to, lending, leasing, deposit services, trust and investment activities and trade financing. Pacific Century's principal subsidiary is Bank of Hawaii. The consolidated financial statements include the accounts of Pacific Century and
all significant majority-owned subsidiaries. All significant intercompany accounts and transactions have been eliminated in consolidation and minority interests have been recognized.

Accounting Changes

On December 31, 1998, Pacific Century implemented SFAS No. 131, "Disclosures about Segments of an Enterprise and Related Information." SFAS No. 131 establishes standards for the reporting of financial information about operating segments in annual financial statements to stockholders, and requires certain selected segment information in interim reports. It also establishes standards for related disclosures about products and services, geographic areas, and major customers. The adoption of SFAS No. 131 had no material impact on Pacific Century's financial position or results of operations.

On December 31, 1998, Pacific Century adopted SFAS No. 132 "Employers' Disclosure about Pensions and Other Postretirement Benefits." This statement standardizes, to the extent practicable, disclosure requirements and requires additional information on changes in benefit obligations, fair value of plan assets and certain other disclosures. The implementation of SFAS No. 132 had no impact on Pacific Century's financial position or results of operations.

Financial Accounting Standards Board's Statement No. 133, Accounting for Derivative Instruments and Hedging Activities, is amended by SFAS Nos. 137 and 138 and is effective for fiscal years beginning after June 15, 2000. SFAS No. 133 standardizes the accounting for derivative instruments by requiring the recognition of those instruments as assets or liabilities measured at fair value in the statement of financial condition. Gains or losses resulting from changes in the fair values of derivatives would be accounted for depending on the use of the derivatives and whether they qualify for hedge accounting. In order to qualify for hedge accounting, the hedging relationship must be highly effective in achieving offsetting changes in fair value or cash flows. SFAS No. 133 requires matching the timing of gain or loss recognition on derivative instruments with the recognition of the changes in the fair value of the hedged asset or liability that is attributed to the hedged risk or the effect on earnings of the hedged forecasted transaction. The adoption of SFAS No. 133 is not expected to have a material impact on Pacific Century's financial position or results of operations.

SFAS 138 amends the accounting and reporting standards of SFAS 133 for certain derivative instruments and certain hedging activities. SFAS 138 will be adopted concurrently with SFAS 133 and is not expected to have a material impact on Pacific Century's financial position or results of operations.

\section*{Restructuring Charges}

In the third quarter of 1999, Pacific Century recorded a restructuring charge of \(\$ 22.5\) million in connection with a redesign program to enhance revenues, improve efficiencies and reduce expenses. Implementation of this project was completed on September 30,2000 . Included in the restructuring charge are direct and incremental costs associated with the redesign consisting of accruals for staff reduction of \(\$ 6.1\) million and occupancy and equipment of \(\$ 0.5\) million. In addition, the restructuring charge included period costs of \(\$ 15.9\) million that were directly related to completing the project. Staffing costs relate to projected severance payments associated with the termination of exempt employees. Severance amounts were determined based on the redesign severance payment program and were paid out at time of termination. The occupancy and equipment portion consists of estimated lease termination costs and losses on the disposal of fixed assets. Project costs include costs relative to the assessment phase of the redesign project.

At December 31, 1999, the restructuring accrual balance was \(\$ 4.3\) million, of which \(\$ 3.8\) million related to staffing. In 1999 and 2000 payments were made relative to all of the project costs. Details of the 1999 restructuring charge


In the second quarter of 1998 , Pacific Century recognized a \(\$ 19.4\) million restructuring charge in connection with its strategic actions to improve efficiencies through consolidating subsidiaries, closing branches, and outsourcing activities. The restructuring charge included expected direct and incremental costs associated with termination of lease obligations, disposal of premises and equipment, staff reduction, and data processing and other costs.

All of the restructuring accruals made in 1998 have been fully paid or adjusted through the income statement as of December 31, 1999.

\section*{Acquisitions}

In January 1999, Pacific Century acquired Triad Insurance Agency, Inc. (Triad), a Hawaii-based property/casualty insurance agency. In Hawaii, Triad represents a number of large U.S. property/casualty insurance companies for whom it acts as a servicing agent. The merger, accounted for as a purchase, has expanded Pacific Century's range of financial services offered to customers. Goodwill resulting from the acquisition of approximately \(\$ 4\) million is being amortized over 15 years on a straight-line basis.

In August 1999, Pacific Century concluded the transaction to increase its ownership by acquiring 5.8 million shares, or approximately \(10 \%\), of the outstanding shares of the Bank of Queensland Limited in Australia. This transaction is in addition to a 1998 purchase of notes convertible into 5.4 million shares of the Bank of Queensland Limited.

In May 1998, Pacific Century concluded an agreement to acquire the interest of Group Paribas in Banque Paribas Pacifique in New Caledonia and Banque Paribas Polynesie in French Polynesia. As of the acquisition date, Banque Paribas Pacifique and Banque Paribas Polynesie had total assets of approximately \(\$ 238\) million and \(\$ 83\) million, respectively. The acquired banks were merged into other Pacific Century subsidiaries in the region. The acquisitions were accounted for under the purchase method and the combined goodwill of approximately \(\$ 17.1\) million is being amortized over 15 years on a straight-line basis.

\footnotetext{
In conjunction with these acquisitions, the following table discloses assets acquired and liabilities assumed for the years ended December 31, 2000, 1999 and 1998:
}


\section*{Advertising Costs}

The nature of Pacific Century's marketing programs generally do not include direct-response advertising. Pacific Century, therefore, recognizes its advertising costs as incurred. Advertising costs were \(\$ 6,156,000 ; \$ 5,360,000\) and \(\$ 7,633,000\) in 2000, 1999 and 1998 , respectively.

Cash and Non-Interest Bearing Deposits
For purposes of reporting cash flows, cash and cash equivalents include cash and non-interest bearing deposits, which consist of amounts due from other financial institutions as well as in-transit clearings. Under the terms of the Depository Institutions Deregulation and Monetary Control Act, Pacific Century is required to place reserves with the Federal Reserve Bank based on the amount of deposits held. During 2000 and 1999, the average amount of these reserve balances was \(\$ 7,171,000\) and \(\$ 137,008,000\), respectively.
```

Credit Card Costs

```

Pacific Century issues its own VISA and Mastercard credit cards for which all costs are recognized as period costs. In 1996, Pacific Century entered into certain arrangements with third parties to originate VISA cards in specific target markets. As of year-end 2000 and 1999 , the unamortized capitalized origination costs totaled \(\$ 130,000\) and \(\$ 648,000\), respectively. These costs are being amortized over the anticipated life of the cards, currently five years.

\section*{Earnings Per Share}

Basic earnings per share (EPS) is computed by dividing net income available to common stockholders by the weighted average number of common shares outstanding for the period. Diluted EPS reflects the dilutive impact of stock options and stock appreciation rights and uses the average share price during the period in determining the number of incremental shares to be added to the weighted average number of common shares outstanding. For the years ended December 31, 2000 , 1999 and 1998 there were no adjustments to net income (the numerator) for purposes of computing basic EPS. A reconciliation of the weighted average common shares outstandings for computing diluted EPS for 2000, 1999 and 1998 follows:


\section*{Income Taxes}

Pacific Century files a consolidated federal income tax return with the Bank of Hawaii and its other domestic subsidiaries. Deferred income taxes are provided to reflect the tax effect of temporary differences between financial statement carrying amounts and the corresponding tax basis of assets and liabilities. Deferred taxes are calculated by applying enacted statutory tax rates and tax laws to future years in which temporary differences are expected to reverse. The impact on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that the rate change is enacted. A deferred tax valuation reserve is established if it is more likely than not that a deferred tax asset will not be realized.

Pacific Century's tax sharing policy provides for the settlement of income taxes between each relevant subsidiary as if the subsidiary had filed a separate return. Payments are made to Pacific Century by subsidiaries with tax liabilities, and subsidiaries that generate tax benefits receive payments for those benefits as used.

For lease arrangements that are accounted for by the financing method, investment tax credits are deferred and amortized over the lives of the respective leases.

Intangible Assets and Amortization

Intangible assets include goodwill and identifiable intangible assets such as core deposits resulting from acquisitions accounted for under the purchase method and certain servicing assets. Goodwill and core intangibles are being amortized using the straight line method over periods of 15 to 25 years. These intangible assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying value may not be recoverable. Amortization of goodwill and core intangibles are included in other operating expense and totaled \(\$ 16,089,000, \$ 16,229,000\) and \(\$ 15,614,000\) in 2000 , 1999 and 1998, respectively. As of December 31, 2000 and 1999, the unamortized balance of these intangibles were \(\$ 176,070,000\) and \(\$ 190,693,000\), respectively.

Servicing assets are recognized when mortgage loans are originated and sold or securitized with servicing rights retained. The capitalized cost of servicing assets is amortized over the estimated life of the related loans. The fair value of servicing assets is estimated based on a review of servicing right values of loans with similar characteristics. An impairment analysis is performed on a periodic basis and includes a review of prepayment trends, delinquency and other relevant factors. For purposes of measuring impairment, servicing assets are stratified by product type. Impairment is recognized when the carrying value of the servicing assets for a stratum exceed its fair value.

\section*{Interest Rate/Foreign Currency Risk Management}

Pacific Century utilizes off-balance sheet derivative financial instruments, primarily as an end-user in connection with its risk management activities and, to a lesser extent, as a service to accommodate the needs of customers. Most of Pacific Century's derivative transactions consist of interest rate swaps and foreign exchange contracts. Other derivative instruments may be employed, from time to time, but in the aggregate, the use of these instruments are limited.

From time to time Pacific Century utilizes interest rate swaps for purposes other than trading to manage its exposure to interest rate risks. Interest rate swaps are contractual agreements that generally require the exchange of fixed and floating rate payments based on specified financial indices and the underlying notional amount over the life of the agreements.

The accrual method is used to account for interest rate swaps. Under this method, the differential between interest to be paid and received is accrued and recognized as an adjustment to interest income or expense of the designated asset or liability. The fair value of these agreements is not recorded in the consolidated financial statements. Changes in the fair value of swap contracts are not recognized as long as the hedge correlation continues to exist. If the hedge correlation ceases to exist based on effectiveness tests, any existing gain or loss is amortized over the remaining term of the agreement, and future changes in fair value are accounted for on a mark-to-market basis. If the designated asset or liability matures, or is extinguished, any unrealized gain or loss on the related derivative instrument is recognized immediately. In 2000 Pacific Century did not utilize interest rate swaps. All open swap contracts closed in the first quarter of 1999.

A foreign exchange contract is a commitment to exchange foreign currency at a contracted price on a specified date. These derivative instruments are used for purposes other than trading primarily for asset and liability management activities, and changes in the fair value of both the foreign exchange contracts and related assets or liabilities hedged are offset and not included in the financial results.

Derivative instruments entered into for trading purposes consist of foreign exchange contracts that are used to offset foreign currency positions taken on behalf of customers and for Pacific Century's own account. These derivatives are carried at fair value, and the associated unrealized gains and losses are recognized currently in the statement of income.

\section*{International Operations}

International operations include certain activities located domestically in the International Banking Group, as well as branches and subsidiaries domiciled outside the United States. The operations of Bank of Hawaii and First Savings located in the West and South Pacific which are denominated in U.S. dollars are classified as domestic. Pacific Century's international operations are primarily concentrated in Japan, South Korea, Singapore, Hong Kong, Taiwan, French Polynesia and New Caledonia.

\section*{Investment Securities}

Investment securities held to maturity are those securities, which Pacific Century has the ability and positive intent to hold to maturity. These securities are stated at cost adjusted for amortization of premiums and accretion of discounts. Restricted equity securities represent Federal Home Loan Bank and Federal Reserve Bank shares, recorded at par, which also reflects fair value. In 2000, 1999 and 1998, there were no transfers from investment securities held to maturity.

Investment securities available for sale are recorded at fair value with unrealized gains and losses recorded as an unrealized valuation adjustment in other comprehensive income, net of taxes.

Trading securities are those securities that are purchased for Pacific Century's trading activities and are expected to be sold in the near term. Securities in the trading portfolio are carried at fair value with unrealized holding gains and losses recognized currently in income. Trading securities were \(\$ 3,844,000\) and \(\$ 8,345,000\) as
of December 31, 2000 and 1999, respectively. During 2000, 1999 and 1998, the net gain (loss) from the trading securities portfolio was \(\$(627,000), \$ 361,000\) and \(\$(358,000)\), respectively, and is recognized as a component of investment securities gains and (losses) in the income statement. Income from trading securities was \(\$ 464,000, \$ 247,000\) and \(\$ 220,000\) during 2000,1999 and 1998 , respectively, and is included as part of other operating income.

Pacific Century uses the specific identification method to determine the
cost of all investment securities sold.

\section*{Loans}

Loans are carried at the principal amount outstanding. Interest income is generally recognized on the accrual basis. Net loan fees are deferred and amortized as an adjustment to yield.

Pacific Century's policy is to place loans on non-accrual when a loan is over 90 days delinquent, unless collection is probable based on specific factors such as the type of borrowing agreement and/or collateral. At the time a loan is placed on non-accrual, all accrued but unpaid interest is reversed against current earnings. Subsequent payments received are generally applied to reduce the principal balance.

\section*{Other Real Estate}

Other real estate consists of properties acquired through foreclosure proceedings, acceptance of a deed-in-lieu of foreclosure, and abandoned bank premises. These properties are carried at the lower of cost or fair value based on current appraisals less selling costs. Losses arising at the time of acquiring such property are charged against the reserve for loan losses. Subsequent declines in property value are recognized through charges to operating expense.

\section*{Premises and Equipment}

Premises and equipment are stated at cost less allowances for depreciation and amortization. Depreciation is computed using the straight line method over lives of two to fifty years for premises and improvements, and three to ten years for equipment.

Reserve for Loan Losses

The reserve for loan losses is established through provisions that are charged against income. Loans deemed to be uncollectible are charged against the reserve for loan losses, and subsequent recoveries, if any, are credited to the reserve.

The reserve for loan losses is maintained at a level believed adequate by management to absorb estimated inherent losses. Management's periodic evaluation of the adequacy of the reserve is based on Pacific Century's past loan loss experience, known and inherent risks in the portfolio, adverse conditions that may affect the borrower's ability to repay (including the timing of future payments), the estimated value of any underlying collateral, composition of the loan portfolio, current economic conditions and other factors. This evaluation is inherently subjective as it requires material estimates including the amounts and timing of expected cash flows that may be susceptible to significant changes.

A loan is considered impaired when it is probable that all amounts due according to the contractual terms of the loan will not be collected. Impairment is measured based on discounted cash flows using the loan's initial effective interest rate or the fair value of the collateral for certain collateral dependent loans. Cash receipts on impaired loans generally are applied to reduce the carrying value of the loan. Large groups of smaller balance homogeneous loans, such as residential mortgages and consumer loans are evaluated collectively for impairment based primarily on the historical loss experience for each portfolio.

\section*{Stock-Based Compensation}

Pacific Century's accounts for its stock-based compensation plans in
accordance with Accounting Principles Board Opinion No. 25 (APB No. 25) and
related interpretations. SFAS No. 123 "Accounting for Stock-Based Compensation," permits companies to elect to recognize stock-based compensation expense based on the estimated fair value of the awards on the grant date or to continue to use the accounting under APB No. 25. Included in Note L is the impact of the fair value of employee stock-based compensation plans on net income and earnings per share on a proforma basis for awards granted in 2000,1999 and 1998.

\section*{Regulatory Matters}

In September 2000, Pacific Century entered into a Memorandum of Understanding with regulatory authorities in which it agreed to take certain actions to strengthen and maintain its operations and financial position. Accordingly, Pacific Century agreed to request prior approval for the payments of dividends, increases in indebtedness, or repurchases of common stock beyond the existing Board approval of 300,000 shares per quarter.

Note B--Investment Securities

The following presents the details of the investment securities portfolio:

\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \multicolumn{7}{|l|}{At December 31, 2000} \\
\hline \multicolumn{7}{|l|}{Securities Held to Maturity:} \\
\hline Restricted Equity Securities. & \$ 87,991 & \$ -- & \$ & -- & \$ & 87,991 \\
\hline Debt Securities Issued by the U.S. Treasury and Agencies....... & 6,812 & - & & (39) & & 6,773 \\
\hline Debt Securities Issued by State and Municipalities of the United States. & & 303 & & -_ & & \\
\hline \multicolumn{7}{|l|}{\multirow[t]{2}{*}{Debt Securities Issued by Foreign}} \\
\hline & & & & & & \\
\hline Mortgage-Backed Securities & 547,463 & 7,412 & & (1,093) & & 553,782 \\
\hline Other Debt Securities & 5,157 & -- & & -- & & 5,157 \\
\hline Total & \$ 670,038 & \$ 7,715 & \$ & \((1,132)\) & \$ & 676,621 \\
\hline \multicolumn{7}{|l|}{Securities Available for Sale:} \\
\hline Equity Securities........... & \$ 26,266 & \$ - & \$ & (449) & \$ & 25,817 \\
\hline Debt Securities Issued by the U.S. Treasury and Agencies...... & 195,920 & 1,262 & & (147) & & 197,035 \\
\hline ```
Debt Securities Issued by State
    and Municipalities of the United
    States............................
``` & 11,634 & 126 & & (18) & & 11,742 \\
\hline Debt Securities Issued by Foreign Governments...................... & 490 & -- & & -- & & 490 \\
\hline Mortgage-Backed Securities & 2,235,987 & 9,599 & & \((8,426)\) & & ,237,160 \\
\hline Other Debt Securities. & 33,502 & 1,391 & & (61) & & 34,832 \\
\hline Total. & \$2,503,799 & \$12,378 & \$ & \((9,101)\) & & ,507,076 \\
\hline
\end{tabular}

At December 31, 1999
Securities Held to Maturity:
Restricted Equity Securities..... \$ \(\quad 76,002\)
Debt Securities Issued by the
U.S. Treasury and Agencies..... 41,981 (42) 2 41,941

Debt Securities Issued by State and Municipalities of the United States.................... \(11,852 \quad\)-- 582 12,434
\begin{tabular}{|c|c|c|c|c|}
\hline Debt Securities Issued by Foreign Governments. & 45,725 & 17 & -- & 45,742 \\
\hline Mortgage-Backed Securities & 617,455 & 6,239 & \((15,406)\) & 608,288 \\
\hline Other Debt Securities & 3,307 & -- & -- & 3,307 \\
\hline Total & 796,322 & \$ 6,846 & \$ \((15,448)\) & \$ 787,720 \\
\hline Securities Available for Sale: & & & & \\
\hline Equity Securities. & \$ 29,300 & \$ -- & \$ (4,474) & \$ 24,826 \\
\hline Debt Securities Issued by the U.S. Treasury and Agencies....... & 185,613 & 1,407 & \((1,521)\) & 185,499 \\
\hline Debt Securities Issued by State and Municipalities of the United States. & 15,076 & 75 & (104) & 15,047 \\
\hline Debt Securities Issued by Foreign Governments......................... & 1,029 & -- & -- & 1,029 \\
\hline Mortgage-Backed Securities & 2,356,163 & 5,624 & (72,972) & 2,288,815 \\
\hline Other Debt Securities & 27,364 & -- & (348) & 27,016 \\
\hline Total & \$2,614,545 & \$ 7,106 & \$ \((79,419)\) & \$2,542,232 \\
\hline
\end{tabular}

The following presents an analysis of the contractual maturities of the investment securities portfolio as of December 31, 2000:
\begin{tabular}{|c|c|c|}
\hline \multirow[t]{2}{*}{} & Amortized Cost & \[
\begin{aligned}
& \text { Fair } \\
& \text { Value }
\end{aligned}
\] \\
\hline & \multicolumn{2}{|l|}{(in thousands of dollars)} \\
\hline \multicolumn{3}{|l|}{Securities Held to Maturity} \\
\hline Due in One Year or Less & \$ 25,443 & \$ 25,404 \\
\hline Due After One Year Through Five Years & 8,534 & 8,829 \\
\hline Due After Five Years Through Ten Years. & 607 & 615 \\
\hline & 34,584 & 34,848 \\
\hline Mortgage-Backed Securities. & 547,463 & 553,782 \\
\hline Restricted Equity Securities & 87,991 & 87,991 \\
\hline & \$ 670,038 & \$ 676,621 \\
\hline \multicolumn{3}{|l|}{Securities Available for Sale} \\
\hline Due in One Year or Less. & \$ 86,979 & \$ 86,986 \\
\hline Due After One Year Through Five Years. & 63,087 & 63,238 \\
\hline Due After Five Years Through Ten Years. & 67,812 & 69,941 \\
\hline Due After Ten Years... & 23,668 & 23,934 \\
\hline & 241,546 & 244,099 \\
\hline Mortgage-Backed Securities & 2,235,987 & 2,237,160 \\
\hline Equity Securities. & 26,266 & 25,817 \\
\hline & \$2,503,799 & \$2,507,076 \\
\hline
\end{tabular}

Proceeds from sales and maturities of investment securities available for sale were \(\$ 213,375,000, \$ 1,267,473,000\) and \(\$ 2,392,831,000\) in 2000,1999 and 1998, respectively. Gross gains of \(\$ 364,000\) and gross losses of \(\$ 1,312,000\) were realized with respect to 2000 sales. Taxes related to 2000 gains and losses were \(\$ 350,000\). The Accumulated Other Comprehensive Income component
from investment securities available for sale was \(\$ 2,235,000\) (net of taxes) as of December 31, 2000 .

Investment securities carried at \(\$ 2,876,547,000\) and \(\$ 3,090,325,000\) were pledged to secure deposits of certain public (governmental) entities and repurchase agreements at December 31, 2000 and 1999 , respectively. The December 31,2000 amount included investment securities with a carrying value of \(\$ 1,828,198,000\) and a market value of \(\$ 1,834,116,000\) which were pledged as collateral for repurchase agreements.

Note C--Loans

Loans consisted of the following at December 31, 2000 and 1999:

2000
(in thousands of dollars)

Domestic Loans
Commercial and Industrial........................... \$ 2,443,341 \$ 2,492,984
Real Estate
Mortgage--Residential........................... 3,035,060 2,645,441
--Commercial........................... 1,125,508 1,244,809

Construction. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .

Total Domestic Loans.............................
Foreign Loans..............................................
Subtotal
729,859 756,078
307,352 328,839
------------ --------------
7,641,120 7,468,151
\(1,301,634 \quad 1,621,849\)
8,942,754 9,090,000

Lease Financing
\begin{tabular}{|c|c|c|}
\hline Direct & 295,830 & 304,109 \\
\hline Leveraged & 429,706 & 323,447 \\
\hline Total Lease Financing & 725,536 & 627,556 \\
\hline Total Loans. & 668,290 & 717,556 \\
\hline
\end{tabular}

Commercial and mortgage loans totaling \(\$ 904,015,000\) and \(\$ 837,519,000\) were pledged to secure certain public deposits and Federal Home Loan Bank advances at December 31, 2000 and 1999, respectively.

Included in the Mortgage--Residential category were \(\$ 179,229,000\) and \(\$ 136,097,000\) of available for sale loans as of December 31, 2000 and 1999 , respectively. These loans were recorded at the lower of cost or market on an aggregate basis.

Servicing assets are summarized in the following table:


Balance at Beginning of Year.................... \$ 15,215 \$ 11,752
Originated Mortgage Servicing Rights............. 1,840 5,303

\begin{tabular}{|c|c|c|c|c|}
\hline Amor & & \multicolumn{2}{|l|}{\((2,909)\)} & \((3,206)\) \\
\hline Balance at End of Year. & \$ & 16,195 & \$ & 15,215 \\
\hline Fair Value at End of Year & \$ & 36,618 & \$ & 44,258 \\
\hline
\end{tabular}

As of December 31, 2000 and 1999, Pacific Century's loan servicing portfolio totaled \(\$ 2,847,839,000\) and \(\$ 2,471,743,000\), respectively.

Pacific Century's lending activities are concentrated in its primary geographic markets of Hawaii, the U.S. Mainland, Asia, and the West and South Pacific.

Certain directors and executive officers of Pacific Century, its subsidiary companies, companies in which they are principal owners, and trusts in which they are involved, have loans with Pacific Century subsidiaries. These loans were made in the ordinary course of business at normal credit terms, including interest rate and collateral requirements. Such loans at December 31, 2000 and 1999 amounted to \(\$ 22,648,000\) and \(\$ 22,429,000\), respectively. During 2000 , the activity in these loans included new borrowings of \(\$ 1,548,000\), repayments of
\(\$ 3,954,000\), and other changes of \(\$ 2,625,000\). Other changes relate to new and retiring directors or companies and trusts in which they are involved.

Activity in the reserve for loan losses was as follows:
\begin{tabular}{|c|c|c|c|}
\hline & 2000 & 1999 & 1998 \\
\hline & \multicolumn{3}{|l|}{(in thousands of dollars)} \\
\hline Balance at Beginning of Year & \$194,205 & \$211,276 & \$174,362 \\
\hline Charge-Offs & (110,781) & \((103,267)\) & (82,005) \\
\hline Recoveries & 21,405 & 29,440 & 16,336 \\
\hline Net Charge-Offs & \((89,376)\) & \((73,827)\) & \((65,669)\) \\
\hline Provision Charged to Operations. & 142,853 & 60,915 & 84,014 \\
\hline Reserves Acquired. & -- & -- & 13,636 \\
\hline Foreign Currency Valuation Adjus & & & \\
\hline Other & \((1,435)\) & \((4,159)\) & 4,933 \\
\hline Balance at End of Year. & \$246,247 & \$194,205 & \$211,276 \\
\hline
\end{tabular}

The following table presents information on impaired loans as of December 31, 2000 and 1999:
\begin{tabular}{cc}
2000 & 1999 \\
--------------------- \\
(in thousands of dollars)
\end{tabular}

Recorded Investment in Impaired Loans Not
\begin{tabular}{rlrr} 
Requiring a Reserve for Loan Losses........... & \(\$ 15,170\) & \(\$ 29,160\) \\
Recorded Investment in Impaired Loans \\
Requiring a Reserve for Loan Losses........... & 205,878 & 52,047 \\
Recorded Investment in Impaired Loans........... & \(\$ 221,048\) & \(\$ 81,207\)
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline Reserve for Losses on Impaired Loans & \$ 53,631 & \$14,054 \\
\hline \multicolumn{3}{|l|}{Average Recorded Investment in Impaired} \\
\hline Loans During the Yea & \$150,334 & \$64,021 \\
\hline
\end{tabular}

Note D--Premises and Equipment
The following is a summary of premises and equipment:
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|c|}{Accumulated} \\
\hline & Depreciation and & Net Book \\
\hline Cost & Amortization & Value \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|l|}{December 31, 2000} \\
\hline Premises & \$320,155 & \$(139,096) & \$181,059 \\
\hline Capital Leases & 4,464 & \((1,429)\) & 3,035 \\
\hline Equipment & 242,229 & (171,702) & 70,527 \\
\hline & \$566,848 & \$ 312,227\()\) & \$254,621 \\
\hline \multicolumn{4}{|l|}{December 31, 1999} \\
\hline Premises & \$321,128 & \$(129,201) & \$191,927 \\
\hline Capital Leases & 4,464 & \((1,250)\) & 3,214 \\
\hline Equipment & 231,585 & \((154,998)\) & 76,587 \\
\hline & \$557,177 & \$(285,449) & \$271,728 \\
\hline
\end{tabular}

Depreciation and amortization (including capital lease amortization) included in non-interest expense were \(\$ 45,562,000, \$ 42,068,000\) and \(\$ 38,156,000\) in 2000, 1999 and 1998, respectively.

Pacific Century leases certain branch premises and data processing equipment. Most of the leases for premises provide for a base rent over a specified period with renewal options thereafter. Portions of certain properties are subleased for periods expiring in various years through 2010. Lease terms generally provide for the lessee to pay taxes, maintenance and other operating costs.

Future minimum payments, by year and in the aggregate, for non-cancelable operating leases with initial or remaining terms of one year or more and capital leases consisted of the following at December 31, 2000:



Minimum future rentals receivable under subleases for non-cancelable operating leases at December 31, 2000, amounted to \(\$ 4,961,000\).

Rental expense for all operating leases for the years ended December 31, 2000, 1999 and 1998 is presented below:
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline & & 2000 & & 1999 & & 1998 \\
\hline & & in thous & n & ds of do & & rs) \\
\hline Minimum Rentals & \$ & 22,934 & \$ & 21,867 & \$ & 22,269 \\
\hline Sublease Rental & & \((1,490)\) & & \((1,331)\) & & \((1,244)\) \\
\hline & & 21,444 & \$ & 20,536 & \$ & 21,025 \\
\hline
\end{tabular}

Note E--Deposits

Interest on deposit liabilities for the years ended December 31, 2000, 1999 and 1998 consisted of the following:
\begin{tabular}{|c|c|c|c|}
\hline & 2000 & 1999 & 1998 \\
\hline & \multicolumn{3}{|l|}{(in thousands of dollars)} \\
\hline Domestic Interest-Bearing Demand Accounts. & \$ 48,674 & \$ 48,512 & \$ 55,735 \\
\hline Domestic Savings Accounts. & 13,925 & 14,682 & 18,454 \\
\hline Domestic Time Accounts. & 154,066 & 123,325 & 145,431 \\
\hline Foreign Deposits. & 69,370 & 74,665 & 87,080 \\
\hline & \$286,035 & \$261,184 & \$306, 700 \\
\hline
\end{tabular}

Time deposits with balances of \(\$ 100,000\) or more totaled \(\$ 2,225,372,000\) at December 31, 2000. Of this amount, \(\$ 50,206,000\) consisted of deposits of public (governmental) entities, which require collaterization by acceptable securities. The majority of deposits in the foreign category were in denominations of \(\$ 100,000\) or more.

Maturities of time deposits of \(\$ 100,000\) or more at December 31, 2000 , are summarized as follows:
\begin{tabular}{cc} 
Domestic & Foreign \\
---------------------- \\
(in thousands of dollars)
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline Under 3 Months & 452,692 & \$ & 836,980 \\
\hline 3 to 6 Months. & 243,941 & & 13,569 \\
\hline 7 to 12 Months & 494,085 & & 46,145 \\
\hline Greater than 1 to 2 Years. & 44,289 & & 61,359 \\
\hline Greater than 2 to 3 Years. & 7,986 & & 8,850 \\
\hline Greater than 3 to 4 Years. & 2,470 & & 2,746 \\
\hline Greater than 4 to 5 Years. & 1,412 & & 1,498 \\
\hline Greater than 5 Years. & 3,401 & & 3,949 \\
\hline & \$1,250,276 & \$ & 975,096 \\
\hline
\end{tabular}

Note F--Short-Term Borrowings

Details of short-term borrowings for 2000 , 1999 and 1998 were as follows:
\begin{tabular}{|c|c|c|c|}
\hline & Securities & & \\
\hline & Sold Under & & Other \\
\hline Funds & Agreements & Commercial & Short-Term \\
\hline Purchased & to Repurchase & Paper & Borrowings \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline 2000 & & & & \\
\hline Amounts Outstanding at December 31................. & \$ 413,241 & \$1,655,173 & \$154,664 & \$ 56,817 \\
\hline Average Amount Outstanding During Year.............. & 518,916 & 1,702,129 & 119,472 & 256,854 \\
\hline Maximum Amount Outstanding at Any Month End................. & 742,085 & 1,806,197 & 175,142 & 432,016 \\
\hline Weighted Average Interest Rate During Year/1/ & \(6.29 \%\) & \(6.14 \%\) & \(5.81 \%\) & \(4.68 \%\) \\
\hline Weighted Average Interest Rate on Balance Outstanding at End of Year..................... & \(5.77 \%\) & \(6.42 \%\) & \(6.04 \%\) & 5.19\% \\
\hline 1999 & & & & \\
\hline Amounts Outstanding at December 31................. & \$ 839,962 & \$1,490,655 & \$ 97,319 & \$361, 643 \\
\hline Average Amount Outstanding During Year.............. & 821,755 & 1,868,485 & 111,894 & 212,676 \\
\hline Maximum Amount Outstanding at Any Month End................ & 1,351,672 & \(2,100,987\) & 172,290 & 361,643 \\
\hline Weighted Average Interest Rate During Year/1/ ............. & \(5.07 \%\) & \(4.93 \%\) & \(4.81 \%\) & \(3.31 \%\) \\
\hline Weighted Average Interest Rate on Balance Outstanding at End of Year..................... & \(4.62 \%\) & \(5.37 \%\) & \(5.00 \%\) & \(5.46 \%\) \\
\hline 1998 & & & & \\
\hline Amounts Outstanding at December 31.................. & \$ 942,062 & \$2,008, 399 & \$127,311 & \$229,511 \\
\hline Average Amount Outstanding During Year.................. & 506,978 & \(2,267,823\) & 108,778 & 189,258 \\
\hline Maximum Amount Outstanding at Any Month End. \(\qquad\) & 942,062 & 2,476,152 & 127,311 & 300,211 \\
\hline Weighted Average Interest Rate During Year/1/ ............. & \(5.27 \%\) & \(5.36 \%\) & \(5.10 \%\) & \(4.66 \%\) \\
\hline Weighted Average Interest Rate on Balance Outstanding at End of Year..................... & \(4.87 \%\) & \(4.97 \%\) & \(4.91 \%\) & \(4.44 \%\) \\
\hline
\end{tabular}
/1/ Average rates for the year are computed by dividing actual interest expense on borrowings by average daily borrowings.

Funds purchased generally mature on the day following the date of purchase.
Securities sold under agreements to repurchase are accounted for as financing transactions and the obligations to repurchase these securities are recorded as liabilities in the Consolidated Statements of Financial Condition. The securities underlying the agreements to repurchase continue to be reflected as an asset of Pacific Century and are delivered to and held in collateral accounts with third party trustees. At December 31, 2000, the weighted average contractual maturity of these agreements was 106 days and consisted of transactions with
public (governmental) entities, primarily the State of Hawaii (\$1.1 billion) and local municipalities (\$0.6 billion). A schedule of maturities of repurchase agreements follows:
\begin{tabular}{|c|c|}
\hline & \[
\begin{gathered}
\text { December } 31 \\
2000
\end{gathered}
\] \\
\hline & (in thousands of dollars) \\
\hline Overnight & \$ 1,201 \\
\hline Less than 30 days. & 356,440 \\
\hline 30 to 90 days & 646,469 \\
\hline Over 90 days. & 651,063 \\
\hline & \$1,655,173 \\
\hline
\end{tabular}

Commercial paper is issued by the parent corporation in various denominations generally maturing 90 days or less from date of issuance.

At December 31, 2000, other short-term borrowings consisted of Federal Home Loan Bank advances and Treasury Tax and Loan balances. The Federal Home Loan Bank advance totaling \(\$ 2.5\) million bears interest at \(6.40 \%\) and matures within 90 days. Treasury Tax and Loan balances represent tax payments collected on behalf of the U.S. government, which are callable at any time and bear market interest rates.

A line of credit totaling \(\$ 25,000,000\) is maintained for working capital purposes. At December 31, 2000 there was no amount drawn on this line. Fees related to this line were \(\$ 30,000\) in 2000 .

Pacific Century, by agreement with its regulator, may not incur any additional debt without the prior approval of its regulator.

Note G--Long-Term Debt

Amounts outstanding as of December 31,2000 and 1999 were as follows:



The \(\$ 100\) million 8.25\% Capital Securities (the Securities) were issued in 1996 by Bancorp Hawaii Capital Trust I, a grantor trust wholly-owned by Pacific Century. The Securities bear a cumulative fixed interest rate of 8.25\% and mature on December 15, 2026. Interest payments are semi-annual. In addition, Pacific Century has entered into an expense agreement with the trust obligating Pacific Century to pay any costs, expenses or liabilities of the trust, other than obligations of the trust to pay amounts due pursuant to the terms of the Securities. The sole assets of the trust are Junior Subordinated Debt Securities (the Debt) issued by Pacific Century to the trust. The Debt is redeemable prior to the stated maturity at Pacific Century's option. The Securities are subject to mandatory redemption upon repayment of the related Debt at their stated maturity dates or their earlier redemption at a redemption price equal to their liquidation amount plus accrued distributions to the date fixed for redemption and the premium, if any, paid by Pacific Century upon concurrent repayment of the related Debt. Pacific Century has issued guarantees for the payment of distributions and payments on liquidation or redemption of the Securities, but only to the extent of funds held by the trust. The guarantees are junior
subordinated obligations of Pacific Century. Distributions to securities holders may be deferred for up to five consecutive years. During any such deferred period Pacific Century's ability to pay dividends on its common shares will be restricted. The Federal Reserve has announced that certain cumulative preferred securities, having the characteristics of the Securities, qualify as minority interest, which is included in Tier 1 capital for bank holding companies.

Privately placed notes issued by Pacific Century totaled \(\$ 90\) million at December 31, 2000. These notes carry seven year terms and bear floating interest rates, which are tied to the three-month LIBOR rate which was \(6.40 \%\) at December 31, 2000 .

Federal Home Loan Bank (FHLB) advances bear interest at rates from 5.38\% to \(8.00 \%\) and mature from 2001 through 2005. At December 31, 2000, loans totaling \(\$ 621,774,000\) were pledged to secure these advances along with all FHLB stock.

Total subordinated notes issued by Bank of Hawaii include \(\$ 118,891,000\) issued in 1993 and \(\$ 124,585,000\) issued in 1999 under the Bank's \(\$ 1\) billion note program that mature in 2003 and 2009, respectively. These notes bear a fixed interest rate of \(6.875 \%\). In 1999 Bank of Hawaii converted its existing revolving note program into a \(\$ 1\) billion revolving senior and subordinated note program. Under the terms of this program Bank of Hawaii may issue additional notes provided that at any time the aggregate amount outstanding does not exceed \$1 billion.

Foreign debt is comprised of a private placement borrowing denominated in European monetary unit (euro). This debt has a fixed interest rate of \(3.28 \%\) and matures in 2001.

Capitalized lease obligations are for certain condominium units in the Financial Plaza of the Pacific, the headquarters of Pacific Century and Bank of Hawaii. The lease began in 1993 and has a 60 year term. Lease payments are fixed at \(\$ 7,000\) per year until 2002; \(\$ 605,000\) per year from 2003 to 2007 and \(\$ 665,000\) per year from 2008 to 2012 and are negotiable thereafter.

Pacific Century, by agreement with its regulator, may not incur any additional debt without the prior approval of its regulator.

Long-term debt maturities for the five years succeeding December 31, 2000, are \(\$ 410,446,000\) in 2001, \(\$ 120,645,000\) in 2002, \(\$ 126,891,000\) in 2003, \(\$ 96,000,000\) in 2004 and \(\$ 10,000,000\) in 2005.

Interest paid on long-term debt in 2000, 1999 and 1998 totaled \(\$ 58,195,000\), \(\$ 41,200,000\) and \(\$ 43,820,000\), respectively.

Note H--Shareholders' Equity
Certain of Pacific Century's consolidated banking subsidiaries (including Bank of Hawaii, Pacific Century Bank, N.A., and First Savings) are subject to federal regulatory restrictions that limit cash dividends and loans to Pacific Century. As of December 31, 2000, approximately \(\$ 607,568,000\) of undistributed earnings of Pacific Century's consolidated subsidiaries would normally be available for distribution to Pacific Century without prior regulatory approval. However, Pacific Century has agreed to obtain prior approval from its regulator for dividend payments.

In evaluating capital adequacy, federal regulators require bank holding companies and insured depository institutions to maintain three capital ratios at specific minimum levels. Tier 1 Capital (common shareholders' equity reduced by certain intangibles and increased for qualifying preferred shares and minority interests) expressed as a percentage of average risk weighted assets is the Tier 1 Capital Ratio. Total Capital (Tier 1 capital plus qualifying portions of the reserve for loan losses) expressed as a percentage of average risk weighted assets is the Total Capital Ratio. The third ratio is the Leverage Ratio which is Tier 1 Capital divided by average assets.

The table below presents the minimum Capital levels that an institution must maintain to qualify as "well capitalized" as it applies to Pacific Century and its subsidiaries Bank of Hawaii, Pacific Century Bank, N.A. and First Savings.

The Federal Deposit Insurance Corporation Improvements Act of 1991 requires federal banking regulators to take "prompt corrective action" with respect to depository institutions that do not meet minimum capital requirements. For purposes of applying the prompt corrective action framework, federal bank regulators group institutions into five categories based on their capital ratios: "well capitalized," "adequately capitalized," "under capitalized," "significantly undercapitalized" and "critically undercapitalized." Institutions that fail to meet the applicable capital requirements are subject to increased regulatory monitoring and certain other enforcement actions that could include restricting dividend payments.

As of December 31, 2000, Pacific Century, Bank of Hawaii, Pacific Century Bank, N.A. and First Savings were all well capitalized under the regulatory provisions for prompt and corrective action. There were no conditions or events since year-end that management believes have changed Pacific Century's or its subsidiaries' capital rating. The table below sets forth regulatory capital for Pacific Century and its depository subsidiaries at December 31, 2000 and 1999:


At December 31, 2000 Shareholders' Equity.... Tier 1 Capital.......... Total Capital........... Tier 1 Capital Ratio.... Total Capital Ratio..... Leverage Ratio..........

At December 31, 1999
Shareholders' Equity....
\[
\$ 1,301,356
\]
\[
\begin{array}{r}
1,239,552 \\
1,21,550
\end{array}
\]

1,541,225
\(11.78 \%\)
\(14.64 \%\)
\(14.64 \%\)
\(9.10 \%\) \$1,100,243
\$162,758
\(\begin{array}{lll}1,044,150 & 149,276 & 46,653 \\ 1,331,073 & 162,455 & 47,942\end{array}\)
\(11.17 \% \quad 14.22 \% \quad 46.18 \%\)
\(14.23 \% \quad 15.48 \% \quad 47.46 \%\)
\(8.48 \% \quad 12.54 \%\) 25 \(02 \%\)
\(\$ 1,212,330 \quad \$ 1,029,065 \quad \$ 156,167 \quad \$ 50,397\)


The following is a breakdown of the components of accumulated other comprehensive income as of December 31, 2000, 1999 and 1998:
\begin{tabular}{|c|c|c|c|}
\hline & 2000 & 1999 & 1998 \\
\hline & (in thous & ands of dol & lars) \\
\hline Foreign Currency Translation Adjustment & \$ \((26,684)\) & \$ 22,411 ) & \$ 23,565 ) \\
\hline Investment Securities Valuation. & 2,235 & \((43,065)\) & 1,738 \\
\hline Pension Liability Adjustment & (630) & (630) & (649) \\
\hline Accumulated Other Comprehensive Income & \$ 25,079\()\) & \$ \((66,106)\) & \$ 22,476\()\) \\
\hline
\end{tabular}

The schedule below discloses for the years ended December 31, 2000, 1999 and 1998 the adjustment of gains and losses on available for sale investment securities that were included in net income and that have also been included in other comprehensive income as unrealized holding gains in the period in which they arose.


Investment Securities Valuation Adjustment on
Available for Sale Securities................ \$ 44,279 \$ (35,540) \$ 157
Adjustment for Realized Amounts Included in
Income. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . 1,021 (9,263) (2,889)

Unrealized investment securities valuation
adjustment included in other accumulated
comprehensive income........................... \$ 45,300 \$ (44,803) \$ (2,732)
======== ========== =======

The amount of income tax allocated to each component of comprehensive income for the years ended December 31, 2000, 1999 and 1998 is provided below:
\begin{tabular}{|c|c|c|c|}
\hline & 2000 & 1999 & 1998 \\
\hline & (in thous & nds of do & lars) \\
\hline Foreign Currency Translation Adjustment & \$ (2,301) & \$ 621 & \$ 3,053 \\
\hline Investment Securities. & 30,200 & \((29,869)\) & \((1,821)\) \\
\hline Pension Liability Adjustment & -- & 10 & (350) \\
\hline
\end{tabular}

In April 1998, Pacific Century changed its state of incorporation from Hawaii to Delaware. The Delaware Certificate of Incorporation authorizes \(500,000,000\) shares of Common Stock and reduces the par value to \(\$ .01\) per share
from \(\$ 2.00\) per share under the Hawaii Restated Articles of Incorporation.

Note I--International Operations

The following table provides selected financial data for Pacific Century's international operations for the years ended December 31, 2000, 1999 and 1998:
\begin{tabular}{|c|c|c|}
\hline 2000 & 1999 & 1998 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline Average Assets & \$2,891,364 & \$3,413, 003 & \$3,426,614 \\
\hline Average Loans & 1,467,923 & 1,702,188 & 1,752,657 \\
\hline Average Deposits & 2,080,728 & 2,481,802 & 2,383,074 \\
\hline Operating Revenue & 236,720 & 252,060 & 287,872 \\
\hline Income Before Tax & 7,302 & 6,486 & 1,193 \\
\hline Net Income (Loss) & (181) & \((1,374)\) & (804) \\
\hline
\end{tabular}

Average assets include short-term interest-bearing deposits with foreign branches of U.S. banks and large international banks. On average, these deposits were \(\$ 354,391,000, \$ 577,257,000\) and \(\$ 494,325,000\) during 2000,1999 and 1998, respectively.

To measure international profitability, Pacific Century maintains an internal transfer pricing system that makes certain income and expense allocations, including interest expense for the use of domestic funds. Interest rates used in determining charges on advances of funds are based on prevailing deposit rates. Overhead is allocated based on services rendered by administrative units to profit centers.

Note J--Contingent Liabilities

Pacific Century is a defendant in various legal proceedings and, in addition, there are various other contingent liabilities arising in the normal course of business. After consultation with legal counsel, management does not anticipate that the disposition of these proceedings and contingent liabilities will have a material effect upon the consolidated financial statements.

Note K--Profit Sharing, Retirement and Postretirement Benefit Plans

A deferred-compensation profit sharing plan (Profit Sharing Plan) is provided for the benefit of all employees of Pacific Century and its subsidiaries who have met the Profit Sharing Plan's eligibility requirements. The Profit Sharing Plan provides for annual contributions based on a schedule of performance levels. The schedule establishes the percentage of adjusted net income to be contributed based on Pacific Century's adjusted return on equity. Participants in the Profit Sharing Plan receive up to 50\% of their annual allocation in cash. The remaining amounts are deferred and may be invested in various options including mutual funds, a collective trust, and common shares of Pacific Century. In 1998, the portion of the Profit Sharing Plan consisting of the Pacific Century Stock Fund was converted to an employee stock ownership plan. Pacific Century's contributions to the Profit Sharing Plan totaled \(\$ 4,569,000\) in \(2000, \$ 6,849,000\) in \(1999, \$ 8,472,000\) in 1998 . The Profit Sharing Plan provides for a company match of \(\$ 1.25\) for each \(\$ 1.00\) in \(401(k)\) contributions made by qualified employees up to a maximum of \(2 \%\) of the employee's compensation. For 2000, 1999 and 1998, matching contributions under this plan totaled \(\$ 3,169,000, \$ 3,176,000\) and \(\$ 2,981,000\), respectively.

Pacific Century has a defined-contribution money purchase plan (Money

Purchase Plan) under which it contributes 4\% of an employee's compensation for employees meeting certain eligibility and vesting requirements. The Money Purchase Plan has a one year eligibility requirement and a five year vesting period. For 2000, 1999 and 1998, Pacific Century contributed \(\$ 5,553,000\), \(\$ 5,898,000\) and \(\$ 5,192,000\), respectively, to the Money Purchase Plan.

Pacific Century also has an Excess Profit Sharing Plan and an Excess Money Purchase Plan, which cover certain employees for amounts exceeding the limits under those plans.

Pacific Century froze its non-contributory, qualified defined-benefit retirement plan (Retirement Plan) and non-qualified excess retirement plan (Excess Plan) in 1995. The Retirement Plan and Excess Plan had covered certain employees meeting eligibility requirements. Since the Plans were frozen, no new participants have been added, but qualifying participants' benefits have been adjusted for changes in salaries through December 31, 2000.

During 2000, annuities were purchased by the Plan to settle the obligations to almost 900 retirees in payout status. The purchase satisfied obligations of \(\$ 35,070,000\) and allowed for the recognition of a settlement gain of \(\$ 11,900,000\) during the year.

Retirement Plan assets are managed by investment advisors in accordance with investment policies established by the plan trustees. Retirement Plan investments primarily consist of marketable securities including stocks, U.S. Government agency securities, a money market fund, mutual funds, and a collective investment fund. The assets of the Retirement Plan include securities of related parties (Pacific Capital Funds, a Pacific Century Trust collective investment fund, and a Pacific Century Trust money market fund). Pacific Century Trust is a division of Bank of Hawaii and either manages or advises the Pacific Capital Funds and Pacific Century Trust collective investment fund and money market fund. The fair value of securities of related parties as of December 31, 2000 was \(\$ 10,269,000\).

The Excess Plan is a non-qualified excess retirement benefit plan which covers certain employees of Pacific Century and participating subsidiaries. The unfunded Excess Plan recognizes the liability to participants for amounts exceeding the limits allowed under the Retirement Plan.

Pacific Century's Postretirement Benefit Plans provide retirees with group life, dental and medical insurance coverage. The cost of providing postretirement benefits are "shared costs" where both the employer and former employees pay a portion of the premium. Most employees of Pacific Century and its subsidiaries who have met the eligibility requirements are covered by this plan. Beginning in 1993, Pacific Century began recognizing the transition obligation over 20 years. Pacific Century has no segregated assets to provide postretirement benefits.

The following table sets forth the change in benefit obligation, change in fair value of plan assets, funded status, and net amount recognized in the Consolidated Statements of Financial Condition for the aggregated pension plans (Retirement Plan and Excess Plan) and Postretirement Benefit Plans for the years ended December 31, 2000 and 1999.

\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline Benefit Obligation at Beginning of Year................................. & & 84,771 & \$ & 91,262 & \$ & 24,105 & \$ & 29,090 \\
\hline Service Cost & & -- & & -- & & 932 & & 1,059 \\
\hline Interest Cost & & 5,142 & & 6,305 & & 1,716 & & 1,709 \\
\hline Obligation Settled & & \((35,070)\) & & -- & & -- & & -- \\
\hline Actuarial (Gain) Loss & & 3,969 & & \((7,152)\) & & (597) & & \((6,653)\) \\
\hline Employer Benefits Paid/1/ & & \((3,825)\) & & \((5,644)\) & & (942) & & (1,100) \\
\hline Benefit Obligation at End of Year.. & \$ & 54,987 & & 84,771 & \$ & 25,214 & \$ & 24,105 \\
\hline Change in Fair Value of Plan Assets & & & & & & & & \\
\hline Fair Value of Plan Assets at Beginning of Year.......... & \$ & 96,849 & \$ & 85,055 & \$ & -- & \$ & -- \\
\hline Actual Return on Plan Assets & & 2,966 & & 17,050 & & -- & & -- \\
\hline Employer Contribution & & 481 & & 388 & & 942 & & 1,100 \\
\hline Employer Benefits Paid & & \((3,825)\) & & \((5,644)\) & & (942) & & (1,100) \\
\hline Annuity Purchased. & & \((36,053)\) & & -- & & -- & & -- \\
\hline Fair Value of Plan Assets at End of & & & & & & & & \\
\hline Year. & \$ & 60,418 & \$ & 96,849 & \$ & -- & \$ & \\
\hline Funded Status & \$ & 5,431 & \$ & 12,078 & & \((25,214)\) & & \((24,105)\) \\
\hline Unrecognized Net Actuarial Gain & & \((2,088)\) & & \((23,855)\) & & \((12,432)\) & & \((12,451)\) \\
\hline Unrecognized Transition & & & & & & & & \\
\hline Obligation. & & -- & & -- & & 8,358 & & 9,054 \\
\hline Net Amount Recognized; Accrued. & \$ & 3,343 & & (11, 777) & & (29,288) & & \((27,502)\) \\
\hline Amounts Recognized in the & & & & & & & & \\
\hline Consolidated Statements of & & & & & & & & \\
\hline Financial Condition Consist of: & & & & & & & & \\
\hline Prepaid Benefit Cost & \$ & 10,439 & \$ & -- & \$ & -- & \$ & -- \\
\hline Accrued Benefit Liability. & & \((8,066)\) & & \((12,747)\) & & \((29,288)\) & & \((27,502)\) \\
\hline Accumulated Other Comprehensive & & & & & & & & \\
\hline Income. & & 970 & & 970 & & -- & & -- \\
\hline Net Amount Recognized; Accrued. & \$ & 3,343 & & (11, 777) & & \((29,288)\) & & \((27,502)\) \\
\hline & & \(======\) & & \(======\) & & \(=======\) & & \(=====\) \\
\hline
\end{tabular}
--------
/1/ Participants' contributions relative to the Postretirement Benefits Plan are offset against employer benefits paid in the above table. For the years ended December 31, 2000 and 1999, participants' contributions for postretirement benefits totaled \(\$ 896,000\) and \(\$ 817,000\), respectively. There were no participants' contributions in the pension plans.

For the unfunded Excess Plan, the projected benefit obligation and accumulated benefit obligation for the Excess Plan were both \(\$ 8.1\) million as of December 31, 2000 and \(\$ 7.8\) million and \(\$ 7.7\) million, respectively, as of December 31, 1999. The accrued benefit liability as of December 31, 2000 and 1999 was \(\$ 7.8\) million and \(\$ 7.7\) million, respectively.

61

Components of net periodic benefit cost for the aggregated pension plans and the Postretirement Benefit Plans are presented in the following table for the years ended December 31, 2000, 1999 and 1998.
\begin{tabular}{|c|c|c|c|c|c|}
\hline & n Bene & & \multicolumn{3}{|l|}{Postretirement Benefits} \\
\hline 2000 & 1999 & 1998 & 2000 & 1999 & 1998 \\
\hline
\end{tabular}
(in thousands of dollars)


Assumptions used for the aggregated pension plans and Postretirement Benefit Plans at December 31, 2000, 1999 and 1998 are as follows:
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multicolumn{3}{|c|}{Pension Benefits} & \multicolumn{3}{|l|}{Postretirement Benefits} \\
\hline 2000 & 1999 & 1998 & 2000 & 1999 & 1998 \\
\hline & & & & & \\
\hline
\end{tabular}
```

Weighted Average Assumptions as of
December 31:
Discount Rate...................... 7.50% 7.75% 7.00% 7.50% 7.75% 7.00%
Expected Return on Plan Assets...... 9.00% 9.00% 9.00% -- -- --
Rate of Compensation Increase...... 5.00% 5.00% 5.00% -- -- --

```

The medical cost trend rate for employees under the age of 65 was revised at December 31, 1998 to \(8.0 \%\) for 1999 and leveling thereafter to \(6.0 \%\). The medical cost trend rate for employees over the age of 65 and the dental cost trend rate were both revised at December 31, 1998 to a flat rate of \(6.0 \%\) per year. A one percent change in this assumption (with all other assumptions remaining constant) would impact the service and interest cost components of the net periodic postretirement benefit cost and the postretirement benefit obligation for 2000 as follows:


Note L--Stock Option Plans
The Pacific Century Stock Option Plans (the Plans) are administered by the Compensation Committee which is composed entirely of non-employee directors. The Plans provide participants with the option to purchase shares of common stock at a specified exercise price beginning one year after the date the
option was granted and expiring ten years from the date of grant. The exercise price is the fair market value of the shares on the date the option was granted. The Plans also provide certain participants with stock options in tandem with stock appreciation rights (SAR). A SAR entitles an optionee, in lieu of exercising the stock option, to receive cash equal to the excess of the market value of the shares as of the exercise date over the option price. The Compensation Committee has limited the exercise of SARs to \(\$ 1\) million per year, allocated among the participants. The expense for the SARs recognized in the Consolidated Statements of Income was zero in 2000, \$370,000 in 1999 and \(\$ 614,000\) in 1998.

Pacific Century has a Director Stock Option Plan that grants restricted common shares to directors and requires directors to retain shares exercised throughout the service period as a director. The plan automatically grants annually an option for 1,000 shares to each Pacific Century director, who is also a director of Bank of Hawaii and an option for 500 shares to directors who are only directors of Pacific Century or Bank of Hawaii. The exercise price is based on the closing market price of the shares on the date that the option was granted. Each option expires on the tenth anniversary date of its grant and is generally not transferable. If an optionee ceases to serve as a director for any reason other than death, the option immediately terminates and any restricted shares that were previously acquired are subject to redemption at a price equal to the market value of the shares at the time of grant. As of December 31, 2000, 99,000 options were outstanding under this plan.

The following information relates to options outstanding as of December 31, 2000:
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{Range of Exercise Price} & \multicolumn{3}{|c|}{Options Outstanding} & \multicolumn{2}{|l|}{Options Exercisable} \\
\hline & Number of Shares Outstanding & Weighted Average Exercise Price & Weighted Average Remaining Contractual Life & Number of Shares Exercisable & Weighted Average Exercise Price \\
\hline \$10.87--\$12.88. & 111,434 & \$12.86 & 46.8 & 111,434 & \$12.86 \\
\hline 13.56-- 15.54. & 4,129,925 & 13.81 & 102.0 & 986,025 & 14.58 \\
\hline 16.01-- 18.13. & 1,673,965 & 17.46 & 91.2 & 1,654,965 & 17.47 \\
\hline 18.25-- 20.56. & 621,048 & 18.58 & 61.2 & 600,548 & 18.53 \\
\hline 20.88-- 22.19. & 767,072 & 21.22 & 68.4 & 763,572 & 21.21 \\
\hline 23.94-- 26.06. & 677,706 & 25.83 & 75.6 & 677,706 & 25.83 \\
\hline Total. & 7,981,150 & 16.66 & 91.2 & 4,794,250 & \$18.68 \\
\hline
\end{tabular}

The following table presents the activity of Stock Option Plans for the years ended December 31, 2000, 1999 and 1998:
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & \multicolumn{2}{|l|}{2000} & \multicolumn{2}{|l|}{1999} & \multicolumn{2}{|l|}{1998} \\
\hline & Shares & \begin{tabular}{l}
Weighted \\
Average Price
\end{tabular} & Shares & Weighted Average Price & Shares & Weighted Average Price \\
\hline Outstanding at January 1. & 5,079,388 & \$18.65 & 4,787,562 & \$17.99 & 4,097,050 & \$18.13 \\
\hline Granted. & 3,487,650 & 13.65 & 1,014,000 & 18.69 & 1,117,000 & 17.43 \\
\hline Exercised/1/ & \((245,506)\) & 12.81 & \((553,676)\) & 12.44 & \((706,506)\) & 13.99 \\
\hline Forfeited. & \((74,300)\) & 18.28 & \((115,000)\) & 18.79 & \((57,500)\) & 24.24 \\
\hline Expired. & (266,082) & 21.24 & \((53,498)\) & 24.33 & \((9,944)\) & 17.34 \\
\hline Exchanged in conjunction with purchase of CU & & & & & & \\
\hline Bancorp............. & -- & -- & -- & -- & 347,462 & 11.06 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline Outstanding at December 31.. & 7,981,150 & \$16.66 & 5,079,388 & \$18.65 & 4,787,562 & \$17.99 \\
\hline Options Exercisable at & & & & & & \\
\hline December 31... & 4,794,250 & & 4,105,388 & & 3,712,062 & \\
\hline Shares Available for Future & & & & & & \\
\hline Grants.................. & 1,718,480 & & 974,144 & & 1,819,646 & \\
\hline
\end{tabular}
--------
/1/ The price per share of options exercised on an actual exercise price basis ranged between \(\$ 10.87\) and \(\$ 26.06\) for 2000 , \(\$ 7.24\) and \(\$ 21.13\) for 1999 , and \(\$ 7.44\) and \(\$ 21.88\) for 1998 .

63

The following table presents for the years ended December 31, 2000, 1999 and 1998 the pro forma disclosures of the impact that option grants would have had on net income and earnings per share had the grants been measured using the fair value of accounting prescribed by SFAS No. 123:
\begin{tabular}{|c|c|c|c|c|c|}
\hline & 2000 & & 1999 & & 1998 \\
\hline \multicolumn{6}{|l|}{(in thousands of dollars except per share and option data)} \\
\hline \$ & 109,336 & \$ & 130,749 & \$ & 103,160 \\
\hline \$ & 1.37 & \$ & 1.63 & \$ & 1.29 \\
\hline \$ & 1.37 & \$ & 1.61 & \$ & 1.27 \\
\hline \$ & 3.76 & \$ & 5.37 & \$ & 3.80 \\
\hline & \(5.81 \%\) & & \(5.96 \%\) & & \(5.08 \%\) \\
\hline & \(29.36 \%\) & & \(31.47 \%\) & & \(24.52 \%\) \\
\hline & 3.28\% & & \(3.18 \%\) & & \(3.10 \%\) \\
\hline & 6 years & & 5 years & & 5 years \\
\hline
\end{tabular}
--------
/1/ The Black-Scholes option pricing model was used to develop the fair values of the grants.

Note M--Other Operating Expense

Other operating expense for the years ended December 31, 2000, 1999 and 1998 was as follows:
\begin{tabular}{|c|c|c|}
\hline 2000 & 1999 & 1998 \\
\hline
\end{tabular}
(in thousands of dollars)
\begin{tabular}{|c|c|c|}
\hline Legal and Other Professional Fees
Stationery and Supplies........ & \(\$ 32,391\)
9,807 & \[
\begin{array}{r}
35,772 \\
11,062
\end{array}
\] \\
\hline Amortization of Intangible Assets & 19,435 & 17,383 \\
\hline Credit Card Processing & 17,217 & 14,824 \\
\hline Other & 101,257 & 95,505 \\
\hline Total & \$180,107 & \$174,546 \\
\hline
\end{tabular}

Note N --Income Taxes

The significant components of the provision for income taxes for the years
\begin{tabular}{|c|c|c|}
\hline 2000 & 1999 & 1998 \\
\hline \multicolumn{3}{|l|}{(in thousands of dollars)} \\
\hline \$28,567 & \$ 72,234 & \$ 54,553 \\
\hline 8,378 & 11,970 & 11,193 \\
\hline 21,160 & 19,124 & 18,021 \\
\hline \$58,105 & \$103,328 & \$ 83,767 \\
\hline \$ 9,084 & \$ (14,508) & \$ 25,376 ) \\
\hline 2,481 & 2,817 & (511) \\
\hline \((3,341)\) & 1,092 & \((1,231)\) \\
\hline \$ 8,224 & \$ (10,599) & \$ 27,118\()\) \\
\hline \$66,329 & \$ 92,729 & \$ 56,649 \\
\hline
\end{tabular}

The current income tax provision includes taxes on gains and losses on the sale of securities of \(\$(580,000), \$ 5,776,000\) and \(\$ 1,415,000\) for 2000 , 1999 and 1998, respectively. Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. Significant components of Pacific Century's deferred tax liabilities and assets as of December 31, 2000 and 1999 reclassified based on the tax returns as filed, are as follows:
\begin{tabular}{|c|c|c|}
\hline & 2000 & 1999 \\
\hline & (in thous dolla & ands of s) \\
\hline Deferred Tax Liabilities: & & \\
\hline Lease Transactions & \$205,954 & \$169,774 \\
\hline Deferred Investment Tax Credits & 2,224 & 2,646 \\
\hline Accelerated Depreciation & 54 & (947) \\
\hline Core Deposit Intangible & 4,881 & 5,946 \\
\hline Total Deferred Tax Liabilities & \$213,113 & \$177,419 \\
\hline Deferred Tax Assets: & & \\
\hline Reserve for Loan Losses. & \$ 87,295 & \$ 60,446 \\
\hline Accrued Pension Cost & \((3,931)\) & 1,959 \\
\hline Net Operating Loss Carry Forwards & 4,393 & 1,052 \\
\hline Securities Valuation Reserve. & \((1,464)\) & 28,105 \\
\hline Postretirement Benefits & 12,198 & 11,418 \\
\hline Other, Net. & 9,944 & 8,405 \\
\hline Foreign Tax Credit Carry Forwards & 5,000 & -- \\
\hline Total Deferred Tax Assets. & \$113,435 & \$111,385 \\
\hline Net Deferred Tax Liabilities & \$ 99,678 & \$ 66,034 \\
\hline
\end{tabular}

For financial statement purposes, Pacific Century had deferred investment tax credits for property purchased for lease to customers of \(\$ 2,224,000\), \(\$ 2,646,000\) and \(\$ 2,977,000\) at December \(31,2000,1999\) and 1998 , respectively. In 2000, 1999 and 1998, investment tax credits included in the computation of the provision for income taxes were \(\$ 422,000, \$ 331,000\) and \(\$ 2,643,000\), respectively. Pacific Century has foreign tax credit carry forwards of approximately \(\$ 5,000,000\) at December 31, 2000 , which may be used to offset future federal income tax expense. The foreign tax credit carry forwards will expire at the end of 2005. Management expects to generate sufficient foreign source income to utilize the foreign tax credit carry forwards.

The following analysis reconciles the Federal statutory income tax rate to the effective consolidated income tax rate for the years ended December 31, 2000, 1999 and 1998:
\begin{tabular}{|c|c|c|c|}
\hline & 2000 & 1999 & 1998 \\
\hline \multicolumn{4}{|l|}{\multirow[t]{2}{*}{Statutory Federal Income Tax Rate........................... 35.0\% 35.0\% 35.0\% Increase (Decrease) in Tax Rate Resulting From:}} \\
\hline & & & \\
\hline State Taxes, Net of Federal Income Tax and Foreign Tax Adjustments. & 3.9 & 4.4 & 4.2 \\
\hline Tax-Exempt Interest Income & (0.3) & (0.3) & (0.3) \\
\hline Intangibles. & 2.0 & 1.6 & 2.1 \\
\hline Low Income Housing and Investment Tax Credits & (5.6) & (4.7) & (6.2) \\
\hline Other/1/ & 1.9 & 5.1 & (0.2) \\
\hline Effective Tax Rate. & \(36.9 \%\) & 41.1\% & 34.6\% \\
\hline
\end{tabular}
--------
/1/ For 1999, income taxes associated with the sale of a special purpose leasing subsidiary increased the effective tax rate by \(3.5 \%\).

For financial statement purposes, no deferred income tax liability has been recorded for tax bad debt reserves that arose in tax years beginning before December 31, 1987. Such tax bad debt reserves total approximately \(\$ 18.2\) million for which no provision for federal income taxes has been provided. If these amounts are used for purposes other than to absorb bad debt losses, they will be subject to federal income taxes at the then applicable rates.

Note O--Financial Instruments with Off-Balance Sheet Risk
Pacific Century is a party to financial instruments with off-balance sheet risk in the normal course of its business to meet the financing needs of customers and to manage its own exposure to fluctuations in interest and foreign exchange rates. These financial instruments include commitments to extend credit, standby letters of credit, foreign exchange contracts, and interest rate options. To varying degrees, these instruments involve elements of credit and interest rate risk in excess of the amount recognized in the statements of condition. The contract or notional amounts of these instruments reflect the extent of involvement that Pacific Century has in each class of financial instrument. The FASB has categorized certain of these off-balance sheet financial instruments that include foreign currency contracts and interest rate swaps as derivative financial instruments. FASB has further categorized these derivative financial instruments into "held or issued for purposes other than trading" or "trading."

Pacific Century's exposure to off-balance sheet credit risk is defined as the possibility of sustaining a loss due to the failure of the counterparty to
perform in accordance with the terms of the contract. Credit risks associated with off-balance sheet financial instruments are similar to those relating to on-balance sheet financial instruments. Pacific Century manages off-balance sheet credit risk with the same standards and procedures applied to its commercial lending activity.

Traditional Off-Balance Sheet Risk Instruments
Commitments to extend credit are agreements to lend to a customer as long as there is no violation of the terms or conditions established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since commitments may expire without being drawn, the total commitment amount does not necessarily represent future cash requirements. Pacific Century evaluates each customer's credit worthiness on an individual basis. The amount of collateral obtained is based on management's credit evaluation of the customer. The type of collateral varies, but may include cash, accounts receivable, inventory, and property, plant, and equipment.

Standby letters of credit are conditional commitments issued by Pacific Century to guarantee the performance of a customer to a third party. These guarantees are primarily issued to support borrowing agreements. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers. Pacific Century holds cash and deposits as collateral on those commitments for which collateral is deemed necessary.

\section*{Derivative Financial Instruments Held for Trading}

Foreign exchange contracts are contracts for delayed delivery of a foreign currency in which the seller agrees to make delivery at a specified future date at a specified price. Risks arise from the possible inability of counterparties to meet the terms of their contracts and from movements in currency rates. Collateral is generally not required for these transactions. At December 31, 2000, the notional amount of foreign exchange contracts held for trading totaled \(\$ 905.6\) million, with a fair value of \(\$ 11.0\) million, compared to \(\$ 686.7\) million, with a fair value of \(\$ 3.7\) million at December 31 , 1999. Pacific Century uses foreign exchange contracts to offset foreign currency positions taken on behalf of its customers and for its own account.

Derivative Financial Instruments Held or Issued for Other Than Trading
At December 31, 2000, the notional amount of foreign exchange contracts held for other than trading totaled \(\$ 181.8\) million with a fair value of \(\$ 13.4\) million, compared to \(\$ 229.3\) million at December 31,1999 with a fair value of \(\$(3.0)\) million. Pacific Century uses these foreign exchange contracts primarily for asset and liability management activities.

Interest rate options, which primarily consist of caps and floors, are interest rate protection instruments that involve the obligation of the seller to pay the buyer an interest rate differential in exchange for a premium paid by the buyer. This differential represents the difference between current interest rates and an agreed-upon rate applied to a notional amount. Exposure to loss on these options will increase or decrease over their respective lives as interest rates fluctuate. Pacific Century transacts interest rate options on behalf of its customers and does not maintain significant open positions.

From time to time Pacific Century utilizes interest-rate swaps in managing its exposure to interest-rate risk. These financial instruments require the exchange of fixed and floating rate interest payments based on the notional amount of the contract for a specified period. Pacific Century has used swap agreements to effectively convert portions of its floating rate loan portfolio to fixed rate. At December 31, 2000 , no swaps were in effect.

Pacific Century's credit risk exposure on interest-rate swaps is equal to the total market value of those instruments with gains. As of December 31, 2000 and 1999 Pacific Century had no credit risk exposure from swaps. At yearend 1998, the aggregate credit risk of swaps was \(\$ 0.3\) million and the net market value of all positions was \(\$ 0.3\) million. Net expense on interest rate swap agreements totaled \(\$ 0.1\) million and \(\$ 1.5\) million for 1999 and 1998, respectively.

The table below summarizes by notional amounts the activity for each major category of interest-rate swaps in 2000. Pacific Century had no deferred gains or losses relating to terminated swap contracts in 2000 and 1999.
\begin{tabular}{|c|c|}
\hline & Receive Fixed \\
\hline & (in thousands of dollars) \\
\hline Balance, December 31, 1997. & \$ 492,549 \\
\hline Additions & -- \\
\hline Maturities/Amortizations & \((354,970)\) \\
\hline Balance, December 31, 1998. & \$ 137,579 \\
\hline Additions & -- \\
\hline Maturities/Amortizations & \((137,579)\) \\
\hline Balance, December 31, 1999. & \$ -- \\
\hline Additions. & -- \\
\hline Maturities/Amortizations. & -- \\
\hline Balance, December 31, 2000. & \$ \\
\hline
\end{tabular}

Note P--Fair Values of Financial Instruments
The fair value of a financial instrument is the amount at which the instrument could be exchanged in a current transaction between willing parties, other than in a forced liquidation sale. When possible, fair values are measured based on quoted market prices for the same or comparable instruments. Because many of Pacific Century's financial instruments lack an available market price, management must use its best judgment in estimating the fair value of those instruments based on present value or other valuation techniques. Such techniques are significantly affected by estimates and assumptions, including the discount rate, future cash flows, economic conditions, risk characteristics, and other relevant factors. These estimates are subjective in nature and
involve uncertain assumptions and, therefore, cannot be determined with precision. Many of the derived fair value estimates cannot be substantiated by comparison to independent markets and could not be realized in immediate settlement of the instrument. Certain financial instruments and all nonfinancial instruments are excluded from disclosure requirements. Accordingly, the aggregate fair value amounts presented do not represent the underlying value of Pacific Century.

The following methods and assumptions were used by Pacific Century in estimating fair values of financial instruments:

Cash and Cash Equivalents: The carrying amounts reported in the balance sheet for cash and short term investments approximate the fair value of these assets.

Investment Securities Held to Maturity, Investment Securities Available for Sale and Trading Securities: Fair values for investment securities are based on quoted market prices, where available. If quoted market prices are not available, fair values are based on quoted market prices of comparable instruments.

Loans: Fair values of loans are determined by discounting the expected future cash flows of pools of loans with similar characteristics. Loans are first segregated by type such as commercial, real estate, consumer, and foreign and are then further segmented into fixed and adjustable rate and loan quality categories. Expected future cash flows are projected based on contractual cash flows, adjusted for estimated prepayments.

Deposit Liabilities: Fair values of non-interest bearing and interestbearing demand deposits and savings deposits are equal to the amount payable on demand (e.g., their carrying amounts) because these products have no stated maturity. Fair values of time deposits are estimated using discounted cash flow analyses. The discount rates used are based on rates currently offered for deposits with similar remaining maturities.

Short-Term Borrowings: The carrying amounts of securities sold under agreements to repurchase, funds purchased, commercial paper, and other short-term borrowings approximate their fair values.

Long-Term Debt: Fair values of long-term debt are estimated using discounted cash flow analyses, based on Pacific Century's current incremental borrowing rates for similar types of borrowings.

Off-Balance Sheet Instruments: Fair values of off-balance sheet instruments (e.g., commitments to extend credit, standby letters of credit, commercial letters of credit, foreign exchange and swap contracts, and interest rate swap agreements) are based on fees currently charged to enter into similar agreements, taking into account the remaining terms of the agreements and the counterparties' credit standing, current settlement values or quoted market prices of comparable instruments.

The following table presents the fair values of Pacific Century's financial instruments at December 31, 2000 and 1999.

\begin{tabular}{|c|c|c|c|c|}
\hline Loans/1/ & \$8,591,262 & \$8,968,128 & \$8,818,300 & \$8,970,900 \\
\hline Investment Securities/2/ & 3,177,100 & 3,183,700 & 3,338,600 & 3,330,000 \\
\hline Other Financial Assets/3/ & 327,100 & 327,100 & 339,600 & 339,600 \\
\hline \multicolumn{5}{|l|}{Financial Instruments--Liabilities} \\
\hline Deposits. & 9,101,600 & 9,101,800 & 9,394,200 & 9,381,000 \\
\hline Short-Term Borrowings/4/ & 2,279,900 & 2,279,900 & 2,789,600 & 2,789,600 \\
\hline Long-Term Debt/5/ & 997,200 & 1,048,000 & 720,400 & 696,700 \\
\hline \multicolumn{5}{|l|}{Financial Instruments--Off-Balance Sheet} \\
\hline \multicolumn{5}{|l|}{Financial Instruments Whose Contract Amounts} \\
\hline \multicolumn{5}{|l|}{Represent Credit Risk:} \\
\hline Commitments to Extend Credit & 3,347,600 & 8,900 & 4,155,200 & 11,600 \\
\hline Standby Letters of Credit. & 290,700 & 1,500 & 513,400 & 2,900 \\
\hline Commercial Letters of Credit & 125,900 & 300 & 159,000 & 600 \\
\hline \multicolumn{5}{|l|}{Financial Instruments Whose Notional or Contract} \\
\hline Amounts Exceed the Amount of Credit Risk: & & & & \\
\hline Foreign Exchange and Swap Contracts & 1,087,400 & 24,400 & 916,000 & 700 \\
\hline Interest Rate Swap Agreements.. & -- & , & , & -- \\
\hline
\end{tabular}
/1/ Includes all loans, net of unearned income and reserve for loan losses, and excludes net leases.
/2/ Includes both held to maturity and available for sale securities.
/3/ Includes interest-bearing deposits, funds sold and trading securities.
/4/ Includes securities sold under agreements to repurchase, funds purchased and short-term borrowings.
/5/ Excludes capitalized lease obligations.

Note Q--Business Segments
Pacific Century is a financial services organization that maintains a broad presence throughout the Pacific region. The financial performance of individual operating components are assessed by the chief operating decision maker of Pacific Century in accordance with geographic and functional area of operations. Geographically, Pacific Century has aligned its operations into four major segments: Hawaii, the Pacific, Asia, and the U.S. Mainland. In addition, the Treasury and Other Corporate segment includes corporate asset and liability management activities, the unallocated portion of various administrative costs, and reconciling differences between economic and financial statement results.

Business segment results are determined based on Pacific Century's internal financial management reporting process and organization structure. The financial management reporting process uses various techniques to assign and transfer balance sheet and income statement amounts between business units. In measuring line of business financial performance, Pacific Century utilizes certain accounting practices that differ from accounting principles generally accepted in the United States. Accordingly, certain balances reflected in the line of business report differ from the corresponding amounts in the consolidated financial statements. Accounting practices and other key elements of Pacific Century's line of business financial management reporting process follows:
- Economic Provision--Business units are allocated an economic provision for loan losses that reflects the expected normalized loss determined by a statistically applied approach that considers risk factors, including historical loss experience, within a given portfolio. The economic provision is different from the method used to determine Pacific Century's consolidated provision for loan losses, which is based on an evaluation of the adequacy of the reserve for loan losses.
. Net Interest Income--Pacific Century relies primarily on net interest income as the relevant revenue measure in assessing segment financial performance. Interest revenue and interest expense are allocated to business units using a funds transfer pricing process.
- Non-Interest Expense--Expenses for centrally provided services are based on estimated usage of those services using various allocation techniques.
. Income Taxes--Income taxes are charged to business units based on Pacific Century's consolidated effective tax rate, exclusive of tax benefits. Tax benefits resulting from permanent differences between book and tax income are allocated to the business segment to which they relate.

From time to time, Pacific Century's line of business management reporting process may change based on refinements in segment reporting policies or changes in organizational structure, accounting systems, product lines or information systems. These changes could result in a realignment of business lines or modifications to allocation and transfer methodologies. When material changes are made to the financial management reporting process prior period reports would be restated.

Presented below is the financial results for each of Pacific Century's business segments for the years ended December 31, 2000, 1999, and 1998.

Business Segment Selected Financial Information

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline \multicolumn{13}{|l|}{} \\
\hline Net Interest Income......... & \$ & 287,205 & \$ & 119,452 & \multirow[t]{2}{*}{\$} & \multirow[t]{2}{*}{\[
\begin{gathered}
22,561 \\
(16,648)
\end{gathered}
\]} & \multirow[t]{2}{*}{\$} & \multirow[t]{2}{*}{\[
\begin{aligned}
& 117,252 \\
& (14,270)
\end{aligned}
\]} & \multirow[t]{2}{*}{\$} & \multirow[t]{2}{*}{\[
\begin{gathered}
9,761 \\
(69,402)
\end{gathered}
\]} & \multirow[t]{2}{*}{\$} & \multirow[t]{2}{*}{\[
556,231
\]} \\
\hline Economic Provision................. & & \((29,669)\) & \multicolumn{2}{|r|}{\((12,864)\)} & & & & & & & & \\
\hline Risk-Adjusted Net Interest Income.. & & 257,536 & & 106,588 & & 5,913 & & 102,982 & & \((59,641)\) & & 413,378 \\
\hline Non-Interest Income. & & 144,282 & & 39,355 & & 19,239 & & 15,012 & & 45,541 & & 263,429 \\
\hline Total Risk-Adjusted Revenue & & 401,818 & & 145,943 & & 25,152 & & 117,994 & & \((14,100)\) & & 676,807 \\
\hline Non-Interest Expense & & 274,881 & & 98,038 & & 25,232 & & 70,281 & & 28,385 & & 496,817 \\
\hline Net Income Before Income Taxes & & 126,937 & & 47,905 & & (80) & & 47,713 & & \((42,485)\) & & 179,990 \\
\hline Income Taxes & & \((55,376)\) & & \((20,930)\) & & (24) & & \((10,304)\) & & 20,305 & & \((66,329)\) \\
\hline Net Income & \$ & 71,561 & \$ & 26,975 & \$ & (104) & \$ & 37,409 & \$ & \((22,180)\) & \$ & 113,661 \\
\hline Actual Loan Loss Provision & \$ & 90,407 & \$ & 25,529 & \$ & 13,503 & \$ & 13,414 & & \$-- & \$ & 142,853 \\
\hline Total Assets at December 31, 2000.. & & ,254,122 & & 132,307 & & 118,014 & & 025,236 & & 484,137 & & ,013,816 \\
\hline \multicolumn{13}{|l|}{Year Ended December 31, 1999} \\
\hline Net Interest Income. & \$ & 288,412 & \$ & 121,780 & \$ & 23,836 & \$ & 105,805 & \$ & 34,910 & \$ & 574,743 \\
\hline Economic Provision/1/,/2/ & & \((33,053)\) & & \((14,105)\) & & \((19,500)\) & & \((10,908)\) & & 16,651 & & \((60,915)\) \\
\hline Risk-Adjusted Net Interest Income. & & 255,359 & & 107,675 & & 4,336 & & 94,897 & & 51,561 & & 513,828 \\
\hline Non-Interest Income. & & 135,383 & & 40,485 & & 17,929 & & 30,301 & & 41,483 & & 265,581 \\
\hline Total Risk-Adjusted Revenue & & 390,742 & & 148,160 & & 22,265 & & 125,198 & & 93,044 & & 779,409 \\
\hline Non-Interest Expense/3/ & & 292,868 & & 108,644 & & 26,810 & & 69,173 & & 56,228 & & 553,723 \\
\hline Net Income Before Income Taxes & & 97,874 & & 39,516 & & \((4,545)\) & & 56,025 & & 36,816 & & 225,686 \\
\hline Income Taxes/4/,/5/ & & \((42,978)\) & & \((17,022)\) & & 1,639 & & \((18,412)\) & & \((15,956)\) & & \((92,729)\) \\
\hline Net Income & \$ & 54,896 & \$ & 22,494 & \$ & \((2,906)\) & \$ & 37,613 & \$ & 20,860 & \$ & 132,957 \\
\hline Actual Loan Loss Provision & & \$18,328 & & \$11,052 & & \$34,507 & & \$ 2,972\()\) & & \$-- & \$ & 60,915 \\
\hline Total Assets at December 31, 1999. & & ,294,346 & & ,466,435 & & 607,704 & & 688,031 & & 383,799 & & 440,315 \\
\hline \multicolumn{13}{|l|}{Year Ended December 31, 1998} \\
\hline Net Interest Income & \$ & 294,898 & \$ & 121,642 & \$ & 25,365 & \$ & 100,342 & \$ & 34,354 & \$ & 576,601 \\
\hline Economic Provision. & & \((37,012)\) & & \((12,910)\) & & \((5,031)\) & & \((11,257)\) & & \((17,804)\) & & (84,014) \\
\hline Risk-Adjusted Net Interest Income. & & 257,886 & & 108,732 & & 20,334 & & 89,085 & & 16,550 & & 492,587 \\
\hline Non-Interest Income. & & 114,094 & & 43,348 & & 15,847 & & 10,938 & & 27,524 & & 211,751 \\
\hline Total Risk-Adjusted Revenu & & 371,980 & & 152,080 & & 36,181 & & 100,023 & & 44,074 & & 704,338 \\
\hline Non-Interest Expense. & & 288,258 & & 113,770 & & 25,016 & & 73,251 & & 40,430 & & 540,725 \\
\hline Net Income Before Income Taxes. & & 83,722 & & 38,310 & & 11,165 & & 26,772 & & 3,644 & & 163,613 \\
\hline Income Taxes. & & \((35,083)\) & & \((15,314)\) & & \((4,156)\) & & 31 & & \((2,127)\) & & \((56,649)\) \\
\hline Net Income & \$ & 48,639 & \$ & 22,996 & \$ & 7,009 & \$ & 26,803 & \$ & 1,517 & \$ & 106,964 \\
\hline Actual Loan Loss Provision & & \$27,647 & & \$17,100 & & \$36,709 & & \$2,568 & & \$-- & \$ & 84,014 \\
\hline Total Assets at December 31, 1998.. & & ,272,787 & & 432,873 & & 613,369 & & 629,987 & & 067,547 & & ,016,563 \\
\hline
\end{tabular}
--------
/1/ The economic provision for loan losses reflects the expected normalized loss determined by a statistically applied approach that considers risk factors, including historical loss experience, within a given portfolio. The economic provision differs from the provision determined under generally accepted accounting principles. The difference between the sum of the economic provision for business segments and the provision in the consolidated financial statements is included in Treasury and Other Corporate.
/2/ The economic provision for Asia in 1999 reflects adjustments for
normalized loss factors resulting from the company's assessment of reform measures initiated to deal with the financial turmoil in the region.
/3/ Non-interest expense for the Treasury and Other Corporate segment in 1999 included a restructuring charge of \(\$ 22.5\) million.
/4/ Tax benefits are allocated to the business segment to which they relate. In 2000 and 1999, income taxes for the U.S. Mainland segment included \(\$ 13.7\) million and \(\$ 14.0\) million, respectively, in tax benefits from low income housing tax credits and investment tax credits.
/5/ Income taxes in 1999 included \(\$ 12.7\) million relative to the sale of a special purpose leasing subsidiary, which generated \(\$ 14.0\) million in gains.

The Hawaii segment includes both retail and commercial operating units. Retail operating units sell and service a broad line of consumer financial products. These units include consumer deposits, consumer lending, residential real estate lending, auto financing, credit cards, insurance, and private and institutional services (trust, mutual funds, and stock brokerage). With respect to the commercial component, operating units in Hawaii include small business, corporate banking, commercial products, commercial real estate, and commercial property and casualty insurance.

In the Pacific segment, Pacific Century offers financial products and services to both retail and commercial customers. This segment includes operations in the West and South Pacific.

Pacific Century serves the West Pacific through Bank of Hawaii branches in Guam, the Commonwealth of the Northern Mariana Islands, the Federated States of Micronesia, the Republic of the Marshall Islands and the Republic of Palau. Additionally, First Savings maintains branches in Guam.

Pacific Century's presence in the South Pacific includes branches of Bank of Hawaii and various subsidiary and affiliate banks. The Bank of Hawaii branches in this region are in Fiji and American Samoa. Pacific Century's subsidiary banks in the South Pacific are located in French Polynesia, New Caledonia, Papua New Guinea, and Vanuatu. Additionally, Pacific Century maintains an investment in an affiliate bank located in the Solomon Islands.

Pacific Century operates in Asia through Bank of Hawaii branches in Hong Kong, Japan, Singapore, South Korea and Taiwan and a representative office with extensions in the Philippines. Pacific Century's business focus in Asia is correspondent banking and trade financing. The activities include letters of credit, remittance processing, foreign exchange, cash management, export bills collection, and working capital and relationship lending. The lending emphasis is on short-term loans based on cash flows.

In the U.S. Mainland segment, consumer and business financial products and services are provided through Pacific Century Bank, N.A. (PCB) which has branches in Southern California and Arizona. PCB's emphasis is to develop a niche in the small and middle business markets and expand relationships with customers who have an interest in the Asia-Pacific region.

In addition to the operations of PCB, this segment also includes operating units for large corporate lending and leasing. The large corporate lending unit targets businesses that have interests in the Asia-Pacific region and companies in certain targeted industries. Leasing activities consist of providing financing to businesses largely for aircraft, vehicles and equipment.

The operations in the Treasury and Other Corporate segment, consist of corporate asset and liability management activities including investment securities, federal funds purchased and sold, institutional deposits, short and long-term borrowings, and derivative activities for managing interest rate and currency risks. Additionally, the net residual effect of transfer pricing assets and liabilities also is included in Treasury.

Other items in this segment consist of the following:

The operations of certain non-bank subsidiaries.
The residual effect of unallocated expenses for support and administrative units.

The difference between the sum of the economic provisions allocated to business segments and the provision in the consolidated financial statements.

The difference between the sum of the equity allocated to business segments and total equity in the consolidated financial statements.

Significant nonrecurring income and expense items.
```

Note R--Parent Company Financial Statements
Condensed financial statements of Pacific Century Financial Corporation
(Parent only) follow:
Condensed Statements of Income

```



Condensed Statements of Cash Flows
\begin{tabular}{|c|c|c|}
\hline 2000 & 1999 & 1998 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|l|}{Operating Activities} \\
\hline Net Income & \$113,661 & \$132,957 & \$106,964 \\
\hline \multicolumn{4}{|l|}{Adjustments to Reconcile Net Income to Net Cash} \\
\hline \multicolumn{4}{|l|}{Provided by Operating Activities} \\
\hline Amortization Expense & 7,960 & 7,890 & 7,961 \\
\hline Realized Investment Securities (Gains) & & & \\
\hline Losses & 116 & \((6,635)\) & ( 44 ) \\
\hline Undistributed Income from Subsidiaries & \((36,059)\) & \((56,226)\) & \((36,234)\) \\
\hline Net Decrease (Increase) in Trading Securities....................... & (439) & \((1,097)\) & 43 \\
\hline Other Assets and Liabilities, Net & \((1,276)\) & 362 & 14,208 \\
\hline Net Cash Provided by Operating Activities.. & 83,963 & 77,251 & 92,898 \\
\hline \multicolumn{4}{|l|}{Investing Activities} \\
\hline Investment Securities Transactions, Net & 104 & 6,721 & 330 \\
\hline Interest-Bearing Deposits, Net & (76,000) & 17,100 & \((3,203)\) \\
\hline Loan Transactions, Net & -- & 782 & 21 \\
\hline Capital Contributions to Subsidiaries, Net & -- & \((9,015)\) & \((11,100)\) \\
\hline Advances Made to Subsidiaries, Net. & 266 & (266) & -- \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline Net Cash Provided (Used) by Investing Activities........................... & \((75,630)\) & 15,322 & \((13,952)\) \\
\hline \multicolumn{4}{|l|}{Financing Activities} \\
\hline Net Proceeds (Payments) from Borrowings. & 57,345 & \((29,992)\) & \((37,905)\) \\
\hline Proceeds from Sale of Stock. & 7,801 & 13,898 & 19,223 \\
\hline Stock Repurchased. & \((16,992)\) & \((21,849)\) & \((7,314)\) \\
\hline Cash Dividends Paid & \((56,471)\) & \((54,640)\) & \((52,776)\) \\
\hline Net Cash Used by Financing Activities. & \((8,317)\) & \((92,583)\) & \((78,772)\) \\
\hline Increase (Decrease) in Cash & 16 & (10) & 174 \\
\hline Cash at Beginning of Year. & 264 & 274 & 100 \\
\hline Cash at End of Year. & \$ 280 & \$ 264 & \$ 274 \\
\hline
\end{tabular}

Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

None

PART III

The following information required by the Instructions to Form \(10-\mathrm{K}\) is incorporated herein by reference (except as otherwise indicated below) from various pages of the Pacific Century Financial Corporation Proxy Statement for the annual meeting of shareholders to be held on April 27, 2001, as summarized below:

Item 10. Directors and Executive Officers of the Registrant

Board of Directors on pages 5-7. Section 16 (a) Beneficial Ownership Reporting Compliance on page 23.

For information relative to executive officers of the Registrant, see "Executive Officers of the Registrant" at the end of Part I of this report.

Item 11. Executive Compensation

Executive Compensation on pages 13-21.

Item 12. Security Ownership of Certain Beneficial Owners and Management

Beneficial Ownership on pages 8.

Item 13. Certain Relationships and Related Transactions

Certain Transactions with Management and Others on page 23.
76

PART IV

Item 14. Exhibits, Financial Statement Schedules, and Reports on Form 8-K
(a) Financial Statements and Schedules

The following consolidated financial statements of Pacific Century Financial Corporation and subsidiaries are included in Item 8 of this report:
```

Consolidated Statements of Condition--December 31, 2000 and 1999
Consolidated Statements of Income--Years ended December 31, 2000, 1999,
and 1998
Consolidated Statements of Shareholders' Equity--Years ended December 31,
2000, 1999, and 1998
Consolidated Statements of Cash Flows--Years ended December 31, 2000,
1999, and 1998
Notes to Consolidated Financial Statements

```

All other schedules to the consolidated financial statements stipulated by Article 9 of Regulation \(S-X\) and all other schedules to the financial statements of the registrant required by Article 5 of Regulation \(S-X\) are not required under the related instructions or are inapplicable and, therefore, have been omitted.

Financial statements (and summarized financial information) of (1) unconsolidated subsidiaries or (2) \(50 \%\) or less owned persons accounted for by the equity method have been omitted because they do not, considered individually or in the aggregate, constitute a significant subsidiary.

77

\section*{EXHIBIT INDEX}

Exhibit
Number
-------
\begin{tabular}{|c|c|}
\hline 3.1 & Certificate of Incorporation of Pacific Century Financial Corporation (incorporated herein by reference to Appendix C of Pacific Century Financial Corporation 1998 Proxy Statement dated March 10, 1998) \\
\hline 3.2 & By-Laws of Pacific Century Financial Corporation (incorporated herein by reference to Appendix D of Pacific Century Financial Corporation 1998 Proxy Statement dated March 10, 1998) \\
\hline 4.1 & Instruments Defining the Rights of Holders of Long-Term Debt \\
\hline 10.1 & Pacific Century Financial Corporation, One-Year Incentive Plan Effective January 1, 1999 (incorporated herein by reference to Exhibit 10.1 of Form 10K for the fiscal year ended December 31, 1998)* \\
\hline 10.2 & Pacific Century Financial Corporation, Long-Term Incentive Compensation Plan Effective January 1, 1999 (incorporated herein by reference to Exhibit 10.4 of Form 10 K for the fiscal year ended December 31, 1998)* \\
\hline 10.3 & Pacific Century Financial Corporation, Sustained Profit Growth Plan Effective January 1, 1998 (incorporated herein by reference to Exhibit 10.3 of Form 10K for the fiscal year ended December 31, 1997)* \\
\hline 10.4 & ```
Bancorp Hawaii, Inc., Sustained Profit Growth Plan Effective January
1, 1994 (incorporated herein by reference to Exhibit C of Bancorp
Hawaii, Inc. 1994 Proxy Statement dated March 10, 1994)*
``` \\
\hline 10.5 & Pacific Century Financial Corporation Stock Option Plan of 1988 (incorporated herein by reference to Exhibit \(4(a)\) of Registration No. 33-23495) * \\
\hline
\end{tabular}
\begin{tabular}{|c|c|}
\hline 10.6 & Pacific Century Financial Corporation Stock Option Plan of 1988 Amendment 99-1 (incorporated herein by reference to Exhibit 10.11 of Form 10K for the fiscal year ended December 31, 1998)* \\
\hline 10.7 & Pacific Century Financial Corporation Stock Option Plan of 1994 (incorporated herein by reference to Exhibit \(4(a)\) of Registration No. 33-54777)* \\
\hline 10.8 & \begin{tabular}{l}
Pacific Century Financial Corporation Stock Option Plan of 1994 \\
Amendment 97-1 (incorporated herein by reference to Exhibit 10.13 of Form 10K for the fiscal year ended December 31, 1998)*
\end{tabular} \\
\hline 10.9 & Pacific Century Financial Corporation Stock Option Plan of 1994 Amendment 97-2 (incorporated herein by reference to Appendix A of Pacific Century Financial Corporation 1998 Proxy Statement dated March 10, 1998)* \\
\hline 10.10 & Pacific Century Financial Corporation Stock Option Plan of 1994 Amendment 99-1* \\
\hline 10.11 & \begin{tabular}{l}
Pacific Century Financial Corporation Stock Option Plan of 1994 \\
Amendment 99-2 (incorporated herein by reference to Exhibit 10.15 of Form 10K for the fiscal year ended December 31, 1998)*
\end{tabular} \\
\hline 10.12 & Pacific Century Financial Corporation Stock Option Plan of 1994 Amendment 2000-1* \\
\hline 10.13 & Pacific Century Financial Corporation Stock Option Plan of 1994 Amendment 2000-2* \\
\hline 10.14 & Pacific Century Financial Corporation Stock Option Plan of 1994 Amendment 2000-3* \\
\hline 10.15 & Bancorp Hawaii, Inc. Key Executive Severance Plan dated April 27, 1983 (incorporated herein by reference to Exhibit 10.4 of Form 10 K for the fiscal year ended December 31, 1995)* \\
\hline 10.16 & Executive Severance Agreement (incorporated herein by reference to Exhibit \(19(e)\) of Form 10 K for fiscal year ended December 31, 1989) for L. M. Johnson * \\
\hline 10.17 & Amended Key Executive Change-in-Control Severance Agreement (incorporated herein by reference to Exhibit \(10(e)\) of Form 10 K for the fiscal year ended December 31, 1994--October 3, 1994 for R. J. Dahl)* \\
\hline
\end{tabular}

Exhibit
Number
-------
10.20

Key Executive Change-in-Control Severance Agreement (incorporated herein by reference to Exhibit \(10(f)\) of Form lok for the fiscal year ended December 31, 1994--October 3, 1994 for A. T. Kuioka)*

Key Executive Change-in-Control Severance Agreement (incorporated herein by reference to Exhibit \(10(g)\) of Form 10 K for the fiscal year ended December 31, 1994--January 28, 2000 for D. A. Houle)*

Key Executive Change-in-Control Severance Agreement dated December 12, 1997 for M. P. Carryer*
\begin{tabular}{|c|c|}
\hline 10.21 & Key Executive Change-in-Control Severance Agreement dated January 28 , 2000 for K. K. Y. Pan* \\
\hline 10.22 & Key Executive Change-in-Control Severance Agreement dated April 3, 2000 for A. R. Landon* \\
\hline 10.23 & Key Executive Change-in-Control Severance Agreement dated January 26, 2001 for W. C. Nelson* \\
\hline 10.24 & Pacific Century Financial Corporation Directors' Deferred Compensation Plan (Restatement Effective 1/1/96) with Amendment No. 96-1; Trust Agreement (Effective 9/1/96) (incorporated by reference herein to Exhibit (4) of Registration No. 333-14929). \\
\hline 10.25 & Pacific Century Financial Corporation Directors Stock Compensation Program (incorporated herein by reference herein to Exhibit (4) of Registration No. 333-02835). \\
\hline 10.26 & Pacific Century Financial Corporation Directors Stock Compensation Program Amendment 97-1 \\
\hline 10.27 & Separation Agreement between Lawrence M. Johnson, former Chairman and CEO, and Pacific Century Financial Corporation dated September 22, 2000 .* \\
\hline 10.28 & Employment Agreement dated November 3, 2000 between Michael E. O'Neill, Chairman and CEO, and Pacific Century Financial Corporation.* \\
\hline 12.1 & Statement Regarding Computation of Ratios \\
\hline 19.1 & Report to Shareholders for Quarter ended September 30, 2000 \\
\hline 21.1 & Subsidiaries of the Registrant \\
\hline 23.1 & Consent of Independent Auditors \\
\hline \multicolumn{2}{|l|}{* Management contract or compensatory plan or arrangement} \\
\hline \multicolumn{2}{|l|}{(b) Registrant filed four Form \(8-K\) s during the quarter ended December 31, 2000 .} \\
\hline \multicolumn{2}{|l|}{\begin{tabular}{l}
. A Form 8-K was filed on October 20, 2000 announcing Pacific Century Financial Corporation earnings for the third quarter of 2000. \\
. A Form 8-K was filed on November 6, 2000 announcing Michael E. O'Neill as Chairman and CEO of Pacific Century Financial Corporation and Bank of Hawaii.
\end{tabular}} \\
\hline  & \begin{tabular}{l}
orm \(8-K\) was filed on December 1, 2000 announcing the engagement of dit Suisse First Boston to explore the possible sale of Pacific tury Bank, N.A.'s nine branches in Arizona. \\
orm \(8-K\) was filed on December 21, 2000 announcing the signing of a initive agreement with American Express Company for American Express turion Bank to acquire the credit card portfolio of Bank of Hawaii.
\end{tabular} \\
\hline (c) Re & onse to this item is the same as Item \(14(a)\). \\
\hline \multicolumn{2}{|l|}{(d) Response to this item is the same as Item 14(a).} \\
\hline \multicolumn{2}{|r|}{79} \\
\hline & STATISTICAL DISCLOSURES CONTENTS AND REFERENCE \\
\hline
\end{tabular}
```

10-K are summarized below:
Item I. Distribution of Assets, Liabilities, and Shareholders' Equity;
Interest Rates and Interest Differential
Interest Differential--Table 24 included in Item 7 of this report.
Consolidated Average Balances, Income and Expense Summary, and Yields
and Rates--Taxable Equivalent--Table 4 included in Item 7 of this
report.
Average Loans--Table 21 included in Item 7 of this report.
Average Deposits--Table 23 included in Item 7 of this report.
Item II. Investment Portfolio
Note B to the Consolidated Financial Statements included in Item 8 of
this report.
Maturity Distribution, Market Value and Weighted-Average Yield to
Maturity of Securities--Table 19 included in Item 7 of this report.
Item III. Loan Portfolio
Loan Portfolio Balances--Table 7 included in Item 7 of this report.
Maturities and Sensitivities of Loans to Changes in Interest Rates--
Table 22 included in Item 7 of this report.
Non-Performing Assets and Accruing Loans Past Due 90 Days or More--
Table 11 included in Item 7 of this report.
Foregone Interest on Non-Accruals--Table 12 included in Item 7 of this
report.
Geographic Distribution of Cross-Border International Assets--Table 10
included in Item }7\mathrm{ of this report.
Item IV. Summary of Loan Loss Experience
Reserve for Loan Losses--Table 13 included in Item 7 of this report.
Allocation of Reserve for Loan Loss--Table 14 included in Item 7 of
this report.
Narrative discussion of "Reserve for Loss Losses" included in Item 7
of this report.
Item V. Deposits
Consolidated Average Balances, Income and Expense and Yields and Rates--Taxable Equivalent--Table 4 included in Item 7 of this report.
Note E to the Consolidated Financial Statements included in Item 8 of this report.

```

Item VI. Return on Equity and Assets
\begin{tabular}{|c|c|c|c|}
\hline Return on Average & \(0.81 \%\) & \(0.91 \%\) & \(0.72 \%\) \\
\hline Return on Average Equity & 9.21\% & 10.99\% & 9.22\% \\
\hline Dividend Payout Ratio & \(49.68 \%\) & \(41.46 \%\) & \(49.81 \%\) \\
\hline Average Equity to Averag & 8.78\% & 8.30\% & \(7.81 \%\) \\
\hline
\end{tabular}

Item VII. Short-Term Borrowings

Note \(F\) to the Consolidated Financial Statements included in Item 8 of this report.

\section*{SIGNATURES}

Pursuant to the requirements of Section 13 or \(15(d)\) 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: March 6, 2001 Pacific Century Financial
Corporation
/s/ Michael E. O'Neill
By:
Michael E. O'Neill, Chairman of the Board and Chief Executive Officer

Pursuant to the requirements of the Securities Exchange Act of 1934 , this report has been signed below by the following persons on behalf of the registrant in the capacities and on the date indicated.

Date: March 6, 2001
\begin{tabular}{|c|c|}
\hline /s/ Michael E. O'Neill & /s/ Donald M. Takaki \\
\hline Michael E. O'Neill, Director & Donald M. Takaki, Director \\
\hline /s/ Peter D. Baldwin & /s/ Martin A. Stein \\
\hline Peter D. Baldwin, Director & Martin A. Stein, Director \\
\hline /s/ Mary G. F. Bitterman & /s/ Fred E. Trotter \\
\hline Mary G. F. Bitterman, Director & Fred E. Trotter, Director \\
\hline /s/ Richard J. Dahl & /s/ Stanley S. Takahashi \\
\hline Richard J. Dahl, Director & Stanley S. Takahashi, Director \\
\hline /s/ David A. Heenan & /s/ Robert A. Huret \\
\hline David A. Heenan, Director & Robert A. Huret, Director \\
\hline /s/ Allan R. Landon & /s/ Leslie F. Paskett \\
\hline Allan R. Landon, Chief Financial Officer & Leslie F. Paskett, Chief Accounting Officer \\
\hline
\end{tabular}

\section*{Exhibit 4.1}

Instruments defining the rights of holders of long-term debt of the Registrant are not filed as exhibits because the amount of debt authorized under any such instrument does not exceed \(10 \%\) of the total assets of the Registrant and its consolidated subsidiaries. The Registrant hereby undertakes to furnish a copy of any such instrument to the Commission upon request.
```

                                    Exhibit 10.10
            AMENDMENT 99-1 TO THE
    PACIFIC CENTURY FINANCIAL CORPORATION
STOCK OPTION PLAN OF 1994

```

In accordance with Article 13 of the Pacific Century Financial
Corporation Stock Option Plan of 1994 (hereinafter "Plan"), and conditioned on the approval of shareholders no later than one year after the date of adoption by the Board of Directors of Pacific Century Financial Corporation, the Plan is hereby amended by this Amendment No.99-1, effective as of the date of adoption by the Board of Directors, as follows:
1. 1. The first sentence of Section 4.1 of the Plan shall be amended to increase the total number of shares reserved and available for grant under the Plan by revising such sentence to read in its entirety as follows:
4.1 Number of Shares. Subject to adjustment as provided in Section ---------------------
4.3 herein, the total number of Shares available for grant under the Plan shall be 9,650,000.

AMENDMENT 2000-1 TO THE
PACIFIC CENTURY FINANCIAL CORPORATION STOCK OPTION PLAN OF 1994
------------------------------
```

    In accordance with Article 13 of the Pacific Century Financial
    Corporation Stock Option Plan of 1994 (hereinafter "Plan"), the Plan is hereby
amended by this Amendment No. 2000-1, effective as of the date of adoption by
the Board of Directors, in the following respect:
1. Section 2.1(ab) of the Plan shall be amended to read in its
entirety as follows:
(ab) "Retirement" means termination of employment after satisfying the
age and service requirements for the current payment of an unreduced
retirement allowance under the Employees' Retirement Plan of Bank of Hawaii
(whether or not the Participant actually participates in the Employees'
Retirement Plan of Bank of Hawaii). For this purpose, a Participant's
termination of employment shall be treated as a Retirement to the extent
that such termination is deemed to meet such age and service requirements
pursuant to a written agreement between the Company and the Participant.
To record the adoption of this amendment, Pacific Century Financial
Corporation has executed this document this 27th day of October, 2000.
---- -------
PACIFIC CENTURY FINANCIAL
CORPORATION
By /s/ RICHARD J. DAHL
------------------------------------
Its Richard J. Dahl
President \& Chief Financial Officer
By /s/ NEAL C. HOCKLANDER
--------------------------------------
Its Neal C. Hocklander
Executive Vice President

```

AMENDMENT 2000-2 TO THE
PACIFIC CENTURY FINANCIAL CORPORATION STOCK OPTION PLAN OF 1994
--------------------------------

In accordance with Article 13 of the Pacific Century Financial Corporation Stock Option Plan of 1994 (hereinafter "Plan"), the Plan is hereby amended by this Amendment No. 2000-2, effective as of November 3, 2000, in the following respect:
1. Section 6.1 of the Plan shall be amended by inserting the following provision immediately after the second sentence of section 6.1:

However, the number of Shares subject to Options granted to a Participant who is hired as Chief Executive Officer of the Company at the time of such Participant's initial hire shall not be limited by, and shall be disregarded in applying, the 20 percent of authorized pool limitation as described in the preceding sentence, and rather the Shares subject to such Options granted upon initial hire shall be limited to a separate maximum limitation equal to 23 percent of the total authorized pool of Shares specified in Section 4.1 .

To record the adoption of this amendment, Pacific Century Financial Corporation has executed this document this 17 th day of November, 2000.

> PACIFIC CENTURY FINANCIAL CORPORATION

By /s/ MICHAEL E. O'NEILL
--------------------------------------
Its Chief Executive Officer

By /s/ RICHARD J. DAHL
----------------------------------Its President

\section*{AMENDMENT 2000-3 TO THE}

PACIFIC CENTURY FINACIAL CORPORATION STOCK OPTION PLAN OF 1994
```

    In accordance with Article 13 of the Pacific Century Financial
    Corporation Stock Option Plan of 1994 (hereinafter "Plan"), the Plan is hereby
amended by this Amendment No. 2000-3, effective as of the date of adoption by
the Board of Directors, in the following respect:
Section 6.10 of the Plan shall be amended by removing the second
sentence in Section 6.10 and inserting the following provisions in lieu thereof:
If the employment of a Participant is terminated by the Company for
any reason other than the reasons set forth in Section 6.8 or 6.9, all Options
held by the Participant which are vested as of the effective date of such
employment termination shall be exercisable only within the period beginning on
such date and ending three months after such date, and such Options shall be
forfeited immediately following the end of such period. However,
notwithstanding the preceding sentence, a vested Option which is an NQSO may be
exercisable following such employment termination for a period longer than the
otherwise applicable three-month period in accordance with the terms and
conditions of the NQSO as may be established by the committee.
To record the adoption of this amendment, Pacific Century Financial
Corporation has executed this document this 8th day of December, 2000.
PACIFIC CENTURY FINANCIAL
CORPORATION
By /s/ RICHARD J. DAHL
---------------------------
Its Richard J. Dahl
President \& Chief Operating Officer
By /s/ NEAL C. HOCKLANDER
---------------------------
Its Neal C. Hocklander
Executive Vice President

```

Key Executive
Change-in-Control

Severance Agreement

\section*{Pacific Century Financial Corporation}

\section*{Contents}

\section*{Page}

Article 1. Establishment and Purpose.................................................... 1
Article 2. Definitions and Construction.................................. 2

Article 3. Severance Benefits............................................................. 4

Article 4. Just Cause............................................................ 6
Article 5. Form and Timing of Severance Benefits............................. 7

Article 6. Parachute Payments................................................... .... 7
Article 7. Other Rights and Benefits Not Affected............................ 7
Article 8. Successors.................................................................... 8

Article 9. Administration............................................................... 8

Article 10. Legal Fees and Arbitration.................................................. 9

Pacific Century Financial Corporation

Key Executive

Change-in-Control Severance Agreement
Article 1. Establishment and Purpose
1.1 Effective Date. This Executive Change-in-Control Severance Agreement
(the "Agreement) is made and entered into pursuant to Bancorp's Key Executive Severance Plan (the "Plan"), and is effective as of this 12 th day of December, 1997 (the "Effective Date"), by and between Pacific Century Financial Corporation ("PCFC"), a Hawaii corporation, and Mary P. Carryer, an executive (the "Executive") of PCFC and its subsidiary, Bank of Hawaii (the "Bank"). This Agreement shall supersede and replace any prior severance agreement entered into between PCFC and the Executive.
1.2 Term of the Agreement. The Agreement shall commence as of the Effective Date written above, and shall continue until the Board of Directors of PCFC (the "Board") determines, in good faith and in its sole discretion, that the Executive is no longer to be included in the Plan and so notifies in writing the Executive during the term of this Agreement of such determination.

Provided, however, in the event that a Change in Control of PCFC, as defined in Section 2.1 herein, occurs during the term of this Agreement, this Agreement shall remain irrevocably in effect for the greater of twenty-four (24) months from the date of such Change in Control, or until all benefits have been paid to the Executive hereunder.

Further, in the event that the Board has knowledge that a third party has taken steps reasonably calculated to effect a Change in Control of PCFC, including, but not limited to, the commencement of a tender offer for the voting stock of PCFC, or the circulation of a proxy to PCFC's shareholders, then this Agreement shall remain irrevocably in effect until the Board, in good faith, determines that such third party has fully abandoned or terminated its effort to effect a Change in Control of PCFC.
1.3 Purpose of the Agreement. The purpose of this Agreement pursuant to the Plan, is to advance the interests of PCFC and the Bank by assuring that PCFC and the Bank will have the continued employment and dedication of the Executive and the availability of his advice and counsel in the event that an acquisition or Change in Control of PCFC occurs. This Agreement shall also assure the Executive of equitable treatment during the period of uncertainty that surrounds an acquisition or Change in Control, and allow the Executive to act at all times in the best interests of PCFC and its shareholders.
1.4 Contractual Right to Benefits. This Agreement establishes and vests in the Executive a contractual right to the benefits which he or she is entitled hereunder, enforceable by the Executive against PCFC. However, nothing herein shall require PCFC to segregate, earmark, or otherwise set aside any funds or other assets to provide for any payments hereunder.

This Agreement shall be considered an unfunded agreement to provide benefits to a select group of management or highly compensated employees, and is therefore intended to be a "top-hat" plan exempt from the requirements of the provisions of Parts 2, 3, and 4 of Title I of ERISA.

Article 2. Definitions and Construction
2.1 Definitions. Whenever used in the Agreement, the following terms shall have the meanings set forth below and, when the meaning is intended, the initial letter of the word is capitalized.
(a). "Base Salary" means the annualized salary at the beginning of each Year, which includes all regular basic wages, before reduction for any amounts deferred on a tax-qualified or nonqualified basis, payable in cash to an Executive for services rendered during the Year. Base Salary shall exclude bonuses, incentive compensation, special fees or awards, commissions, allowances, or any other form of premium or incentive pay, or amounts designated by PCFC as payment toward or reimbursement of expenses.
(b). "Beneficial Owner" shall have the meaning ascribed to such term in Rule 13d-3 of the General Rules and Regulations under the Securities Exchange Act of 1934, as amended (the "Exchange Act").
(c). "Beneficiary" with respect to an Executive means the person or entities designated or deemed designated by an Executive pursuant to Section 8.2 herein.
(d) "Board" means the Board of Directors of PCFC.
(e) "Change in Control" of PCFC means any one or more of the following occurrences:
(i) Any Person, including a "group" as defined in Section 13(d)(3) of the Securities Exchange Act of 1934, becomes the beneficial owner of shares of PCFC having 25 percent or more of the total number of votes that may be cast for the election of Directors of PCFC; or

2
(ii) As the result of, or in connection with, any cash tender or exchange offer, merger or other business combination, sale of assets or contested election, or any combination of the foregoing transactions, the person who were Directors of PCFC before the transaction shall cease to constitute a majority of the Board of Directors of PCFC or any successor to PCFC.
(f) "Code" means the Internal Revenue Code of 1986, as amended.
(g) "PCFC" means Pacific Century Financial Corporation, a Hawaii corporation, or any successor thereto that adopts the Agreement, as provided in Section 8.1 herein.
(h) "Committee" means the Compensation Committee of the Board of Directors of PCFC or any other committee appointed by the Board to administer this Agreement.
(i) "Disability" means a physical or mental condition which renders an Executive unable to discharge his or her normal work responsibility with PCFC or the Bank and which, in the opinion of a licensed physician selected by the Executive, subject to reasonable approval by the Committee based upon sufficient medical evidence, can be reasonably expected to continue for a period of at least one full calendar year. If an Executive fails to select a physician with ten (10) business days of a written request made by PCFC, then PCFC may select a physician for purposes of this paragraph.
(j) "Effective Date" means the date the Agreement is approved by the Board, or such other date as the Board shall designate in its resolution approving the Agreement, and as provided in Section 1.1 herein.
(k) "Effective Date of Termination" means the date on which a voluntary employment termination or involuntary employment termination other than for Just Cause occurs within twenty-four (24) months of a Change in Control which triggers Severance Benefits hereunder.
(1) "ERISA" means the Employee Retirement Income Security Act of 1974, as amended from time to time, or any successor act thereto.
(m) "Expiration Date" means the date the Agreement expires, as provided in Section 1.2 herein.
(n) "Just Cause" means a termination of an Executive's employment by PCFC for which no Severance Benefits are payable hereunder, as provided in Article 4 herein.
(o) "Normal Retirement Date" shall mean the date the Executive reaches

3

65 years of age.
(p) "Person" shall have the meaning ascribed to such terms in Section 3 (a) (9) of the Exchange Act and used in Sections \(13(d)\) and 14 (d) thereof, including a "group" as defined in Section 13(d).
(q) "Plan" means the Bancorp Hawaii, Inc. Key Executive Severance Plan, adopted April 27, 1983.
(r) "Severance Benefit" means the payment of severance compensation as provided in Article 3 herein.
(s) "Year" means the consecutive 12 -month period beginning each January 1 and ending December 31.
2.2 Gender and Number. Except where otherwise indicated by the context, any masculine term used herein also shall include the feminine, the plural shall include the singular, and the singular shall include the plural.
2.3 Severability. In the event any provision of the Agreement shall be held illegal or invalid for any reason, the illegality or invalidity shall not affect the remaining parts of the Agreement, and the Agreement shall be construed and enforced as if the illegal or invalid provision had not been included.
2.4 Modification. No express provisions of this Agreement may be modified, waived, or discharged unless such modification, waiver, or discharge is agreed to by the Executive in writing and approved by the Compensation Committee of the Board of Directors.
2.5 Applicable Law. To the extent not preempted by the laws of the United States, the laws of the State of Hawaii shall be the controlling law in all matters relating to the Agreement.

Article 3. Severance Benefits
-------------------
3.1 Right to Severance Benefits. The Executive shall be entitled to receive from PCFC Severance Benefits as described in Section 3.2 herein, if there has been a Change in Control of PCFC, as defined in Section 2.1 (e) herein, and if, within twenty-four (24) months thereafter, the Executive voluntarily terminates employment or is involuntarily terminated without Just Cause with PCFC. An Executive shall not be entitled to receive Severance Benefits if the Executive's employment with PCFC or Bank of Hawaii ends due to an involuntary termination by PCFC for Just Cause, as provided under Article 4 herein.

4
3.2 Description of Severance Benefits. In the event that an Executive becomes entitled to receive Severance Benefits, as provided in Section 3.1 herein, PCFC shall pay to the Executive and provide the Executive with the following:
(a) An amount equal to three (3) times the Executive's highest annual Base Salary earned (i) at any time during the three (3) complete fiscal years immediately preceding the Effective Date of Termination, or (ii) if the Executive was not employed during
such time period, at any time thereafter; and
(b) An amount equal to three (3) times the Executive's highest annual bonus earned under the One-Year Incentive Plan during the three (3) complete fiscal years prior to the Effective Date of Termination, or, if shorter, over the Executive's entire period of employment. However, if the Executive's period of employment is less than one year, the bonus shall be considered zero (0); and
(c) An amount equal to three (3) times the Executive's highest annual incentive compensation earned under the Pacific Century Financial Corporation Profit Sharing Plan, the Sustained Profit Growth Plan, or any successor plans thereto over the three (3) complete fiscal years prior to the Effective Date of Termination, or, if shorter, over the Executive's entire period of employment. However, if the Executive's period of employment is less than one year, the average incentive compensation shall be considered zero (0); and
(d) An amount equal to the excess of (i) the maximum payment the Executive would have received under the One-Year Incentive Plan if he had continued in the employment of PCFC and the Bank through the end of the performance period following the Effective Date of Termination, and if the Bank had met its maximum performance goals as provided under the terms of the Plan and the maximum amount payable to the Executive had been paid, over (ii) the actual payout under the One-Year Incentive Plan resulting from the Executive's termination of employment; and
(e) A payout under the Sustained Profit Growth Plan, in accordance with the terms of such Plan; and
(f) A continuation of all welfare benefits at no direct cost to the Executive, including medical insurance, long-term disability, and group term life insurance for three (3) full years from the Effective Date of Termination or until the Executive reaches his Normal Retirement Date, whichever occurs earlier.
3.3 Reduction of Severance Benefits. In the event there are fewer than thirty-six (36) whole or partial months remaining from the Executive's Effective Date of Termination until the Executive's Normal Retirement Date, as defined under the Retirement Plan, then the amounts provided for under Sections 3.2(a), (b), and (c) above shall be reduced by a fraction, the numerator of which shall be the number of whole or partial months remaining until the Executive's Normal Retirement Date, and the denominator of which shall be thirty-six (36).
3.4 Fringe Benefits. The Executive's participation in fringe benefits prior to the Executive's Effective Date of Termination shall be continued, or equivalent benefits shall be provided, at no cost to the Executive, for a period of three (3) years from the Executive's Effective Date of Termination (or until he or she reaches his Normal Retirement Date, whichever occurs earlier).
3.5 Relocation Benefits. Should the Executive move his residence in order to pursue other business opportunities within two (2) years of Executive's Effective Date of Termination, the Executive shall be reimbursed for any moving expenses (as defined in Section \(217(b)\) of the Code) incurred in that relocation (including taxes, if any, payable on the reimbursement) which are not reimbursed by another employer. Benefits provided herein shall not exceed the assistance and benefits customarily provided by PCFC to transferred employees prior to the Change in Control.
3.6 Incentive Compensation. Any deferred awards previously granted to the Executive under PCFC's incentive compensation plans and not previously paid to the Executive, shall immediately vest on the date of the Executive's Effective

Date of Termination and shall be paid no later than ninety (90) calendar days following that date, and be included as compensation in the month paid.
3.8 Stock Options and SARs. Stock options ("options") and stock appreciation rights ("SARs"), if any, granted to the Executive by PCFC will be exercisable pursuant to the terms of the applicable plans.

Article \(4 . \quad J u s t ~ C a u s e ~\)
4.1 Just Cause. Nothing in this Agreement shall be construed to prevent PCFC or the Bank from terminating an Executive's employment for Just Cause. In such case, no Severance Benefits shall be payable to the Executive under this Agreement.

Just Cause shall mean the criminal conviction of the Executive for an act of fraud, embezzlement, theft or any other act constituting a felony.

The determination that the Executive's actions constitute Just Cause for termination shall be made by the Board, acting in good faith.

6

Article 5. Form and Timing of Severance Benefits
--------------------------------------------
5.1 Form and Timing of Severance Benefits. The Severance Benefits described in Sections 3.4(a), (b), (c) (d) and 3.8 herein, shall be paid in cash to the Executive in a single lump sum as soon as practicable following the Executive's Effective Date of Termination, but in no event beyond ninety (90) calendar days from such date.

The Severance Benefits described in Section 3.2 (f) and 3.5 herein shall be provided by PCFC to the Executive immediately upon the Executive's Effective Date of Termination and shall continue to be provided for three (3) full calendar years from the Executive's Effective Date of Termination or until the Executive reaches his or her Normal Retirement date, whichever occurs earlier.
5.2 Withholding of Taxes. PCFC shall withhold from any amounts payable under this Agreement all Federal, state, city, or other taxes as legally shall be required.

Article 6. Parachute Payments
```

-------------------

```
6.1 Excise Tax Cap. In the event that a Change in Control of PCFC shall occur and a determination is made by PCFC, pursuant to Sections 280G and 4999 of the Code (and corresponding state law provisions) that a golden parachute excise tax is due, the Executive's Severance Benefits under this Plan shall be grossed up for the amount equal to and only equal to the amount necessary to pay the excise tax.
6.2 Subsequent Recalculation. In the event the Internal Revenue Service adjusts the excise tax computation of PCFC, as provided in Section 6.1 herein, such that the Executive is liable for the payment of a greater excise tax under Sections 280 G and 4999 of the Code, or such that the Executive does not receive the full benefit that he or she would have received, PCFC shall reimburse the Executive for the full amount necessary to make the Executive whole (less any amounts received by the Executive that he or she would not have received had the computation initially been computed as subsequently adjusted), including the value of the excise tax and all corresponding interest and penalties due to the Internal Revenue Service.

Article 7. Other Rights and Benefits Not Affected
7.1 Other Benefits. Neither the provisions of this Agreement nor the Severance Benefits provided for hereunder shall reduce any amounts otherwise payable, or in any way diminish the Executive's rights as an employee of PCFC, whether existing now or hereafter, under any benefit, incentive, retirement, stock option, stock bonus, stock purchase plan, or any employment agreement, or other plan or arrangement.

7
7.2 Employment Status. This Agreement does not constitute a contract of employment or impose on the Executive or PCFC any obligation to retain the Executive as an employee, to change the status of the Executive's employment, or to change PCFC's policies regarding termination of employment.

Article 8. Successors
8.1 Successors. PCFC will require any successor (whether direct or indirect, by purchase, merger, consolidation, or otherwise) of all or substantially all of the business and/or assets of PCFC or of any division or subsidiary thereof to expressly assume and agree to perform this Agreement in the same manner and to the same extent that PCFC would be required to perform it if no such succession had taken place. Failure of PCFC to obtain such assumption and agreement prior to the effectiveness of any such succession shall be a breach of this Agreement and shall entitle the Executive to compensation from PCFC in the same amount and on the same terms as they would be entitled hereunder if terminated voluntarily following a Change in Control. Except for the purposes of implementing the foregoing, the date on which any succession becomes effective shall be deemed the Effective Date of Termination.

This Agreement shall inure to the benefit of and be enforceable by the Executive's personal or legal representatives, executors, administrators, successors, heirs, distributees, devisees, and legatees. If an Executive should die while any amount would still be payable hereunder had the Executive continued to live, all such amounts, unless otherwise provided herein, shall be paid in accordance with the terms of this Agreement, to the Executive's devisee, legatee, or other designee, or if there is no such designee, to the Executive's estate.
8.2 Beneficiaries. The beneficiary of the Executive under the Pacific Century Financial Corporation Money Purchase Plan shall be the beneficiary of the Executive's benefits under this Agreement, unless a beneficiary is otherwise designated by the Executive in the form of a signed writing acceptable to the Committee. An Executive may make or change such designation at any time.

Article 9. Administration
--------------
9.1 Administration. This Agreement shall be administered by the Compensation Committee of the Board of Directors. The Committee is authorized to interpret this Agreement, to prescribe and rescind rules and regulations, to provide conditions and assurances deemed necessary and advisable, to protect the interests of PCFC, and to make all other determinations necessary or advisable for the Agreement's administration.

In fulfilling its administrative duties hereunder, the Committee may rely on outside counsel, independent accountants, or other consultants to render advice or assistance.

8
9.2 Indemnification and Exculpation. The members of the Board, its agents and officers, directors, and employees of PCFC and its affiliates shall be indemnified and held harmless by PCFC against and from any and all loss, cost, liability, or expense that may be imposed upon or reasonably incurred by them in connection with or resulting from any claim, action, suit, or proceeding to
which they may be a party or in which they may be involved by reason of any action taken or failure to act under this Agreement and against and from any and all amounts paid by them in settlement (with PCFC's written approval) or paid by them in satisfaction of a judgment in any such action, suit, or proceeding. The foregoing provision shall not be applicable to any person if the loss, cost, liability, or expense is due to such person's gross negligence or willful misconduct.

Article 10. Legal Fees
-----------
10.1 Legal Fees and Expenses. PCFC shall pay all reasonable legal fees, costs of litigation, and other expenses incurred in good faith by the Executive as a result of PCFC's refusal to provide the Severance Benefits to which the Executive becomes entitled under this Agreement, or as a result of PCFC's contesting the validity, enforceability, or interpretation of the Agreement. Provided, however, that such payments shall not exceed the amount permitted by law and PCFC's Restated Articles of Incorporation.

IN WITNESS WHEREOF, PCFC has caused this Agreement to be executed by a resolution of the Board of Directors, as of the day and year first above written.
```

Pacific Century Financial Corporation
By: /S/ RICHARD J. DAHL
Its: President
By: /S/ MARY CARRYER
--------------------------

```
    (Executive)

ATTEST:
/S/ DUANE FEEKIN


\author{
Key Executive \\ Change-in-Control \\ Severance Agreement \\ \section*{Pacific Century Financial Corporation}
}

\section*{Contents}

\section*{Page}
Article 1. Establishment and Purpose ..... 1
Article 2. Definitions and Construction ..... 2
Article 3. Severance Benefits. ..... 4
Article \(4 . \quad J u s t ~ C a u s e\) ..... 6
Article 5. Form and Timing of Severance Benefits ..... 7
Article 6. Parachute Payments. ..... 7
Article 7. Other Rights and Benefits Not Affected ..... 7
Article 8. Successors ..... 8
Article 9. Administration ..... 8
Article 10. Legal Fees and Arbitration ..... 9
Pacific Century Financial CorporationKey ExecutiveChange-in-Control Severance Agreement
Article 1. Establishment and Purpose

1.1 Effective Date. This Executive Change-in-Control Severance Agreement (the "Agreement) is made and entered into pursuant to Bancorp's Key Executive Severance Plan (the "Plan"), and is effective as of this 28th day of January, 2000 (the "Effective Date"), by and between Pacific Century Financial

Corporation ("PCFC"), a Hawaii corporation, and Karl K. Y. Pan, an executive (the "Executive") of PCFC and its subsidiary, Bank of Hawaii (the "Bank"). This Agreement shall supersede and replace any prior severance agreement entered into between PCFC and the Executive.
1.2 Term of the Agreement. The Agreement shall commence as of the Effective Date written above, and shall continue until the Board of Directors of PCFC (the "Board") determines, in good faith and in its sole discretion, that the Executive is no longer to be included in the Plan and so notifies in writing the Executive during the term of this Agreement of such determination.

Provided, however, in the event that a Change in Control of PCFC, as defined in Section 2.1 herein, occurs during the term of this Agreement, this Agreement shall remain irrevocably in effect for the greater of twenty-four (24) months from the date of such Change in Control, or until all benefits have been paid to the Executive hereunder.

Further, in the event that the Board has knowledge that a third party has taken steps reasonably calculated to effect a Change in Control of PCFC, including, but not limited to, the commencement of a tender offer for the voting stock of PCFC, or the circulation of a proxy to PCFC's shareholders, then this Agreement shall remain irrevocably in effect until the Board, in good faith, determines that such third party has fully abandoned or terminated its effort to effect a Change in Control of PCFC.
1.3 Purpose of the Agreement. The purpose of this Agreement pursuant to the Plan, is to advance the interests of PCFC and the Bank by assuring that PCFC and the Bank will have the continued employment and dedication of the Executive and the availability of his advice and counsel in the event that an acquisition or Change in Control of PCFC occurs. This Agreement shall also assure the Executive of equitable treatment during the period of uncertainty that surrounds an acquisition or Change in Control, and allow the Executive to act at all times in the best interests of PCFC and its shareholders.

1
1.4 Contractual Right to Benefits. This Agreement establishes and vests in the Executive a contractual right to the benefits which he or she is entitled hereunder, enforceable by the Executive against PCFC. However, nothing herein shall require PCFC to segregate, earmark, or otherwise set aside any funds or other assets to provide for any payments hereunder.

This Agreement shall be considered an unfunded agreement to provide benefits to a select group of management or highly compensated employees, and is therefore intended to be a "top-hat" plan exempt from the requirements of the provisions of Parts 2, 3, and 4 of Title I of ERISA.

Article 2. Definitions and Construction
2.1 Definitions. Whenever used in the Agreement, the following terms shall have the meanings set forth below and, when the meaning is intended, the initial letter of the word is capitalized.
(a). "Base Salary" means the annualized salary at the beginning of each Year, which includes all regular basic wages, before reduction for any amounts deferred on a tax-qualified or nonqualified basis, payable in cash to an Executive for services rendered during the Year. Base Salary shall exclude bonuses, incentive compensation, special fees or awards, commissions, allowances, or any other form of premium or incentive pay, or amounts designated by PCFC as payment toward or reimbursement of expenses.
(b). "Beneficial Owner" shall have the meaning ascribed to such term in Rule \(13 d-3\) of the General Rules and Regulations under the Securities Exchange Act of 1934, as amended (the "Exchange Act").
(c). "Beneficiary" with respect to an Executive means the person or entities designated or deemed designated by an Executive pursuant to Section 8.2 herein.
(d) "Board" means the Board of Directors of PCFC.
(e) "Change in Control" of PCFC means any one or more of the following occurrences:
(i) Any Person, including a "group" as defined in Section \(13(d)(3)\) of the Securities Exchange Act of 1934 , becomes the beneficial owner of shares of PCFC having 25 percent or more of the total number of votes that may be cast for the election of Directors of PCFC; or

2
(ii) As the result of, or in connection with, any cash tender or exchange offer, merger or other business combination, sale of assets or contested election, or any combination of the foregoing transactions, the person who were Directors of PCFC before the transaction shall cease to constitute a majority of the Board of Directors of PCFC or any successor to PCFC.
(f) "Code" means the Internal Revenue Code of 1986 , as amended.
(g) "PCFC" means Pacific Century Financial Corporation, a Hawaii corporation, or any successor thereto that adopts the Agreement, as provided in Section 8.1 herein.
(h) "Committee" means the Compensation Committee of the Board of Directors of PCFC or any other committee appointed by the Board to administer this Agreement.
(i) "Disability" means a physical or mental condition which renders an Executive unable to discharge his or her normal work responsibility with \(P C F C\) or the Bank and which, in the opinion of a licensed physician selected by the Executive, subject to reasonable approval by the Committee based upon sufficient medical evidence, can be reasonably expected to continue for a period of at least one full calendar year. If an fails to select a physician with ten (10) business days of a written request made by PCFC, then PCFC may select a physician for purposes of this paragraph.
(j) "Effective Date" means the date the Agreement is approved by the Board, or such other date as the Board shall designate in its resolution approving the Agreement, and as provided in Section 1.1 herein.
(k) "Effective Date of Termination" means the date on which a voluntary employment termination or involuntary employment termination other than for Just Cause occurs within twenty-four (24) months of a Change in Control which triggers Severance Benefits hereunder.
(l) "ERISA" means the Employee Retirement Income Security Act of 1974, as amended from time to time, or any successor act thereto.
(m) "Expiration Date" means the date the Agreement expires, as provided in Section 1.2 herein.
(n) "Just Cause" means a termination of an Executive's employment by PCFC for which no Severance Benefits are payable hereunder, as provided in Article 4 herein.
(o) "Normal Retirement Date" shall mean the date the Executive reaches

65 years of age.
(p) "Person" shall have the meaning ascribed to such terms in Section 3 (a) (9) of the Exchange Act and used in Sections 13 (d) and \(14(d)\) thereof, including a "group" as defined in Section 13(d).
(q) "Plan" means the Bancorp Hawaii, Inc. Key Executive Severance Plan, adopted April 27, 1983.
(r) "Severance Benefit" means the payment of severance compensation as provided in Article 3 herein.
(s) "Year" means the consecutive 12 -month period beginning each January 1 and ending December 31.
2.2 Gender and Number. Except where otherwise indicated by the context, any masculine term used herein also shall include the feminine, the plural shall include the singular, and the singular shall include the plural.
2.3 Severability. In the event any provision of the Agreement shall be held illegal or invalid for any reason, the illegality or invalidity shall not affect the remaining parts of the Agreement, and the Agreement shall be construed and enforced as if the illegal or invalid provision had not been included.
2.4 Modification. No express provisions of this Agreement may be modified, waived, or discharged unless such modification, waiver, or discharge is agreed to by the Executive in writing and approved by the Compensation Committee of the Board of Directors.
2.5 Applicable Law. To the extent not preempted by the laws of the United States, the laws of the State of Hawaii shall be the controlling law in all matters relating to the Agreement.

Article 3. Severance Benefits
-------------------
3.1 Right to Severance Benefits. The Executive shall be entitled to receive from PCFC Severance Benefits as described in Section 3.2 herein, if there has been a Change in Control of PCFC, as defined in Section 2.1(e) herein, and if, within twenty-four (24) months thereafter, the Executive voluntarily terminates employment or is involuntarily terminated without Just Cause with PCFC. An Executive shall not be entitled to receive Severance Benefits if the Executive's employment with PCFC or Bank of Hawaii ends due to an involuntary termination by PCFC for Just Cause, as provided under Article 4 herein.

4
3.2 Description of Severance Benefits. In the event that an Executive becomes entitled to receive Severance Benefits, as provided in Section 3.1 herein, PCFC shall pay to the Executive and provide the Executive with the following:
(a) An amount equal to three (3) times the Executive's highest annual Base Salary earned (i) at any time during the three (3) complete fiscal years immediately preceding the Effective Date of Termination, or (ii) if the Executive was not employed during such time period, at any time thereafter; and
(b) An amount equal to three (3) times the Executive's highest annual
bonus earned under the One-Year Incentive Plan during the three (3) complete fiscal years prior to the Effective Date of Termination, or, if shorter, over the Executive's entire period of employment. However, if the Executive's period of employment is less than one year, the bonus shall be considered zero (0); and
(c) An amount equal to three (3) times the Executive's highest annual incentive compensation earned under the Pacific Century Financial Corporation Profit Sharing Plan, the Sustained Profit Growth Plan, or any successor plans thereto over the three (3) complete fiscal years prior to the Effective Date of Termination, or, if shorter, over the Executive's entire period of employment. However, if the Executive's period of employment is less than one year, the average incentive compensation shall be considered zero (0); and
(d) An amount equal to the excess of (i) the maximum payment the Executive would have received under the One-Year Incentive Plan if he had continued in the employment of PCFC and the Bank through the end of the performance period following the Effective Date of Termination, and if the Bank had met its maximum performance goals as provided under the terms of the Plan and the maximum amount payable to the Executive had been paid, over (ii) the actual payout under the One-Year Incentive Plan resulting from the Executive's termination of employment; and
(e) A payout under the Sustained Profit Growth Plan, in accordance with the terms of such Plan; and
(f) A continuation of all welfare benefits at no direct cost to the Executive, including medical insurance, long-term disability, and group term life insurance for three (3) full years from the Effective Date of Termination or until the Executive reaches his Normal Retirement Date, whichever occurs earlier.
3.3 Reduction of Severance Benefits. In the event there are fewer than thirty-six (36) whole or partial months remaining from the Executive's Effective Date of Termination until the Executive's Normal Retirement Date, as defined under the Retirement Plan, then the amounts provided for under Sections 3.2(a), (b), and (c) above shall be reduced by a fraction, the numerator of which shall be the number of whole or partial months remaining until the Executive's Normal Retirement Date, and the denominator of which shall be thirty-six (36).
3.4 Fringe Benefits. The Executive's participation in fringe benefits prior to the Executive's Effective Date of Termination shall be continued, or equivalent benefits shall be provided, at no cost to the Executive, for a period of three (3) years from the Executive's Effective Date of Termination (or until he or she reaches his Normal Retirement Date, whichever occurs earlier).
3.5 Relocation Benefits. Should the Executive move his residence in order to pursue other business opportunities within two (2) years of Executive's Effective Date of Termination, the Executive shall be reimbursed for any moving expenses (as defined in Section 217 (b) of the Code) incurred in that relocation (including taxes, if any, payable on the reimbursement) which are not reimbursed by another employer. Benefits provided herein shall not exceed the assistance and benefits customarily provided by PCFC to transferred employees prior to the Change in Control.
3.6 Incentive Compensation. Any deferred awards previously granted to the Executive under PCFC's incentive compensation plans and not previously paid to the Executive, shall immediately vest on the date of the Executive's Effective Date of Termination and shall be paid no later than ninety (90) calendar days following that date, and be included as compensation in the month paid.
3.8 Stock Options and SARs. Stock options ("options") and stock appreciation rights ("SARs"), if any, granted to the Executive by PCFC will be exercisable pursuant to the terms of the applicable plans.

Article \(4 . \quad J u s t ~ C a u s e ~\)
4.1 Just Cause. Nothing in this Agreement shall be construed to prevent PCFC or the Bank from terminating an Executive's employment for Just Cause. In such case, no Severance Benefits shall be payable to the Executive under this Agreement.

Just Cause shall mean the criminal conviction of the Executive for an act of fraud, embezzlement, theft or any other act constituting a felony.

The determination that the Executive's actions constitute Just Cause for termination shall be made by the Board, acting in good faith.

Article 5. Form and Timing of Severance Benefits
5.1 Form and Timing of Severance Benefits. The Severance Benefits described in Sections \(3.4(\mathrm{a})\), (b), (c) (d) and 3.8 herein, shall be paid in cash to the Executive in a single lump sum as soon as practicable following the Executive's Effective Date of Termination, but in no event beyond ninety (90) calendar days from such date.

The Severance Benefits described in Section 3.2(f) and 3.5 herein shall be provided by PCFC to the Executive immediately upon the Executive's Effective Date of Termination and shall continue to be provided for three (3) full calendar years from the Executive's Effective Date of Termination or until the Executive reaches his or her Normal Retirement date, whichever occurs earlier.
5.2 Withholding of Taxes. PCFC shall withhold from any amounts payable under this Agreement all Federal, state, city, or other taxes as legally shall be required.

Article 6. Parachute Payments
-------------------
6.1 Excise Tax Cap. In the event that a Change in Control of PCFC shall occur and a determination is made by PCFC, pursuant to Sections 280 G and 4999 of the Code (and corresponding state law provisions) that a golden parachute excise tax is due, the Executive's Severance Benefits under this Plan shall be grossed up for the amount equal to and only equal to the amount necessary to pay the excise tax.
6.2 Subsequent Recalculation. In the event the Internal Revenue Service adjusts the excise tax computation of PCFC, as provided in Section 6.1 herein, such that the Executive is liable for the payment of a greater excise tax under Sections 280 G and 4999 of the Code, or such that the Executive does not receive the full benefit that he or she would have received, PCFC shall reimburse the Executive for the full amount necessary to make the Executive whole (less any amounts received by the Executive that he or she would not have received had the computation initially been computed as subsequently adjusted), including the value of the excise tax and all corresponding interest and penalties due to the Internal Revenue Service.

Article 7. Other Rights and Benefits Not Affected
7.1 Other Benefits. Neither the provisions of this Agreement nor the Severance Benefits provided for hereunder shall reduce any amounts otherwise payable, or in any way diminish the Executive's rights as an employee of PCFC,
whether existing now or hereafter, under any benefit, incentive, retirement, stock option, stock bonus, stock purchase plan, or any employment agreement, or other plan or arrangement.
7.2 Employment Status. This Agreement does not constitute a contract of employment or impose on the Executive or PCFC any obligation to retain the Executive as an employee, to change the status of the Executive's employment, or to change PCFC's policies regarding termination of employment.

Article 8. Successors
8.1 Successors. PCFC will require any successor (whether direct or indirect, by purchase, merger, consolidation, or otherwise) of all or substantially all of the business and/or assets of PCFC or of any division or subsidiary thereof to expressly assume and agree to perform this Agreement in the same manner and to the same extent that PCFC would be required to perform it if no such succession had taken place. Failure of PCFC to obtain such assumption and agreement prior to the effectiveness of any such succession shall be a breach of this Agreement and shall entitle the Executive to compensation from PCFC in the same amount and on the same terms as they would be entitled hereunder if terminated voluntarily following a Change in Control. Except for the purposes of implementing the foregoing, the date on which any succession becomes effective shall be deemed the Effective Date of Termination.

This Agreement shall inure to the benefit of and be enforceable by the Executive's personal or legal representatives, executors, administrators, successors, heirs, distributees, devisees, and legatees. If an Executive should die while any amount would still be payable hereunder had the Executive continued to live, all such amounts, unless otherwise provided herein, shall be paid in accordance with the terms of this Agreement, to the Executive's devisee, legatee, or other designee, or if there is no such designee, to the Executive's estate.
8.2 Beneficiaries. The beneficiary of the Executive under the Pacific Century Financial Corporation Money Purchase Plan shall be the beneficiary of the Executive's benefits under this Agreement, unless a beneficiary is otherwise designated by the Executive in the form of a signed writing acceptable to the Committee. An Executive may make or change such designation at any time.

Article 9. Administration
```

--------------

```
9.1 Administration. This Agreement shall be administered by the Compensation Committee of the Board of Directors. The Committee is authorized to interpret this Agreement, to prescribe and rescind rules and regulations, to provide conditions and assurances deemed necessary and advisable, to protect the interests of PCFC, and to make all other determinations necessary or advisable for the Agreement's administration.

In fulfilling its administrative duties hereunder, the Committee may rely on outside counsel, independent accountants, or other consultants to render advice or assistance.

8
9.2 Indemnification and Exculpation. The members of the Board, its agents and officers, directors, and employees of PCFC and its affiliates shall be indemnified and held harmless by PCFC against and from any and all loss, cost, liability, or expense that may be imposed upon or reasonably incurred by them in connection with or resulting from any claim, action, suit, or proceeding to which they may be a party or in which they may be involved by reason of any action taken or failure to act under this Agreement and against and from any and all amounts paid by them in settlement (with PCFC's written approval) or paid by
them in satisfaction of a judgment in any such action, suit, or proceeding. The foregoing provision shall not be applicable to any person if the loss, cost, liability, or expense is due to such person's gross negligence or willful misconduct.
```

Article 10. Legal Fees

```
10.1 Legal Fees and Expenses. PCFC shall pay all reasonable legal fees, costs of litigation, and other expenses incurred in good faith by the Executive as a result of PCFC's refusal to provide the Severance Benefits to which the Executive becomes entitled under this Agreement, or as a result of PCFC's contesting the validity, enforceability, or interpretation of the Agreement. Provided, however, that such payments shall not exceed the amount permitted by law and PCFC's Restated Articles of Incorporation.

IN WITNESS WHEREOF, PCFC has caused this Agreement to be executed by a resolution of the Board of Directors, as of the day and year first above written.
```

Pacific Century Financial Corporation
By: /S/ RICHARD J. DAHL
---------------------------
Its: President
By: /S/ KARL K. Y. PAN
--------------------------

```
    (Executive)
ATTEST:
    /S/ DENIS ISONO
----------------------------

Change-in-Control

Severance Agreement
```

Pacific Century Financial Corporation

```

\section*{Contents}

\section*{Page}
\(\qquad\)
\(\qquad\)4
Article 4. Just Cause ..... 6
Article 5. Form and Timing of Severance Benefits. ..... 7
Article 6. Parachute Payments ..... 7
Article 7. Other Rights and Benefits Not Affected ..... 7
Article 8. Successors. ..... 8
Article 9. Administration ..... 8
Article 10. Legal Fees and Arbitration ..... 9
Pacific Century Financial Corporation

Key Executive

Change-in-Control Severance Agreement

Article 1. Establishment and Purpose

1.1 Effective Date. This Executive Change-in-Control Severance Agreement (the "Agreement) is made and entered into pursuant to Bancorp's Key Executive Severance Plan (the "Plan"), and is effective as of this 26 th day of January 2001 (the "Effective Date"), by and between Pacific Century Financial

Corporation ("PCFC"), a Hawaii corporation, and Allan R. Landon, an executive (the "Executive") of PCFC and its subsidiary, Bank of Hawaii (the "Bank"). This Agreement shall supersede and replace any prior severance agreement entered into between PCFC and the Executive.
1.2 Term of the Agreement. The Agreement shall commence as of the Effective Date written above, and shall continue until the Board of Directors of PCFC (the "Board") determines, in good faith and in its sole discretion, that the Executive is no longer to be included in the Plan and so notifies in writing the Executive during the term of this Agreement of such determination.

Provided, however, in the event that a Change in Control of PCFC, as defined in Section 2.1 herein, occurs during the term of this Agreement, this Agreement shall remain irrevocably in effect for the greater of twenty-four (24) months from the date of such Change in Control, or until all benefits have been paid to the Executive hereunder.

Further, in the event that the Board has knowledge that a third party has taken steps reasonably calculated to effect a Change in Control of PCFC, including, but not limited to, the commencement of a tender offer for the voting stock of PCFC, or the circulation of a proxy to PCFC's shareholders, then this Agreement shall remain irrevocably in effect until the Board, in good faith, determines that such third party has fully abandoned or terminated its effort to effect a Change in Control of PCFC.
1.3 Purpose of the Agreement. The purpose of this Agreement pursuant to the Plan, is to advance the interests of PCFC and the Bank by assuring that PCFC and the Bank will have the continued employment and dedication of the Executive and the availability of his advice and counsel in the event that an acquisition or Change in Control of PCFC occurs. This Agreement shall also assure the Executive of equitable treatment during the period of uncertainty that surrounds an acquisition or Change in Control, and allow the Executive to act at all times in the best interests of PCFC and its shareholders.
1.4 Contractual Right to Benefits. This Agreement establishes and vests in the Executive a contractual right to the benefits which he or she is entitled hereunder, enforceable by the Executive against PCFC. However, nothing herein shall require PCFC to segregate, earmark, or otherwise set aside any funds or other assets to provide for any payments hereunder.

This Agreement shall be considered an unfunded agreement to provide benefits to a select group of management or highly compensated employees, and is therefore intended to be a "top-hat" plan exempt from the requirements of the provisions of Parts 2, 3, and 4 of Title I of ERISA.

Article 2. Definitions and Construction
-----------------------------
2.1 Definitions. Whenever used in the Agreement, the following terms shall have the meanings set forth below and, when the meaning is intended, the initial letter of the word is capitalized.
(a). "Base Salary" means the annualized salary at the beginning of each Year, which includes all regular basic wages, before reduction for any amounts deferred on a tax-qualified or nonqualified basis, payable in cash to an Executive for services rendered during the Year. Base Salary shall exclude bonuses, incentive compensation, special fees or awards, commissions, allowances, or any other form of premium or incentive pay, or amounts designated by PCFC as payment toward or reimbursement of expenses.
(b). "Beneficial Owner" shall have the meaning ascribed to such term in Rule 13d-3 of the General Rules and Regulations under the Securities Exchange Act of 1934, as amended (the "Exchange Act").
(c). "Beneficiary" with respect to an Executive means the person or entities designated or deemed designated by an Executive pursuant to Section 8.2 herein.
(d) "Board" means the Board of Directors of PCFC.
(e) "Change in Control" of PCFC means any one or more of the following occurrences:
(i) Any Person, including a "group" as defined in Section \(13(d)(3)\) of the Securities Exchange Act of 1934 , becomes the beneficial owner of shares of PCFC having 25 percent or more of the total number of votes that may be cast for the election of Directors of PCFC; or

2
(ii) As the result of, or in connection with, any cash tender or exchange offer, merger or other business combination, sale of assets or contested election, or any combination of the foregoing transactions, the person who were Directors of PCFC before the transaction shall cease to constitute a majority of the Board of Directors of PCFC or any successor to PCFC.
"Code" means the Internal Revenue Code of 1986, as amended.
(g) "PCFC" means Pacific Century Financial Corporation, a Hawaii corporation, or any successor thereto that adopts the Agreement, as provided in Section 8.1 herein.
(h) "Committee" means the Compensation Committee of the Board of Directors of PCFC or any other committee appointed by the Board to administer this Agreement.
(i) "Disability" means a physical or mental condition which renders an Executive unable to discharge his or her normal work responsibility with \(P C F C\) or the Bank and which, in the opinion of a licensed physician selected by the Executive, subject to reasonable approval by the Committee based upon sufficient medical evidence, can be reasonably expected to continue for a period of at least one full calendar year. If an Executive fails to select a physician with ten (10) business days of a written request made by PCFC, then PCFC may select a physician for purposes of this paragraph.
(j) "Effective Date" means the date the Agreement is approved by the Board, or such other date as the Board shall designate in its resolution approving the Agreement, and as provided in Section 1.1 herein.
(k) "Effective Date of Termination" means the date on which a voluntary employment termination or involuntary employment termination other than for Just Cause occurs within twenty-four (24) months of a Change in Control which triggers Severance Benefits hereunder.
(l) "ERISA" means the Employee Retirement Income Security Act of 1974, as amended from time to time, or any successor act thereto.
(m) "Expiration Date" means the date the Agreement expires, as provided in Section 1.2 herein.
(n) "Just Cause" means a termination of an Executive's employment by PCFC for which no Severance Benefits are payable hereunder, as provided in Article 4 herein.
(o) "Normal Retirement Date" shall mean the date the Executive reaches

3

65 years of age.
(p) "Person" shall have the meaning ascribed to such terms in Section 3 (a) (9) of the Exchange Act and used in Sections 13 (d) and \(14(d)\) thereof, including a "group" as defined in Section 13(d).
(q) "Plan" means the Bancorp Hawaii, Inc. Key Executive Severance Plan, adopted April 27, 1983.
(r) "Severance Benefit" means the payment of severance compensation as provided in Article 3 herein.
(s) "Year" means the consecutive 12 -month period beginning each January 1 and ending December 31.
2.2 Gender and Number. Except where otherwise indicated by the context, any masculine term used herein also shall include the feminine, the plural shall include the singular, and the singular shall include the plural.
2.3 Severability. In the event any provision of the Agreement shall be held illegal or invalid for any reason, the illegality or invalidity shall not affect the remaining parts of the Agreement, and the Agreement shall be construed and enforced as if the illegal or invalid provision had not been included.
2.4 Modification. No express provisions of this Agreement may be modified, waived, or discharged unless such modification, waiver, or discharge is agreed to by the Executive in writing and approved by the Compensation Committee of the Board of Directors.
2.5 Applicable Law. To the extent not preempted by the laws of the United States, the laws of the State of Hawaii shall be the controlling law in all matters relating to the Agreement.

Article 3. Severance Benefits
-------------------
3.1 Right to Severance Benefits. The Executive shall be entitled to receive from PCFC Severance Benefits as described in Section 3.2 herein, if there has been a Change in Control of PCFC, as defined in Section 2.1 (e) herein, and if, within twenty-four (24) months thereafter, the Executive voluntarily terminates employment or is involuntarily terminated without Just Cause with PCFC. An Executive shall not be entitled to receive Severance Benefits if the Executive's employment with PCFC or Bank of Hawaii ends due to an involuntary termination by PCFC for Just Cause, as provided under Article 4 herein.

4
3.2 Description of Severance Benefits. In the event that an Executive becomes entitled to receive Severance Benefits, as provided in Section 3.1 herein, PCFC shall pay to the Executive and provide the Executive with the following:
(a) An amount equal to three (3) times the Executive's highest annual Base Salary earned (i) at any time during the three (3) complete fiscal years immediately preceding the Effective Date of Termination, or (ii) if the Executive was not employed during such time period, at any time thereafter; and
(b) An amount equal to three (3) times the Executive's highest annual
bonus earned under the One-Year Incentive Plan during the three (3) complete fiscal years prior to the Effective Date of Termination, or, if shorter, over the Executive's entire period of employment. However, if the Executive's period of employment is less than one year, the bonus shall be considered zero (0); and
(c) An amount equal to three (3) times the Executive's highest annual incentive compensation earned under the Pacific Century Financial Corporation Profit Sharing Plan, the Sustained Profit Growth Plan, or any successor plans thereto over the three (3) complete fiscal years prior to the Effective Date of Termination, or, if shorter, over the Executive's entire period of employment. However, if the Executive's period of employment is less than one year, the average incentive compensation shall be considered zero (0); and
(d) An amount equal to the excess of (i) the maximum payment the Executive would have received under the One-Year Incentive Plan if he had continued in the employment of PCFC and the Bank through the end of the performance period following the Effective Date of Termination, and if the Bank had met its maximum performance goals as provided under the terms of the Plan and the maximum amount payable to the Executive had been paid, over (ii) the actual payout under the One-Year Incentive Plan resulting from the Executive's termination of employment; and
(e) A payout under the Sustained Profit Growth Plan, in accordance with the terms of such Plan; and
(f) A continuation of all welfare benefits at no direct cost to the Executive, including medical insurance, long-term disability, and group term life insurance for three (3) full years from the Effective Date of Termination or until the Executive reaches his Normal Retirement Date, whichever occurs earlier.
3.3 Reduction of Severance Benefits. In the event there are fewer than thirty-six (36) whole or partial months remaining from the Executive's Effective Date of Termination until the Executive's Normal Retirement Date, as defined under the Retirement Plan, then the amounts provided for under Sections \(3.2(a),(b)\), and (c) above shall be reduced by a fraction, the numerator of which shall be the number of whole or partial months remaining until the Executive's Normal Retirement Date, and the denominator of which shall be thirty-six (36).
3.4 Fringe Benefits. The Executive's participation in fringe benefits prior to the Executive's Effective Date of Termination shall be continued, or equivalent benefits shall be provided, at no cost to the Executive, for a period of three (3) years from the Executive's Effective Date of Termination (or until he or she reaches his Normal Retirement Date, whichever occurs earlier).
3.5 Relocation Benefits. Should the Executive move his residence in order to pursue other business opportunities within two (2) years of Executive's Effective Date of Termination, the Executive shall be reimbursed for any moving expenses (as defined in Section 217 (b) of the Code) incurred in that relocation (including taxes, if any, payable on the reimbursement) which are not reimbursed by another employer. Benefits provided herein shall not exceed the assistance and benefits customarily provided by PCFC to transferred employees prior to the Change in Control.
3.6 Incentive Compensation. Any deferred awards previously granted to the Executive under PCFC's incentive compensation plans and not previously paid to the Executive, shall immediately vest on the date of the Executive's Effective Date of Termination and shall be paid no later than ninety (90) calendar days following that date, and be included as compensation in the month paid.
3.8 Stock Options and SARs. Stock options ("options") and stock appreciation rights ("SARs"), if any, granted to the Executive by PCFC will be exercisable pursuant to the terms of the applicable plans.

Article 4. Just Cause
----------
4.1 Just Cause. Nothing in this Agreement shall be construed to prevent PCFC or the Bank from terminating an Executive's employment for Just Cause. In such case, no Severance Benefits shall be payable to the Executive under this Agreement.

Just Cause shall mean the criminal conviction of the Executive for an act of fraud, embezzlement, theft or any other act constituting a felony.

The determination that the Executive's actions constitute Just Cause for termination shall be made by the Board, acting in good faith.

6

Article 5. Form and Timing of Severance Benefits

5.1 Form and Timing of Severance Benefits. The Severance Benefits described in Sections \(3.4(\mathrm{a}),(\mathrm{b}),(\mathrm{c})(\mathrm{d})\) and 3.8 herein, shall be paid in cash to the Executive in a single lump sum as soon as practicable following the Executive's Effective Date of Termination, but in no event beyond ninety (90) calendar days from such date.

The Severance Benefits described in Section 3.2(f) and 3.5 herein shall be provided by PCFC to the Executive immediately upon the Executive's Effective Date of Termination and shall continue to be provided for three (3) full calendar years from the Executive's Effective Date of Termination or until the Executive reaches his or her Normal Retirement date, whichever occurs earlier.
5.2 Withholding of Taxes. PCFC shall withhold from any amounts payable under this Agreement all Federal, state, city, or other taxes as legally shall be required.

Article 6. Parachute Payments
------------------
6.1 Excise Tax Cap. In the event that a Change in Control of PCFC shall occur and a determination is made by PCFC, pursuant to Sections \(280 G\) and 4999 of the Code (and corresponding state law provisions) that a golden parachute excise tax is due, the Executive's Severance Benefits under this Plan shall be grossed up for the amount equal to and only equal to the amount necessary to pay the excise tax.
6.2 Subsequent Recalculation. In the event the Internal Revenue Service adjusts the excise tax computation of PCFC, as provided in Section 6.1 herein, such that the Executive is liable for the payment of a greater excise tax under Sections \(280 G\) and 4999 of the Code, or such that the Executive does not receive the full benefit that he or she would have received, PCFC shall reimburse the Executive for the full amount necessary to make the Executive whole (less any amounts received by the Executive that he or she would not have received had the computation initially been computed as subsequently adjusted), including the value of the excise tax and all corresponding interest and penalties due to the Internal Revenue Service.

Article 7. Other Rights and Benefits Not Affected
----------------------------------------------
7.1 Other Benefits. Neither the provisions of this Agreement nor the Severance Benefits provided for hereunder shall reduce any amounts otherwise
payable, or in any way diminish the Executive's rights as an employee of PCFC, whether existing now or hereafter, under any benefit, incentive, retirement, stock option, stock bonus, stock purchase plan, or any employment agreement, or other plan or arrangement.
7.2 Employment Status. This Agreement does not constitute a contract of employment or impose on the Executive or PCFC any obligation to retain the Executive as an employee, to change the status of the Executive's employment, or to change PCFC's policies regarding termination of employment.

Article 8. Successors
-----------
8.1 Successors. PCFC will require any successor (whether direct or indirect, by purchase, merger, consolidation, or otherwise) of all or substantially all of the business and/or assets of PCFC or of any division or subsidiary thereof to expressly assume and agree to perform this Agreement in the same manner and to the same extent that PCFC would be required to perform it if no such succession had taken place. Failure of PCFC to obtain such assumption and agreement prior to the effectiveness of any such succession shall be a breach of this Agreement and shall entitle the Executive to compensation from PCFC in the same amount and on the same terms as they would be entitled hereunder if terminated voluntarily following a Change in Control. Except for the purposes of implementing the foregoing, the date on which any succession becomes effective shall be deemed the Effective Date of Termination.

This Agreement shall inure to the benefit of and be enforceable by the Executive's personal or legal representatives, executors, administrators, successors, heirs, distributees, devisees, and legatees. If an Executive should die while any amount would still be payable hereunder had the Executive continued to live, all such amounts, unless otherwise provided herein, shall be paid in accordance with the terms of this Agreement, to the Executive's devisee, legatee, or other designee, or if there is no such designee, to the Executive's estate.
8.2 Beneficiaries. The beneficiary of the Executive under the Pacific Century Financial Corporation Money Purchase Plan shall be the beneficiary of the Executive's benefits under this Agreement, unless a beneficiary is otherwise designated by the Executive in the form of a signed writing acceptable to the Committee. An Executive may make or change such designation at any time.

Article 9. Administration
--------------
9.1 Administration. This Agreement shall be administered by the Compensation Committee of the Board of Directors. The Committee is authorized to interpret this Agreement, to prescribe and rescind rules and regulations, to provide conditions and assurances deemed necessary and advisable, to protect the interests of PCFC, and to make all other determinations necessary or advisable for the Agreement's administration.

In fulfilling its administrative duties hereunder, the Committee may rely on outside counsel, independent accountants, or other consultants to render advice or assistance.

8
9.2 Indemnification and Exculpation. The members of the Board, its agents and officers, directors, and employees of PCFC and its affiliates shall be indemnified and held harmless by PCFC against and from any and all loss, cost, liability, or expense that may be imposed upon or reasonably incurred by them in connection with or resulting from any claim, action, suit, or proceeding to which they may be a party or in which they may be involved by reason of any action taken or failure to act under this Agreement and against and from any and
all amounts paid by them in settlement (with PCFC's written approval) or paid by them in satisfaction of a judgment in any such action, suit, or proceeding. The foregoing provision shall not be applicable to any person if the loss, cost, liability, or expense is due to such person's gross negligence or willful misconduct.

Article 10. Legal Fees
----------
10.1 Legal Fees and Expenses. PCFC shall pay all reasonable legal fees, costs of litigation, and other expenses incurred in good faith by the Executive as a result of PCFC's refusal to provide the Severance Benefits to which the Executive becomes entitled under this Agreement, or as a result of PCFC's contesting the validity, enforceability, or interpretation of the Agreement. Provided, however, that such payments shall not exceed the amount permitted by law and PCFC's Restated Articles of Incorporation.

IN WITNESS WHEREOF, PCFC has caused this Agreement to be executed by a resolution of the Board of Directors, as of the day and year first above written.

Pacific Century Financial Corporation
By: /S/ MICHAEL E. O'NEILL
-----------------------------------------
Its: Chairman \& Chief Executive Officer

By: /S/ ALLAN R. LANDON
(Executive)

ATTEST:
/S/ NEAL HOCKLANDER
-------------------------------------

9

Key Executive
Change-in-Control

Severance Agreement
\(\qquad\)

Contents

\section*{Page}
Article 1. Establishment and Purpose. ..... 1
Article 2. Definitions and Construction ..... 2
Article 3. Severance Benefits ..... 4
Article 4. Just Cause. ..... 6
Article 5. Form and Timing of Severance Benefits ..... 7
Article 6. Parachute Payments. ..... 7
Article 7. Other Rights and Benefits Not Affected ..... 7
Article 8. Successors ..... 8
Article 9. Administration ..... 8
Article 10. Legal Fees and Arbitration. ..... 9

Article 1. Establishment and Purpose
1.1 Effective Date. This Executive Change-in-Control Severance Agreement (the "Agreement) is made and entered into pursuant to Bancorp's Key Executive Severance Plan (the "Plan"), and is effective as of this \(26 t h\) day of January 26, 2001 (the "Effective Date"), by and between Pacific Century Financial Corporation ("PCFC"), a Hawaii corporation, and William C. Nelson, an executive (the "Executive") of PCFC and its subsidiary, Bank of Hawaii (the "Bank"). This Agreement shall supersede and replace any prior severance agreement entered into between PCFC and the Executive.
1.2 Term of the Agreement. The Agreement shall commence as of the Effective Date written above, and shall continue until the Board of Directors of PCFC (the "Board") determines, in good faith and in its sole discretion, that the Executive is no longer to be included in the Plan and so notifies in writing the Executive during the term of this Agreement of such determination.

Provided, however, in the event that a Change in Control of PCFC, as defined in Section 2.1 herein, occurs during the term of this Agreement, this Agreement shall remain irrevocably in effect for the greater of twenty-four (24) months from the date of such Change in Control, or until all benefits have been paid to the Executive hereunder.

Further, in the event that the Board has knowledge that a third party has taken steps reasonably calculated to effect a Change in Control of PCFC, including, but not limited to, the commencement of a tender offer for the voting stock of PCFC, or the circulation of a proxy to PCFC's shareholders, then this Agreement shall remain irrevocably in effect until the Board, in good faith, determines that such third party has fully abandoned or terminated its effort to effect a Change in Control of PCFC.
1.3 Purpose of the Agreement. The purpose of this Agreement pursuant to the Plan, is to advance the interests of PCFC and the Bank by assuring that PCFC and the Bank will have the continued employment and dedication of the Executive and the availability of his advice and counsel in the event that an acquisition or Change in Control of PCFC occurs. This Agreement shall also assure the Executive of equitable treatment during the period of uncertainty that surrounds an acquisition or Change in Control, and allow the Executive to act at all times in the best interests of PCFC and its shareholders.

1
1.4 Contractual Right to Benefits. This Agreement establishes and vests in the Executive a contractual right to the benefits which he or she is entitled hereunder, enforceable by the Executive against PCFC. However, nothing herein shall require PCFC to segregate, earmark, or otherwise set aside any funds or other assets to provide for any payments hereunder.

This Agreement shall be considered an unfunded agreement to provide benefits to a select group of management or highly compensated employees, and is therefore intended to be a "top-hat" plan exempt from the requirements of the provisions of Parts 2, 3, and 4 of Title \(I\) of ERISA.

Article 2. Definitions and Construction
2.1 Definitions. Whenever used in the Agreement, the following terms shall have the meanings set forth below and, when the meaning is intended, the initial letter of the word is capitalized.
(a). "Base Salary" means the annualized salary at the beginning of each Year, which includes all regular basic wages, before reduction for any amounts deferred on a tax-qualified or nonqualified basis, payable in cash to an Executive for services rendered during the Year. Base Salary shall exclude bonuses, incentive compensation, special fees or awards, commissions, allowances, or any other form of premium or incentive pay, or amounts designated by PCFC as payment toward or reimbursement of expenses.
(b). "Beneficial Owner" shall have the meaning ascribed to such term in Rule \(13 d-3\) of the General Rules and Regulations under the Securities Exchange Act of 1934, as amended (the "Exchange Act").
(c). "Beneficiary" with respect to an Executive means the person or entities designated or deemed designated by an Executive pursuant to Section 8.2 herein.
(d) "Board" means the Board of Directors of PCFC.
(e) "Change in Control" of PCFC means any one or more of the following occurrences:

Any Person, including a "group" as defined in Section \(13(d)(3)\) of the Securities Exchange Act of 1934, becomes the beneficial owner of shares of PCFC having 25 percent or more of the total number of votes that may be cast for the election of Directors of PCFC; or

2
(ii) As the result of, or in connection with, any cash tender or exchange offer, merger or other business combination, sale of assets or contested election, or any combination of the foregoing transactions, the person who were Directors of PCFC before the transaction shall cease to constitute a majority of the Board of Directors of PCFC or any successor to PCFC.
(f) "Code" means the Internal Revenue Code of 1986, as amended.
(g) "PCFC" means Pacific Century Financial Corporation, a Hawaii corporation, or any successor thereto that adopts the Agreement, as provided in Section 8.1 herein.
(h) "Committee" means the Compensation Committee of the Board of Directors of PCFC or any other committee appointed by the Board to administer this Agreement.
(i) "Disability" means a physical or mental condition which renders an Executive unable to discharge his or her normal work responsibility with PCFC or the Bank and which, in the opinion of a licensed physician selected by the Executive, subject to reasonable approval by the Committee based upon sufficient medical evidence, can be reasonably expected to continue for a period of at least one full calendar year. If an Executive fails to select a physician with ten (10) business days of a written request made by PCFC, then PCFC may select a physician for purposes of this paragraph.
(j) "Effective Date" means the date the Agreement is approved by the Board, or such other date as the Board shall designate in its resolution approving the Agreement, and as provided in Section 1.1 herein.
(k) "Effective Date of Termination" means the date on which a voluntary employment termination or involuntary employment termination other than for Just Cause occurs within twentyfour (24) months of a Change in Control which triggers Severance Benefits hereunder.
(l) "ERISA" means the Employee Retirement Income Security Act of 1974, as amended from time to time, or any successor act thereto.
(m) "Expiration Date" means the date the Agreement expires, as provided in Section 1.2 herein.
(n) "Just Cause" means a termination of an Executive's employment by PCFC for which no Severance Benefits are payable hereunder, as provided in Article 4 herein.
(o) "Normal Retirement Date" shall mean the date the Executive reaches

3

65 years of age.
(p) "Person" shall have the meaning ascribed to such terms in Section 3(a) (9) of the Exchange Act and used in Sections \(13(d)\) and \(14(d)\) thereof, including a "group" as defined in Section \(13(d)\).
(q) "Plan" means the Bancorp Hawaii, Inc. Key Executive Severance Plan, adopted April 27, 1983.
(r) "Severance Benefit" means the payment of severance compensation as provided in Article 3 herein.
(s) "Year" means the consecutive 12 -month period beginning each January 1 and ending December 31.
2.2 Gender and Number. Except where otherwise indicated by the context, any masculine term used herein also shall include the feminine, the plural shall include the singular, and the singular shall include the plural.
2.3 Severability. In the event any provision of the Agreement shall be held illegal or invalid for any reason, the illegality or invalidity shall not affect the remaining parts of the Agreement, and the Agreement shall be construed and enforced as if the illegal or invalid provision had not been included.
2.4 Modification. No express provisions of this Agreement may be modified, waived, or discharged unless such modification, waiver, or discharge is agreed to by the Executive in writing and approved by the Compensation Committee of the Board of Directors.
2.5 Applicable Law. To the extent not preempted by the laws of the United States, the laws of the State of Hawaii shall be the controlling law in all matters relating to the Agreement.
3.1 Right to Severance Benefits. The Executive shall be entitled to receive from PCFC Severance Benefits as described in Section 3.2 herein, if there has been a Change in Control of PCFC, as defined in Section 2.1(e) herein, and if, within twenty-four (24) months thereafter, the Executive voluntarily terminates employment or is involuntarily terminated without Just Cause with PCFC. An Executive shall not be entitled to receive Severance Benefits if the Executive's employment with PCFC or Bank of Hawaii ends due to an involuntary termination by PCFC for Just Cause, as provided under Article 4 herein.

4
3.2 Description of Severance Benefits. In the event that an Executive becomes entitled to receive Severance Benefits, as provided in Section 3.1 herein, PCFC shall pay to the Executive and provide the Executive with the following:
(a) An amount equal to three (3) times the Executive's highest annual Base Salary earned (i) at any time during the three (3) complete fiscal years immediately preceding the Effective Date of Termination, or (ii) if the Executive was not employed during such time period, at any time thereafter; and
(b) An amount equal to three (3) times the Executive's highest annual bonus earned under the One-Year Incentive Plan during the three (3) complete fiscal years prior to the Effective Date of Termination, or, if shorter, over the Executive's entire period of employment. However, if the Executive's period of employment is less than one year, the bonus shall be considered zero (0); and
(c) An amount equal to three (3) times the Executive's highest annual incentive compensation earned under the Pacific Century Financial Corporation Profit Sharing Plan, the Sustained Profit Growth Plan, or any successor plans thereto over the three (3) complete fiscal years prior to the Effective Date of Termination, or, if shorter, over the Executive's entire period of employment. However, if the Executive's period of employment is less than one year, the average incentive compensation shall be considered zero (0); and
(d) An amount equal to the excess of (i) the maximum payment the Executive would have received under the One-Year Incentive Plan if he had continued in the employment of PCFC and the Bank through the end of the performance period following the Effective Date of Termination, and if the Bank had met its maximum performance goals as provided under the terms of the Plan and the maximum amount payable to the Executive had been paid, over (ii) the actual payout under the One-Year Incentive Plan resulting from the Executive's termination of employment; provided however, that in the event the Executive becomes entitled to receive Severance Benefits within the first twelve months of employment, the amount of the payment under this section 3.2 (d) will be the One-Year Incentive Plan payout amount stated in the Executive's offer letter dated December 8, 2000; and
(e) A payout under the Sustained Profit Growth Plan, in accordance with the terms of such Plan; and
(f) A continuation of all welfare benefits at no direct cost to the Executive, including medical insurance, long-term disability, and group term life insurance for three (3) full years from the Effective Date of Termination
or until the Executive reaches his Normal Retirement Date, whichever occurs earlier.
3.3 Reduction of Severance Benefits. In the event there are fewer than thirty-six (36) whole or partial months remaining from the Executive's Effective Date of Termination until the Executive's Normal Retirement Date, as defined under the Retirement Plan, then the amounts provided for under Sections 3.2(a), (b), and (c) above shall be reduced by a fraction, the numerator of which shall be the number of whole or partial months remaining until the Executive's Normal Retirement Date, and the denominator of which shall be thirty-six (36).
3.4 Fringe Benefits. The Executive's participation in fringe benefits prior to the Executive's Effective Date of Termination shall be continued, or equivalent benefits shall be provided, at no cost to the Executive, for a period of three (3) years from the Executive's Effective Date of Termination (or until he or she reaches his Normal Retirement Date, whichever occurs earlier).
3.5 Relocation Benefits. Should the Executive move his residence in order to pursue other business opportunities within two (2) years of Executive's Effective Date of Termination, the Executive shall be reimbursed for any moving expenses (as defined in Section 217 (b) of the code) incurred in that relocation (including taxes, if any, payable on the reimbursement) which are not reimbursed by another employer. Benefits provided herein shall not exceed the assistance and benefits customarily provided by PCFC to transferred employees prior to the Change in Control.
3.6 Incentive Compensation. Any deferred awards previously granted to the Executive under PCFC's incentive compensation plans and not previously paid to the Executive, shall immediately vest on the date of the Executive's Effective Date of Termination and shall be paid no later than ninety (90) calendar days following that date, and be included as compensation in the month paid.
3.8 Stock Options and SARs. Stock options ("options") and stock appreciation rights ("SARs"), if any, granted to the Executive by PCFC will be exercisable pursuant to the terms of the applicable plans.

Article 4. Just Cause
-
4.1 Just Cause. Nothing in this Agreement shall be construed to prevent PCFC or the Bank from terminating an Executive's employment for Just Cause. In such case, no Severance Benefits shall be payable to the Executive under this Agreement.

Just Cause shall mean the criminal conviction of the Executive for an act of fraud, embezzlement, theft or any other act constituting a felony.

6

The determination that the Executive's actions constitute Just Cause for termination shall be made by the Board, acting in good faith.

Article 5. Form and Timing of Severance Benefits
----------------------------------------
5.1 Form and Timing of Severance Benefits. The Severance Benefits described in Sections \(3.4(a),(b),(c)(d)\) and 3.8 herein, shall be paid in cash to the Executive in a single lump sum as soon as practicable following the Executive's Effective Date of Termination, but in no event beyond ninety (90)
calendar days from such date.

The Severance Benefits described in Section 3.2(f) and 3.5 herein shall be provided by PCFC to the Executive immediately upon the Executive's Effective Date of Termination and shall continue to be provided for three (3) full calendar years from the Executive's Effective Date of Termination or until the Executive reaches his or her Normal Retirement date, whichever occurs earlier.
5.2 Withholding of Taxes. PCFC shall withhold from any amounts payable under this Agreement all Federal, state, city, or other taxes as legally shall be required.

Article 6. Parachute Payments
--------------------
6.1 Excise Tax Cap. In the event that a Change in Control of PCFC shall occur and a determination is made by PCFC, pursuant to Sections \(280 G\) and 4999 of the Code (and corresponding state law provisions) that a golden parachute excise tax is due, the Executive's Severance Benefits under this Plan shall be grossed up for the amount equal to and only equal to the amount necessary to pay the excise tax.
6.2 Subsequent Recalculation. In the event the Internal Revenue Service adjusts the excise tax computation of PCFC, as provided in Section 6.1 herein, such that the Executive is liable for the payment of a greater excise tax under Sections \(280 G\) and 4999 of the Code, or such that the Executive does not receive the full benefit that he or she would have received, PCFC shall reimburse the Executive for the full amount necessary to make the Executive whole (less any amounts received by the Executive that he or she would not have received had the computation initially been computed as subsequently adjusted), including the value of the excise tax and all corresponding interest and penalties due to the Internal Revenue Service.

Article 7. Other Rights and Benefits Not Affected

7.1 Other Benefits. Neither the provisions of this Agreement nor the Severance Benefits provided for hereunder shall reduce any amounts otherwise payable, or in any way
diminish the Executive's rights as an employee of PCFC, whether existing now or hereafter, under any benefit, incentive, retirement, stock option, stock bonus, stock purchase plan, or any employment agreement, or other plan or arrangement.
7.2 Employment Status. This Agreement does not constitute a contract of employment or impose on the Executive or PCFC any obligation to retain the Executive as an employee, to change the status of the Executive's employment, or to change PCFC's policies regarding termination of employment.

Article 8. Successors
8.1 Successors. PCFC will require any successor (whether direct or indirect, by purchase, merger, consolidation, or otherwise) of all or substantially all of the business and/or assets of PCFC or of any division or subsidiary thereof to expressly assume and agree to perform this Agreement in the same manner and to the same extent that PCFC would be required to perform it if no such succession had taken place. Failure of PCFC to obtain such assumption
and agreement prior to the effectiveness of any such succession shall be a breach of this Agreement and shall entitle the Executive to compensation from PCFC in the same amount and on the same terms as they would be entitled hereunder if terminated voluntarily following a Change in Control. Except for the purposes of implementing the foregoing, the date on which any succession becomes effective shall be deemed the Effective Date of Termination.

This Agreement shall inure to the benefit of and be enforceable by the Executive's personal or legal representatives, executors, administrators, successors, heirs, distributees, devisees, and legatees. If an Executive should die while any amount would still be payable hereunder had the Executive continued to live, all such amounts, unless otherwise provided herein, shall be paid in accordance with the terms of this Agreement, to the Executive's devisee, legatee, or other designee, or if there is no such designee, to the Executive's estate.
8.2 Beneficiaries. The beneficiary of the Executive under the Pacific Century Financial Corporation Money Purchase Plan shall be the beneficiary of the Executive's benefits under this Agreement, unless a beneficiary is otherwise designated by the Executive in the form of a signed writing acceptable to the Committee. An Executive may make or change such designation at any time.

Article 9. Administration
--------------
9.1 Administration. This Agreement shall be administered by the Compensation Committee of the Board of Directors. The Committee is authorized to interpret this Agreement, to prescribe and rescind rules and regulations, to provide conditions and assurances deemed necessary and advisable, to protect the interests of PCFC, and to make all other determinations necessary or advisable for the Agreement's administration.

In fulfilling its administrative duties hereunder, the Committee may rely on outside counsel, independent accountants, or other consultants to render advice or assistance.
9.2 Indemnification and Exculpation. The members of the Board, its agents and officers, directors, and employees of PCFC and its affiliates shall be indemnified and held harmless by PCFC against and from any and all loss, cost, liability, or expense that may be imposed upon or reasonably incurred by them in connection with or resulting from any claim, action, suit, or proceeding to which they may be a party or in which they may be involved by reason of any action taken or failure to act under this Agreement and against and from any and all amounts paid by them in settlement (with PCFC's written approval) or paid by them in satisfaction of a judgment in any such action, suit, or proceeding. The foregoing provision shall not be applicable to any person if the loss, cost, liability, or expense is due to such person's gross negligence or willful misconduct.

Article 10. Legal Fees
----------
10.1 Legal Fees and Expenses. PCFC shall pay all reasonable legal fees, costs of litigation, and other expenses incurred in good faith by the Executive as a result of PCFC's refusal to provide the Severance Benefits to which the Executive becomes entitled under this Agreement, or as a result of PCFC's contesting the validity, enforceability, or interpretation of the Agreement. Provided, however, that such payments shall not exceed the amount permitted by law and PCFC's Restated Articles of Incorporation.

IN WITNESS WHEREOF, PCFC has caused this Agreement to be executed
by a resolution of the Board of Directors, as of the day and year first above written.

\author{
Pacific Century Financial Corporation \\ By: /S/ MICHAEL E. O'NEILL \\ Its: Chairman \& Chief Executive Officer \\ By: /S/ WILLIAM C. NELSON \\ (Executive)
}

ATTEST:
/S/ JOSEPH KIEFER
-------------------------------

AMENDMENT NO. 97-1 TO
THE PACIFIC CENTURY FINANCIAL CORPORATION DIRECTOR STOCK COMPENSATION PROGRAM

In accordance with the provisions of its Article 7, the Pacific Century Financial Corporation Director Stock Compensation Program ("Program") is amended effective as of November 1, 1997, as follows:
1. New Section 8 A shall be added at the end of Section 8, Plan \(I\), Pacific Century Financial Corporation Director Stock Option Plan, as follows:

Section 8A. Option Rights Upon Disability of Optionee. If an optionee under this Plan ceases to serve as a Director due to "Disability", his option shall expire one year after the date of such termination of service unless by its terms it expires sooner. During this one year or shorter period, the option may be exercised, to the extent that it remains unexercised on the date of such termination of service, by the optionee or by his legal guardian on behalf of the optionee. For purposes of this Section 8A, the term "Disability" shall mean disability as defined under the then existing insured disability income benefit program maintained by the Bank of Hawaii, regardless of whether the optionee is covered under such program.
2. The reference to "death" in Section 7, Plan I, Pacific Century Financial Corporation Director Stock Option Plan, shall be revised to refer to the phrase "death or Disability (as described in Section 8A below)".
3. The first sentence, Section 7, Plan II, Pacific Century Financial Corporation Restricted Share Plan, shall be removed and the following provisions shall be inserted in lieu thereof:

The restrictions set forth in Section 3 above relating to the forfeiture or redemption of restricted shares and Section 4 above relating to the nontransferability of restricted shares shall lapse and no longer apply upon the earlier of (a) the expiration of the Restriction Period, (b) the death of the Director, (c) the cessation of service as a Director due to "Disability", (d) the occurrence of a "Change in Control" of the Company, or (e) the removal of the Director from office by stockholders without cause. A "Disability" shall mean disability as defined under the then existing insured disability income benefit program maintained by the Bank of Hawaii, regardless of whether the Director is covered under such program.
4. The references to "clause (b), (c), or (d) of Section 7 below" which are contained in Section 3, Plan II, Pacific Century Financial Corporation Restricted Share Plan, shall be revised to refer to "clause (b), (c), (d), or (e) of Section 7 below".

To record the adoption of this amendment to the Program, Pacific Century Financial Corporation has executed this document this 24 th day of October, 1997.

\section*{PACIFIC CENTURY FINANCIAL \\ CORPORATION}

By /S/ LAWRENCE M. JOHNSON
-----------------------------
Its Chief Executive Officer

By /S/ RICHARD J. DAHL
Its President

\section*{Exhibit 10.27}

SEPARATION AGREEMENT

THIS SEPARATION AGREEMENT (the "Agreement") is made and entered into as of the 22 nd day of September, 2000, by and between LAWRENCE M. JOHNSON ("Executive") and PACIFIC CENTURY FINANCIAL CORPORATION, a Delaware corporation (the "Company").

\section*{STATEMENT OF PURPOSE}

Executive is employed as an executive officer of the Company and Executive's employment with the Company and membership on the Company's Board of Directors will terminate on such date as the Company shall employ a successor to Executive (the "Date of Termination"). The Company and Executive wish to set out in this Agreement the termination payments and other benefits that will be provided to Executive to settle in full all matters relating to Executive's employment and termination with the Company.

NOW, THEREFORE, in consideration of the foregoing and the mutual covenants and agreements contained herein, the parties hereto agree as follows:
1. Termination of Employment; Termination Payments.
        ----------------------------------------------------
(a) The Company and Executive acknowledge that Executive shall serve as the Chief Executive Officer of the Company and shall remain on the Company's payroll and receive base salary at the current annual rate through the Date of Termination. In addition, until the Date of Termination Executive shall continue to participate in all stock option, performance grants, board
compensation programs, bonus, pension, savings, retirement, profit-sharing, subscription, or other incentive or deferred compensation plans of the Company, as well as any welfare and benefit plans, practices, policies and programs of the Company in accordance with their respective terms in which Executive participates as of the date hereof.
(b) Upon the Date of Termination, Executive shall receive a lump-sum payment of \(\$ 2,940,000\).
2. Incentive Plan Continuation. Executive will continue participation ----------------------------
in the Company's 2000 1-year Incentive Plan and in the Company's 1998, 1999, and 2000, 3-year Incentive Plans per plan specifications.
3. Defined Benefit Plans. Executive currently participates in the ----------------------

Employees' Retirement Plan of Bank of Hawaii (the "Retirement Plan") and the Excess Benefit Plan. In the year immediately following the Date of Termination, Executive shall be entitled to receive a pension benefit under the Retirement Plan and the Excess Benefit Plan. For purposes of each of these plans, Executive shall receive age and service credit through age 62 whether through such plans or otherwise.
4. Money Purchase and Profit Sharing Plans. Executive shall be eligible to receive the Profit Sharing Plan, Excess Profit Sharing Plan, Money Purchase Plan, and Excess Money Purchase Plan contributions for the year in which the Date of Termination occurs.
5. Continuation of Medical and Dental Benefits; Retiree Medical. The ---------------------------------------------

Company shall continue to provide Executive and his current spouse with medical and dental benefits on the basis such benefits are currently provided until Executive attains age 62. After Executive attains age

62, Executive and his current spouse shall be provided with retiree medical benefits in accordance with the terms and provisions of the Company's retiree medical plan.
6. Stock Awards. Executive has been awarded options to purchase the ------------
Company's common stock under the Company's Stock Option Plan of 1994 (the "1994 Plan") and the Company's Stock Option Plan of 1988 (the "1988 Plan"). Non-qualified stock options (NSO's) granted under the 1994 Plan and exercisable on the Date of Termination shall remain exercisable for a period of five years following the Date of Termination, but not longer than the exercise period, in accordance with the terms of the 1994 Plan. NSO's granted under the 1988 Plan and exercisable on the Date of Termination shall remain exercisable for a period of one year following the Date of Termination, but not longer than the exercise period, in accordance with the terms of the 1988 Plan. Executive's incentive stock options (ISO's) granted under the 1994 and 1988 Plan will be disqualified and be treated as NSO's as provided above.
7. Life Insurance and Supplemental Life Insurance.

(a) Beginning in the year following the Date of Termination, the Company shall provide Executive with Basic Life Insurance in the amount of \(\$ 50,000\). Each succeeding year, the amount of coverage shall be reduced by \(15 \%\). After the fourth year of coverage, the coverage shall remain constant at \(\$ 20,000\), subject to no further reductions.
(b) Following the Date of Termination, Executive shall also have the right to continue his Supplemental Life Insurance in the amount of \(\$ 100,000\). Each succeeding year,
the amount of coverage shall be reduced by 15\%. After the fourth year of coverage, the Supplemental Life Insurance will terminate.
8. Additional Benefits. In addition to the foregoing, the Company -------------------
agrees that, until Executive attains age 70, the Company will provide and maintain Executive with a furnished office in downtown Honolulu, parking space, and part-time (20 hours per week) executive secretary and will continue to provide the security system including security gate installed at Executive's current residence, but not any replacement residence. The Company will provide the services of a security officer (currently David Oyama) to respond to alarms at Executive's residence and to provide miscellaneous services such as drop off and pick up at airport. Security officer services are not to exceed 10 hours per month.
9. Tax Withholding and Reporting. The Company shall be entitled to --------------------------------
withhold from the benefits and payments described herein any and all taxes required to be withheld by applicable law.
10. Release of the Company. Executive, on behalf of himself and his -----------------------
heirs, personal representatives, successors and assigns, hereby releases and forever discharges the Company, its affiliates, and each and every one of their respective present and former directors, officers, employees, agents, successors and assigns from and against any and all claims, demands, damages, actions, causes of action, costs and expenses, which Executive now has, may ever have had or may have hereafter upon or by reason of any matter, cause or thing occurring, done or omitted to be done prior to the date of this Agreement, including without limitation all
"Employment-Related Claims" and all rights and claims Executive has or might have under the Worker Adjustment and Retraining Notification Act, the Age Discrimination in Employment Act of 1967, as amended ("ADEA"), Title VII of the Civil Rights amended, and the Americans with Disabilities Act of 1990, as amended. For purposes of this Agreement, "Employment-Related Claims" means all rights and claims Executive has or may have related to his employment by or status as an employee, officer or director of the company or any of its affiliates or the termination of that employment or status or to any employment practices and policies of the Company or its affiliates.

Executive acknowledges and agrees that he has read this release in its entirety and that this release is a general release of all known and unknown claims, including rights and claims arising under ADEA. Executive further acknowledges and agrees that:
(a) This release does not release, waive or discharge any rights or claims that may arise for actions or omissions after the date of this Agreement;
(b) Executive is entering into this Agreement and releasing, waiving and discharging rights or claims only in exchange for consideration which he is not already entitled to receive;
(c) Executive has been advised, and is being advised by this release, to consult with an attorney before executing this Agreement;
(d) Executive has been advised, and is being advised by this release, that he has up to twenty-one (21) days within which to consider this release; and
(e) Executive is aware that this release will not become effective or enforceable until seven (7) days following his execution of this Agreement and that he may revoke this release at any time during such period by delivering (or causing to be delivered) to the Company at the address provided in Paragraph 11 hereof written notice of his revocation of this release no later than 5:00 p.m. eastern time on the seventh (7th) full date following his execution of this Agreement.
11. Release of Executive. In consideration of Executive's entering ---------------------
into this Agreement, the Company, for itself, its affiliates and their respective predecessors, successors and assigns hereby releases and forever discharges Executive from and against any and all claims, demands, damages, actions, causes of action, costs and expenses, of whatever kind or nature, in law, equity or otherwise, which the Company or any of said entities now has, may ever have had or may have hereafter upon or by reason of any matter, cause or thing occurring, done or omitted to be done prior to the date of this Agreement, including without limitation all rights and claims the Company or any of said entities or any third parties have or might have as a result of Executive's status as an officer, director or employee of the Company or any of said entities or the termination of that status; provided, however that this release -------- -------
shall not apply to any claims the Company may have which arise out of or relate to (a) the conviction of Executive for the commission of a felony involving dishonesty with respect to the Company, its affiliates or their respective predecessors or (b) gross and willful misconduct by Executive that is demonstrably and materially injurious to the company, its affiliates or their respective predecessors, whether monetarily or otherwise. For purposes of this Paragraph 11, no act or failure to act on Executive's part shall be considered "willful" unless done or failed to be done by Executive in bad faith and without reasonable belief that Executive's action or omission was in the best interest of the Company. As of the date of this Agreement, the Company has no knowledge of any potential claims against Executive arising out of any of the events described in (a) or (b) above.
12. Confidentiality. Executive hereby covenants and agrees to keep in --------------
full confidence all information concerning this Agreement except (i) to the extent disclosure is or may be required by applicable law or (ii) to the extent disclosure to Executive's legal counsel and
personal financial advisors is reasonably necessary in connection with Executive's consideration of the terms of this Agreement or Executive's personal financial dealings. Executive acknowledges and agrees that the Company shall be entitled to enforce specifically the covenant in this Paragraph 12 by seeking an injunction against Executive in addition to any other remedies available to the Company at law or in equity.

> 13. Non-competition and Non-solicitation. Executive agrees that,
-------------------------------------
during Executive's employment and for a period of one year following the Date of Termination (the "Protected Period"), Executive will not, without the written consent of the Company, engage in any business of, or enter the employ of, or have any interest in, directly or indirectly, any other person, firm, corporation or other entity engaged in any business of the Company. Nothing herein shall restrict Executive from owning \(2 \%\) or less of the outstanding securities of any corporation or other entity whose securities are listed on any national securities exchange or traded over-the-counter, if Executive has no other connection or relationship with the issuer of such securities. During the Protected Period, the Executive agrees not directly or indirectly to solicit for employment other than employment as Executive's executive secretary any person employed by the Company or its affiliates or solicit any client or customer of the Company or its affiliates at the Date of Termination or six months prior thereto.
14. Notices. All notices, requests, demands or other communications -------
under this Agreement shall be in writing and shall be deemed to have been duly given when delivered in person or deposited in the United States mail, postage prepaid, by registered or certified mail, return receipt requested, to the party to whom such notice is being given as follows:
\begin{tabular}{ll} 
As to Executive: & \begin{tabular}{l} 
Lawrence M. Johnson \\
\\
\\
\\
Honolulu, Hawaii 96817
\end{tabular} \\
As to the Company: & \begin{tabular}{l} 
Pacific Century Financial Corporation \\
\\
A. O. Box 2900
\end{tabular} \\
Attention: & \begin{tabular}{l} 
Honolulu, Hawail 96846
\end{tabular} \\
& Director of Human Resources
\end{tabular}

Either party may change his or its address or the name of the person to whose attention the notice or other communication shall be directed from time to time by serving notice thereof upon the other party as provided herein.
15. Miscellaneous. This Agreement, and the rights and obligations of -------------
the parties hereto, shall be governed by and construed in accordance with the laws of the state of Hawaii. If any provision hereof is unenforceable, such provision shall be fully severable, and this Agreement shall be construed and enforced as if such unenforceable provision had never comprised a part hereof, the remaining provisions hereof shall remain in full force and effect, and the court construing the Agreement shall add as a part hereof a provision as similar in terms and effect to such unenforceable provision as may be enforceable, in lieu of the unenforceable provision. No representations, inducements, promises or agreements, oral or otherwise, which are not embodied herein, shall be of any force or effect. As used in this Agreement, the term "affiliate" means a corporation which is a member of the same controlled group of corporations (within the meaning of Section \(1563(a)\) of the Code) as the Company. This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective heirs, personal representatives, successors and assigns.

IN WITNESS WHEREOF, Executive has hereunto set his hand and the Company has caused this Agreement to be executed by its duly authorized representative, all as of the date first above written.

Witness:

September 21, 2000

/S/ LAWRENCE M. JOHNSON
----------------------------------
Lawrence M. Johnson

PACIFIC CENTURY FINANCIAL CORPORATION

By: /S/ MARY G. BITTERMAN

\section*{Exhibit 10.28}

EMPLOYMENT AGREEMENT

AGREEMENT by and among Pacific Century Financial Corporation, a Delaware corporation (the "Company") and Michael E. O'Neill (the "Executive") dated as of the 3rd day of November, 2000.
1. Employment Period. The Company hereby agrees to employ the -----------------
Executive, and the Executive hereby agrees to enter into the employ of the Company, subject to the terms and conditions of this Agreement until such time as such employment is terminated hereunder.

\section*{2. Terms of Employment. (a) Position and Duties. (i) the Executive ------------------- -----------------------}
shall serve as Chairman of the Board of Directors of the Company and as Chief Executive Officer of the Company and of Bank of Hawaii, with such authority, duties and responsibilities as are commensurate and consistent with such position and (ii) the Executive's services shall be performed primarily at the Company's office in Honolulu, Hawaii.
(b) Compensation. (i) Base Salary. The Executive shall receive a base
------------ ------------
salary at an annual rate of \(\$ 900,000\), subject to annual review (the "Annual Base Salary").
(ii) Annual Bonus. The Executive shall be eligible for an annual ------------
bonus, as determined by the Compensation Committee of the Board, provided that the Executive shall receive a bonus of \(\$ 600,000\) on the first anniversary of the date hereof.
(iii) Stock Incentives. On the date hereof, the Company shall ---------------
grant the Executive a nonqualified stock option to acquire that number of shares of common stock of the Company that have a fair market value of \(\$ 30\) million based on the closing price (the "Closing Price") of the Company's common stock on the New York Stock Exchange on the date hereof (the "Option"). The Option shall have a per share exercise price equal to the Closing Price and shall vest in three equal annual installments on the first three anniversaries on the date of grant, subject to acceleration as provided herein. The Option shall become immediately exercisable upon a Change of Control of the Company (as defined in the Company's Stock Option Plan). The Option shall have a ten year term and shall remain exercisable for the full term unless the Executive's employment is tenninated by the Company for Cause or by the Executive without Good Reason.
(iv) Other Employee Benefit Plans and Expenses. The Executive -----------------------------------------------
shall be entitled to participate in all employee benefit, welfare and other plans, practices, policies and programs generally applicable to similarly situated executives of the Company as in effect from time to time. The Company shall reimburse the Executive on an after-tax basis for all reasonable relocation expenses incurred in moving to Honolulu and shall pay for the Executive's accommodation on an after-tax basis until such time as the Executive finds a permanent residence, provided that the Company shall not be required to pay for such accommodation for more than 90 days.
3. Termination of Employment. (a) Death or Disability. The

Executive's employment shall terminate automatically upon the Executive's death during the Employment Period. If the Company determines in good faith that the Disability of the Executive has occurred during the Employment Period (pursuant to the definition of Disability set forth below), it may give to the

Executive written notice in accordance with Section \(9(b)\) of this Agreement of its intention to terminate the Executive's employment. In such event, the Executive's employment with the Company shall terminate effective on the 30 th day after receipt of such notice by the Executive (the "Disability Effective Date"), provided that, within the 30 days after such receipt, the Executive shall not have returned to full-time performance of the Executive's duties. For purposes of this Agreement, "Disability" shall mean the absence of the Executive from the Executive's duties with the Company on a full-time basis for 180 consecutive calendar days as a result of incapacity due to mental or physical illness which is determined to be total and permanent by a physician selected by the Company or its insurers and acceptable to the Executive or the Executive's legal representative.
(b) Cause. The Company may terminate the Executive's employment for -----
Cause or without Cause. For purposes of this Agreement, "Cause" shall mean:
(i) the continued failure of the Executive to perform substantially the Executive's duties with the Company or one of its affiliated companies (other than any such failure resulting from incapacity due to physical or mental illness), after a written demand for substantial performance is delivered to the Executive by the Board of Directors of the Company (the "Board") which specifically identifies the manner in which the Board believes that the Executive has not substantially performed the Executive's duties, or
(ii) the willful engaging by the Executive in illegal conduct or gross misconduct, which is materially and demonstrably injurious to the Company or any of its affiliated companies, or
(iii) conviction of a felony or guilty or nolo contendere plea by the Executive with respect thereto.

For purposes of this provision, no act or failure to act, on the part of the Executive, shall be considered "willful" unless it is done, or omitted to be done, by the Executive in bad faith or without reasonable belief that the Executive's action or omission was in the best interests of the Company. Any act, or failure to act, based upon authority given pursuant to a resolution duly adopted by the Board of Directors of the Company or based upon the advice of counsel for the Company shall be conclusively presumed to be done, or omitted to be done, by the Executive in good faith and in the best interests of the Company and its affiliated companies. The cessation of employment of the Executive shall not be deemed to be for Cause unless and until there shall have been delivered to the Executive a copy of a resolution duly adopted by the affirmative vote of not less than two-thirds of the entire membership of the Board of Directors of the Company at a meeting of such Board called and held for such purpose (after reasonable notice is provided to the Executive and the Executive is given an opportunity, together with counsel, to be heard before the Board), finding that, in the good faith opinion of the Board, the Executive is guilty of the conduct described in subparagraph (i) or (ii) above, and specifying the particulars thereof in detail.
(c) Good Reason. The Executive's employment may be terminated by the

Executive for Good Reason. For purposes of this Agreement, "Good Reason" shall mean in the absence of a written consent of the Executive:
(i) the assignment to the Executive of any duties inconsistent in any respect with the Executive's position (including status, offices, titles and reporting requirements), authority, duties or responsibilities as contemplated by Section \(2(a)\) of this Agreement, or any other action by the Company which results in a diminution in such position, authority, duties or responsibilities, excluding for this purpose an isolated, insubstantial and inadvertent action not taken in bad faith and which is remedied by the Company promptly after receipt of notice thereof given by the Executive;
(ii) any failure by the Company to comply with any of the provisions of Section \(2(b)\) of this Agreement, other than an isolated, insubstantial and inadvertent failure not occurring in bad faith and which is remedied by the Company promptly after receipt of notice thereof given by the Executive;
(iii) the Company's requiring the Executive to be based at any office or location outside of Honolulu, Hawaii;
(iv) any purported termination by the Company of the Executive's employment otherwise than as expressly permitted by this Agreement; or
(v) any failure by the Company to comply with and satisfy

Section \(8(c)\) of this Agreement.
(d) Notice of Termination. Any termination by the Company for Cause, -----------------------
or by the Executive for Good Reason, shall be communicated by Notice of Termination to the other party hereto given in accordance with Section \(9(b)\) of this Agreement. For purposes of this Agreement, a "Notice of Termination" means a written notice which (i) indicates the specific termination provision in this Agreement relied upon, (ii) to the extent applicable, sets forth in reasonable detail the facts and circumstances claimed to provide a basis for termination of the Executive's employment under the provision so indicated and (iii) if the Date of Termination (as defined below) is other than the date of receipt of such notice, specifies the termination date (which date shall be not more than thirty days after the giving of such notice). The failure by the Executive or the Company to set forth in the Notice of Termination any fact or circumstance which contributes to a showing of Good Reason or Cause shall not waive any right of the Executive or the Company, respectively, hereunder or preclude the Executive or the Company, respectively, from asserting such fact or circumstance in enforcing the Executive's or the Company's rights hereunder.

> (e) Date of Termination. "Date of Termination" means (i) if the
-------------------
Executive's employment is terminated by the Company for cause, or by the Executive for Good Reason, the date of receipt of the Notice of Termination or any later date specified therein within 30 days of such notice, as the case may be, (ii) if the Executive's employment is terminated by the Company other than for Cause or Disability, the Date of Termination shall be the date on which the Company notifies the Executive of such termination and (iii) if the Executive's employment is terminated by reason of death or Disability, the Date of Termination shall be the date of death of the Executive or the Disability Effective Date, as the case may be.

\section*{4. Obligations of the Company Upon Termination. (a) Good Reason;}

Other Than for Cause, Death or Disability. If, during the Employment Period, the配
Company shall terminate the Executive's employment other than for Cause, death or Disability or the Executive shall terminate employment for Good Reason:
(i) the Company shall pay to the Executive in a lump sum in cash within 30 days after the Date of Termination the Executive's Annual Base Salary through the Date of Termination to the extent not theretofore paid ("Accrued Base Salary") ;
(ii) the Option shall vest and shall become immediately exercisable and shall remain exercisable until the tenth anniversary of the date of grant; and
(iii) to the extent not theretofore paid or provided, the company shall timely pay or provide to the Executive any other amounts or benefits required to be paid or provided or which the Executive is eligible to receive under any plan, program, policy or practice of, or contract or agreement with, the Company or its affiliated companies through the Date of Termination (such
other amounts and benefits shall be hereinafter referred to as the "Other Benefits").
(b) Death. If the Executive's employment is terminated by reason of -----
the Executive's death during the Employment Period, this Agreement shall terminate without further obligations to the Executive's legal representatives under this Agreement, other than for payment of Accrued Base Salary and the timely payment or provision of Other Benefits. Accrued Base Salary shall be paid to the Executive's estate or beneficiary, as applicable, in a lump sum in cash within 30 days of the Date of Termination. With respect to the provision of Other Benefits, the term Other Benefits as utilized in this Section \(4(b)\) shall include death benefits as in effect on the date of the Executive's death generally with respect to similarly situated executives of the Company. In addition, the Option shall vest and shall become immediately exercisable until the tenth anniversary of the date of grant.
(c) Disability. If the Executive's employment is terminated by reason ----------
of the Executive's Disability during the Employment Period, this Agreement shall terminate without further obligations to the Executive, other than for payment of Accrued Base Salary and the timely payment or provision of Other Benefits. Accrued Base Salary shall be paid to the Executive in a lump sum in cash within 30 days of the Date of Termination. With respect to the provision of Other Benefits, the term Other Benefits as utilized in this Section 4 (c) shall include, and the Executive shall be entitled after the Disability Effective Date to receive, disability benefits as in effect on the Disability Effective Date generally with respect to similarly situated executives of the company. In addition, the Option shall vest and shall become immediately exercisable and shall remain exercisable until the tenth anniversary of the date of grant.
(d) Cause; Other than for Good Reason. If the Executive's employment ------------------------------------------
shall be terminated for Cause or the Executive terminates his employment without Good Reason during the Employment Period, this Agreement shall terminate without further obligations to the Executive other than the obligation to pay to the Executive (x) his Annual Base Salary through the Date of Termination and (y) Other Benefits, in each case to the extent theretofore unpaid.

\section*{5. Full Settlement. The Company's obligation to make the payments}
provided for in this Agreement and otherwise to perform its obligations hereunder shall not be affected by any set-off, counterclaim, recoupment, defense or other claim, right or action which the Company may have against the Executive or others. In no event shall the Executive be obligated to seek other employment or take any other action by way of mitigation of the amounts payable to the Executive under any of the provisions of this Agreement and, such amounts shall not be reduced whether or not the Executive obtains other employment. The Company agrees to pay as incurred, to the full extent
permitted by law, all legal fees and expenses which the Executive may reasonably incur as a result of any contest (regardless of the outcome thereof) by the Company, the Executive or others of the validity or enforceability of, or liability under, any provision of this Agreement or any guarantee of performance thereof (including as a result of any contest by the Executive about the amount of any payment pursuant to this Agreement), plus in each case interest on any delayed payment at the applicable Federal rate provided for in Section 7872 (f) (2) (A) of the Internal Revenue Code of 1986 , as amended (the "Code").
6. Certain Additional Payments by the Company. (a) Anything in this -------------------------------------------------
Agreement to the contrary notwithstanding and except as set forth below, in the event it shall be determined that any payment or distribution by the company to or for the benefit of the Executive (whether paid or payable or distributed or distributable pursuant to the terms of this Agreement or otherwise, but determined without regard to any additional payments required under this Section 6) (a "Payment") would be subject to the excise tax imposed by Section 4999 of
the Code or any interest or penalties are incurred by the Executive with respect to such excise tax (such excise tax, together with any such interest and penalties, are hereinafter collectively referred to as the "Excise Tax"), then the Executive shall be entitled to receive an additional payment (a "Gross-Up Payment") in an amount such that after payment by the Executive of all taxes (including any interest or penalties imposed with respect to such taxes), including, without limitation, any income taxes (and any interest and penalties imposed with respect thereto) and Excise Tax imposed upon the Gross-Up Payment, the Executive retains an amount of the Gross-Up Payment equal to the Excise Tax imposed upon the Payments. Notwithstanding the foregoing provisions of this Section 6(a), if it shall be determined that the Executive is entitled to a Gross-Up Payment, but that the Payments do not exceed \(110 \%\) of the greatest amount (the "Reduced Amount") that could be paid to the Executive such that the receipt of Payments would not give rise to any Excise Tax, then no Gross-Up Payment shall be made to the Executive and the Payments, in the aggregate, shall be reduced to the Reduced Amount.
(b) Subject to the provisions of Section 6(c), all determinations required to be made under this Section 6 , including whether and when a Gross-Up Payment is required and the amount of such Gross-Up Payment and the assumptions to be utilized in arriving at such determination, shall be made by such certified public accounting firm reasonably acceptable to the Executive as may be designated by the Company (the "Accounting Firm") which shall provide detailed supporting calculations both to the Company and the Executive within 15 business days of the receipt of notice from the Executive that there has been a Payment, or such earlier time as is requested by the Company. All fees and expenses of the Accounting Firm shall be borne solely by the Company. Any GrossUp Payment, as determined pursuant to this Section 6, shall be paid by the Company to the Executive within five days of (i) the later of the due date for the payment of any Excise Tax, and (ii) the receipt of the Accounting Firm's determination. Any determination by the Accounting Firm shall be binding upon the Company and the Executive. As a result of the uncertainty in the application of Section 4999 of the Code at the time of the initial determination by the Accounting Firm hereunder, it is possible that Gross-Up Payments which will not have been made by the Company should have been made ("Underpayment"), consistent with the calculations required to be made hereunder. In the event that the Company exhausts its remedies pursuant to Section 6(c) and the Executive thereafter is required to make a payment of any Excise Tax, the Accounting Firm shall determine the amount of the Underpayment that has occurred and any such Underpayment shall be promptly paid by the Company to or for the benefit of the Executive.
(c) The Executive shall notify the Company in writing of any claim by the Internal Revenue Service that, if successful, would require the payment by the Company of the Gross-

Up Payment. Such notification shall be given as soon as practicable but no later than ten business days after the Executive is informed in writing of such claim and shall apprise the Company of the nature of such claim and the date on which such claim is requested to be paid. The Executive shall not pay such claim prior to the expiration of the 30 -day period following the date on which it gives such notice to the Company (or such shorter period ending on the date that any payment of taxes with respect to such claim is due). If the Company notifies the Executive in writing prior to the expiration of such period that it desires to contest such claim, the Executive shall:
(i) give the Company any information reasonably requested by the Company relating to such claim,
(ii) take such action in connection with contesting such claim as the Company shall reasonably request in writing from time to time, including, without limitation, accepting legal representation with respect to such claim by an attorney reasonably selected by the Company,
(iii) cooperate with the Company in good faith in order
effectively to contest such claim, and
(iv) permit the Company to participate in any proceedings
relating to such claim;
provided, however, that the Company shall bear and pay directly all costs and expenses (including additional interest and penalties) incurred in connection with such contest and shall indemnify and hold the Executive harmless, on an after-tax basis, for any Excise Tax or income tax (including interest and penalties with respect thereto) imposed as a result of such representation and payment of costs and expenses. Without limitation on the foregoing provisions of this Section 6(c), the Company shall control all proceedings taken in connection with such contest and, at its sole option, may pursue or forgo any and all administrative appeals, proceedings, hearings and conferences with the taxing authority in respect of such claim and may, at its sole option, either direct the Executive to pay the tax claimed and sue for a refund or contest the claim in any permissible manner, and the Executive agrees to prosecute such contest to a determination before any administrative tribunal, in a court of initial jurisdiction and in one or more appellate courts, as the Company shall determine; provided, however, that if the Company directs the Executive to pay such claim and sue for a refund, the Company shall advance the amount of such payment to the Executive, on an interest-free basis and shall indemnify and hold the Executive harmless, on an after-tax basis, from any Excise Tax or income tax (including interest or penalties with respect thereto) imposed with respect to such advance or with respect to any imputed income with respect to such advance; and further provided that any extension of the statute of limitations relating to payment of taxes for the taxable year of the Executive with respect to which such contested amount is claimed to be due is limited solely to such contested amount. Furthermore, the Company's control of the contest shall be limited to issues with respect to which a Gross-Up Payment would be payable hereunder and the Executive shall be entitled to settle or contest, as the case may be, any other issue raised by the Internal Revenue Service or any other taxing authority.
(d) If, after the receipt by the Executive of an amount advanced by the Company pursuant to Section \(6(c)\), the Executive becomes entitled to receive any refund with respect to such claim, the Executive shall (subject to the Company's complying with the requirements of Section 6(c)) promptly pay to the Company the amount of such refund (together with any interest paid or credited thereon after taxes applicable theretol. If, after the receipt by the Executive of an amount advanced by
the Company pursuant to Section 6(c), a determination is made that the Executive shall not be entitled to any refund with respect to such claim and the company does not notify the Executive in writing of its intent to contest such denial of refund prior to the expiration of 30 days after such determination, then such advance shall be forgiven and shall not be required to be repaid and the amount of such advance shall offset, to the extent thereof, the amount of Gross-Up Payment required to be paid.

\section*{7. Confidential Information. (a) The Executive shall hold in a} ------------------------
fiduciary capacity for the benefit of the Company all secret or confidential information, knowledge or data relating to the company or any of its affiliated companies, and their respective businesses, which shall have been obtained by the Executive during the Executive's employment by the Company or any of its affiliated companies and which shall not be or become public knowledge (other than by acts by the Executive or representatives of the Executive in violation of this Agreement). After termination of the Executive's employment with the Company, the Executive shall not, without the prior written consent of the Company or as may otherwise be required by law or legal process, communicate or divulge any such information, knowledge or data to anyone other than the Company and those designated by it.
(b) In the event of a breach or threatened breach of this Section 7, the Executive agrees that the Company shall be entitled to injunctive relief in a court of appropriate jurisdiction to remedy any such breach or threatened breach, the Executive acknowledges that damages would be inadequate and insufficient.
(c) Any termination of the Executive's employment or of this

Agreement shall have no effect on the continuing operation of this Section 7 .
8. Successors. (a) This Agreement is personal to the Executive and ----------
without the prior written consent of the Company shall not be assignable by the Executive otherwise than by will or the laws of descent and distribution. This Agreement shall inure to the benefit of and be enforceable by the Executive's legal representatives.
(b) This Agreement shall inure to the benefit of and be binding upon the Company and its successors and assigns.
(c) The Company will require any successor (whether direct or indirect, by purchase, merger, consolidation or otherwise) to all or substantially all of the business and/or assets of the Company to assume expressly and agree to perform this Agreement in the same manner and to the same extent that the Company andor the Parent would be required to perform it if no such succession had taken place. As used in this Agreement, "Company" shall mean the Company as hereinbefore defined and any successor to their respective businesses and/or assets as aforesaid which assumes and agrees to perform this Agreement by operation of law, or otherwise. As used in this Agreement, the term "affiliated companies" shall include any company controlled by, controlling or under common control with the Company.
9. Miscellaneous. (a) This Agreement shall be governed by and --------------
construed in accordance with the laws of the state of Delaware, without reference to principles of conflict of laws. The captions of this Agreement are not part of the provisions hereof and shall have no force or effect. This Agreement may not be amended or modified otherwise than by a written agreement executed by the parties hereto or their respective successors and legal representatives.
(b) All notices and other communications hereunder shall be in writing and shall be given by hand delivery to the other party or by registered or certified mail, return receipt requested, postage prepaid, addressed as follows:
```

If to the Executive:
-------------------

```

Michael E. O'Neill

22nd Floor, Pacific Century Tower
130 Merchant Street

Honolulu, HI 96813

If to the Company:
-----------------

Pacific Century Financial Corporation

130 Merchant Street

Honolulu, HI 96813
Attention: General Counsel
or to such other address as either party shall have furnished to the other in writing in accordance herewith. Notice and communications shall be effective when actually received by the addressee.
(c) The invalidity or unenforceability of any provision of this

Agreement shall not affect the validity or enforceability of any other provision of this Agreement.
(d) The Company may withhold from any amounts payable under this Agreement such Federal, state, local or foreign taxes as shall be required to be withheld pursuant to any applicable law or regulation.
(e) The Executive's or the Company's failure to insist upon strict compliance with any provision of this Agreement or the failure to assert any right the Executive or the Company may have hereunder, including, without limitation, the right of the Executive to terminate employment for Good Reason pursuant to Section 3(c) of this Agreement, shall not be deemed to be a waiver of such provision or right or any other provision or right of this Agreement.

IN WITNESS WHEREOF, the Executive has hereunto set the Executive's hand and, pursuant to the authorization from the Board of Directors of the Company, has caused these presents to be executed in its name on its behalf, all as of the day and year first above written.
/S/ MICHAEL E. O'NEILL

MICHAEL E. O'NEILL

PACIFIC CENTURY FINANCIAL CORPORATION

By /S/ MARY G. BITTERMAN
Name: MARY G. BITTERMAN
Title: LEAD DIRECTOR

\section*{Exhibit 12.1}

> Pacific Century Financial Corporation
> Statement Regarding Computation of Ratios Twelve Months Ended December 31, 2000 and 1999
\begin{tabular}{|c|c|c|}
\hline (in millions of dollars) & 2000 & 1999 \\
\hline \multicolumn{3}{|l|}{Earnings:} \\
\hline 1. Income Before Income Taxes & \$180.0 & \$225.7 \\
\hline 2. Plus: Fixed Charges Including Interest on Deposits & 505.9 & 453.6 \\
\hline 3. Earnings Including Fixed Charges & 685.9 & 679.3 \\
\hline 4. Less: Interest on Deposits & 286.0 & 261.2 \\
\hline 5. Earnings Excluding Interest on Deposits & \$399.9 & \$418.1 \\
\hline \multicolumn{3}{|l|}{Fixed Charges:} \\
\hline 6. Fixed Charges Including Interest on Deposits & \$505.9 & \$453.6 \\
\hline 7. Less: Interest on Deposits & 286.0 & 261.2 \\
\hline 8. Fixed Charges Excluding Interest on Deposits & \$219.9 & \$192.4 \\
\hline \multicolumn{3}{|l|}{Ratio of Earnings to Fixed Charges:} \\
\hline Including Interest on Deposits (Line 3 divided by Line 6) & 1.4 x & 1.5 \\
\hline Excluding Interest on Deposits (Line 5 divided by Line 8) & 1.8 x & 2.2 \\
\hline
\end{tabular}

To Our Shareholders:

On November 3, 2000, I had the privilege of being appointed by your Board of Directors as Chairman and CEO of Pacific Century Financial Corporation and Bank of Hawaii, succeeding retired Chairman and CEO Lawrence M. Johnson. I am enthusiastic about joining the Pacific Century family of companies and about the opportunities and potential that exist for our organization. I look forward to working closely with your Board, the Managing Committee and the staff of Pacific Century and Bank of Hawaii as we focus on achieving our primary objective: increasing shareholder value.

I recognize our company faces some immediate challenges, but \(I\) am confident that we are prepared to address these issues in a timely, forceful manner and successfully put them behind us. It will require creative thinking and concerted effort by many within the organization to resolve these challenges, but I believe it is achievable.

Our strategy for improving asset quality includes strengthening our credit administration and review process, emphasizing discipline and accountability, increasing education and training, and reducing risk by lowering selected exposures. We are currently in the process of recruiting a chief credit officer, and \(I\) will be intimately involved in the selection and will work closely with that person once he/she is on board.

The Managing Committee and \(I\) will be reassessing the strategic plan and our business lines for the next 90 to 120 days. By the end of the first quarter 2001, our plan will be clearly articulated and everything we do as a company will be a direct function of that comprehensive plan, including the businesses that we are involved in and the way we manage credit and risk.

On October 17, 2000, your Board of Directors declared a quarterly cash dividend of 18 cents per share on the outstanding common stock. The dividend will be payable on December 14,2000 to shareholders of record at the close of business on November 24, 2000.

I am pleased to note that during the third quarter, your company successfully completed its yearlong implementation phase of New Era Redesign and exceeded the program's expectations for reducing costs and enhancing revenues. Last year, we projected total benefits would reach an annualized run-rate of \(\$ 64\) million. The actual run-rate benefit at September 30, 2000 totaled \(\$ 68\) million. The success of New Era implementation clearly demonstrates the diligence, capability and commitment of Pacific Century's staff.

During the third quarter, Pacific Century Financial Corporation reported net income of \(\$ 34.6\) million, up 61.1 percent compared to \(\$ 21.5\) million for the third quarter of 1999 , which reflected a pre-tax restructuring charge of \(\$ 22.5\) million related to the company's New Era Redesign program. Diluted earnings per share were \(\$ 0.44\), up 63.0 percent relative to \(\$ 0.27\) reported for the third quarter of 1999.

As we bring 2000 to a close, I look forward to the opportunities that lie ahead. I appreciate your continued confidence and support as we move forward in becoming a stronger, more efficient, and more shareholder-focused organization.

Sincerely,

\section*{/S/ MICHAEL E. O'NEILL}

Michael E. O'Neill
Chairman and CEO

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

Investor or Analyst Inquiries:
Allan R. Landon
Vice Chair and Chief Financial Officer
(808) 538-4727
or

Sharlene K. Bliss
Investor Relations
(808) 537-8037
or

Cori C. Weston
Corporate Secretary
(808) 537-8272
\begin{tabular}{|c|c|c|}
\hline \multirow[t]{2}{*}{(Unaudited)} & tion and & idiaries \\
\hline & 9 Months Ended Sept 30 2000 & ```
9 \text { Months}
    Ended
    Sept 30
        1 9 9 9
``` \\
\hline Return on Average Assets & \(0.77 \%\) & \(0.87 \%\) \\
\hline Return on Average Equity & 8.85\% & 10.55\% \\
\hline Net Interest Margin & 4.27\% & 4.27\% \\
\hline Average Equity/Average Assets & 8.65\% & 8.25\% \\
\hline Book Value Per Common Share & \$15.72 & \$15.05 \\
\hline Loss Reserve/Loans Outstanding & 2.58\% & 2.22\% \\
\hline
\end{tabular}
\begin{tabular}{lrrr} 
Common Stock Price Range & High & Low & Dividend \\
1999 & \(\$ 24.94\) & \(\$ 17.38\) & \(\$ 0.68\) \\
2000 First Quarter & \(\$ 20.38\) & \(\$ 14.35\) & \(\$ 0.17\) \\
Second Quarter & \(\$ 23.19\) & \(\$ 14.63\) & \(\$ 0.18\) \\
Third Quarter & \(\$ 17.50\) & \(\$ 13.13\) & \(\$ 0.18\)
\end{tabular}

Consolidated Statements of Income (Unaudited)


\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline Total Interest Income & \multirow[t]{2}{*}{\$} & 269,270 & \multirow[t]{2}{*}{\$} & \multirow[t]{2}{*}{\[
\begin{aligned}
& 252,967 \\
& 109,514
\end{aligned}
\]} & \multirow[t]{2}{*}{\$} & \multirow[t]{2}{*}{\[
\begin{aligned}
& 789,050 \\
& 371,632
\end{aligned}
\]} & \multirow[t]{2}{*}{\$} & \multirow[t]{2}{*}{\[
\begin{aligned}
& 768,470 \\
& 336,773
\end{aligned}
\]} \\
\hline Total Interest Expense & & 129,966 & & & & & & \\
\hline Net Interest Income & & 139,304 & & 143,453 & & 417,418 & & 431,697 \\
\hline Provision for Loan Losses & & 20,145 & & 13,500 & & 117,074 & & 40,038 \\
\hline \multicolumn{9}{|l|}{Net Interest Income After} \\
\hline Provision for Loan Losses & & 119,159 & & 129,953 & & 300,344 & & 391,659 \\
\hline Total Non-Interest Income & & 61,256 & & 71,402 & & 198,748 & & 196,185 \\
\hline Total Non-Interest Expense & & 124,925 & & 155,593 & & 372,906 & & 422,561 \\
\hline \multicolumn{2}{|l|}{\multirow[t]{2}{*}{Income Before Income Taxes Provision for Income Taxes}} & 55,490 & & 45,762 & & 126,186 & & 165,283 \\
\hline & & 20,887 & & 24,283 & & 45,111 & & 69,925 \\
\hline Net Income & \$ & 34,603 & \$ & 21,479 & \$ & 81,075 & \$ & 95,358 \\
\hline Basic Earnings Per Share & \$ & 0.44 & \$ & 0.27 & \$ & 1.02 & \$ & 1.19 \\
\hline Diluted Earnings Per Share & \$ & 0.44 & \$ & 0.27 & \$ & 1.02 & \$ & 1.18 \\
\hline Basic Weighted Average Shares & & 455,040 & & 274,350 & & 566,807 & & 332,150 \\
\hline Diluted Weighted Average Shares & & 525,474 & & 860,870 & & 791,250 & & 116,106 \\
\hline
\end{tabular}

Consolidated Statements of Condition (Unaudited)
\begin{tabular}{lrrr} 
& September 30 & December 31 & September 30 \\
(in thousands of dollars) & 2000 & 1999
\end{tabular}

\begin{tabular}{|c|c|c|c|}
\hline (September 2000 - 1,053,58 and September 1999-241 & \((19,140)\) & \((10,398)\) & \((4,923)\) \\
\hline Total Shareholders' Equity & 1,250,069 & 1,212,330 & 1,208,499 \\
\hline ```
Total Liabilities
    and Shareholders' Equity
``` & \$13,939,861 & \$14,440,315 & \$14,505,361 \\
\hline
\end{tabular}
```

PACIFIC CENTURY FINANCIAL CORPORATION
SUBSIDIARIES OF THE REGISTRANT
The required information with respect to subsidiaries of Pacific Century Financial Corporation at December 31, 2000 is provided below. All domestic subsidiaries are wholly owned except for those entities for which directors own qualifying shares. Each entity is consolidated with its immediate parent company except as noted.
PACIFIC CENTURY FINANCIAL CORPORATION (Parent)
Bank Holding Company
Subsidiaries:
FIRST SAVINGS \& LOAN ASSOCIATION OF AMERICA, F.S.A. (Guam)
Federally Chartered
PACIFIC CENTURY BANK, N.A.
California
PACIFIC CENTURY SMALL BUSINESS INVESTMENT COMPANY, INC.
Hawaii
BANCORP HAWAII CAPITAL TRUST I
Delaware
BANK OF HAWAII
Subsidiaries:
Bank of Hawaii International Corp., New York - (Edge Act Office)
New York
Bank of Hawaii International, Inc. - (Foreign Holding Company)
Hawaii
Subsidiaries/Affiliates:
Bank of Hawaii-Nouvelle Caledonie (95.8\%)
New Caledonia
Bank of Hawaii (PNG) Ltd. (100\%)
Papua New Guinea
Banque de Tahiti (95.4\%)
French Polynesia
Banque d'Hawaii (Vanuatu), Ltd. (100\%)
Vanuatu
National Bank of Solomon Islands (51\%)*
Solomon Islands
Pacific Century Investment Services, Inc.
Hawaii
Pacific Century Insurance Services, Inc.
Hawaii
Bankoh Corporation (fka Hawaiian Hong Kong Holdings, Ltd.)

```

Hawaii
```

Pacific Century Advisory Services, Inc. - (Advisory Services)
Hawaii
Pacific Century Leasing, Inc. (Parent) - (Leasing)
Hawaii
Subsidiaries:
BNE Airfleets Corporation
Barbados
Pacific Century Leasing International, Inc.
Delaware
S.I.L., Inc.
Delaware
Coach Finance Company, LLC
Delaware
Pacific Century Life Insurance Corporation
Arizona
Triad Insurance Agency, Inc.
Hawaii
Bank of Hawaii Insurance Services, Inc.
Hawaii

```
* Accounted for under the equity method
```

CONSENT OF INDEPENDENT AUDITORS

```
```

    We consent to the incorporation by reference in Registration Statements
    (Form S-8 Nos. 2-96329, 33-29872, 2-63615, 2-84164, 33-23495, 33-49836,
33-54777, 33-57267, 333-02835, 333-14929 and 333-80127), (Form S-3 Nos.
33-25036, 33-44395 and 33-54775) and (Form S-4 Nos. 333-22497, 333-22497-01 and
333-24379) of Pacific Century Financial Corporation and subsidiaries of our
report dated January 26, 2001, with respect to the consolidated financial
statements of Pacific Century Financial Corporation and subsidiaries included in
this Annual Report on Form 10-K for the year ended December 31, 2000.
/s/ ERNST \& YOUNG LLP

```
Honolulu, Hawaii
March 6, 2001```

