NewsRelease

NYSE: BOH

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

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

### Bank of Hawaii Corporation Third Quarter 2018 Financial Results

- Diluted Earnings Per Share \$1.36
- Net Income \$56.9 Million
- Board of Directors Declares Dividend of \$0.62 Per Share

#### FOR IMMEDIATE RELEASE

**HONOLULU, HI** (October 22, 2018) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of \$1.36 for the third quarter of 2018, up from \$1.30 in the second quarter of 2018 and \$1.08 in the third quarter of 2017. Net income for the third quarter of 2018 was \$56.9 million, an increase of \$2.2 million from net income of \$54.7 million in the previous quarter and an increase of \$11.0 million from net income of \$45.9 million in the same quarter last year.

Loan and lease balances increased to \$10.2 billion at September 30, 2018, up 1.8 percent from June 30, 2018 and up 6.9 percent compared with September 30, 2017. Deposits were \$14.8 billion at the end of the third quarter of 2018, down slightly due to the planned decline in public deposits.

"We were pleased with Bank of Hawaii's financial results during the third quarter of 2018," said Peter S. Ho, Chairman, President, and CEO. "Loan balances continue to grow, deposits were in line with our expectations, our margin increased, asset quality remains strong, and our expenses were well controlled."

The return on average assets for the third quarter of 2018 was 1.33 percent, up from 1.30 percent in the previous quarter and 1.07 percent in the same quarter last year. The return on average equity for the third quarter of 2018 was 18.06 percent, up from 17.68 percent for the second quarter of 2018 and up from 14.89 percent in the third quarter of 2017. The efficiency ratio for the third quarter of 2018 was 55.07 percent down from 56.12 percent in the previous quarter and 55.82 percent in the same quarter last year.

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#### Bank of Hawaii Corporation Third Quarter 2018 Financial Results

For the nine-month period ended September 30, 2018, net income was \$165.7 million, an increase of \$24.0 million from net income of \$141.7 million for the same period last year. Diluted earnings per share were \$3.93 for the nine-month period in 2018 compared with diluted earnings per share of \$3.32 for the same period in 2017. The 2018 year-to-date return on average assets was 1.31 percent compared with 1.14 percent for the same period in 2017. The 2018 year-to-date return on average equity was 17.83 percent compared with 15.77 percent for the nine months ended September 30, 2017. The efficiency ratio for the nine-month period ended September 30, 2018 was 56.36 percent compared with 55.05 percent for the same period last year.

#### **Financial Highlights**

Net interest income, on a taxable equivalent basis, for the third quarter of 2018 was \$124.2 million, an increase of \$2.4 million from net interest income of \$121.8 million in the second quarter of 2018 and an increase of \$5.0 million from net interest income of \$119.2 million in the third quarter of last year. Net interest income for the nine-month period in 2018 was \$366.3 million, an increase of \$18.8 million from net interest income of \$347.5 million for the same period in 2017. Analyses of the changes in net interest income are included in Tables 8a, 8b, and 8c.

The net interest margin was 3.07 percent for the third quarter of 2018, an increase of 3 basis points from the net interest margin of 3.04 percent in the second quarter of 2018 and a 15 basis point increase from the net interest margin of 2.92 percent in the third quarter of 2017. The net interest margin for the first nine months of 2018 was 3.04 percent, an increase of 13 basis points compared with 2.91 percent for the same nine-month period last year.

Results for the third quarter of 2018 included a provision for credit losses of \$3.8 million compared with a provision for credit losses of \$3.5 million in the previous quarter and \$4.0 million in the same quarter last year. The provision for credit losses during the first nine months of 2018 was \$11.4 million compared with \$12.7 million during the same period in 2017.

Noninterest income was \$41.5 million in the third quarter of 2018, up \$0.2 million from noninterest income of \$41.3 million in the second quarter of 2018 and down \$0.9 million from \$42.4 million in the same quarter last year. There were no significant items in noninterest income during the third quarters of 2018 or 2017. Noninterest income during the second quarter of 2018 included a negative adjustment of \$1.0 million related to a change in the Visa Class B conversion ratio. The decline in noninterest income compared to the third quarter of 2017 was largely due to a decline in mortgage banking income. Noninterest income for the nine-months ended September 30, 2018 was \$126.8 million compared with noninterest income of \$143.6 million for the same period in 2017. Results for the nine-month period in 2017 included a gain of \$12.5 million on the sale of Visa Class B shares compared with a charge of \$1.0 million for the adjustment to the conversions ratio in 2018. Excluding the Visa sale, the decrease from the previous year was primarily due to a decline in mortgage banking income.

Noninterest expense was \$90.5 million in the third quarter of 2018, down \$0.3 million from noninterest expense of \$90.8 million in the previous quarter and up \$1.9 million from \$88.6 million in the same quarter last year. There were no significant items in noninterest expense during the third quarter or second quarter of 2018. Noninterest expense in the third quarter of 2017 included \$2.1 million in severance which was partially offset by a reduction of \$0.9 million in share-based compensation. Noninterest expense for the nine-months ended September 30, 2018 was \$275.7 million compared with noninterest expense of \$265.4 million for the same period in 2017. An analysis of noninterest expenses related to salaries and benefits is included in Table 9.

#### Bank of Hawaii Corporation Third Quarter 2017 Financial Results

The effective tax rate for the third quarter of 2018 was 18.75 percent compared with 18.94 percent in the previous quarter and 30.62 percent during the same quarter last year. The effective tax rate for the nine-month period ended September 30, 2018 was 18.00 percent compared with 30.54 percent for the same period last year. The lower effective tax rate in 2018 was primarily due to the reduction in the federal corporate tax rate from 35 percent to 21 percent as a result of the Tax Cuts and Jobs Act.

The Company's business segments are defined as Retail Banking, Commercial Banking, Investment Services and Private Banking, and Treasury and Other. Results are determined based on the Company's internal financial management reporting process and organizational structure. Selected financial information for the business segments is included in Tables 13a and 13b.

#### **Asset Quality**

The Company's overall asset quality remained strong during the third quarter of 2018. Total non-performing assets were \$13.8 million at September 30, 2018, down from \$15.2 million at June 30, 2018 and \$17.0 million at September 30, 2017. As a percentage of total loans and leases and foreclosed real estate, non-performing assets were 0.13 percent at September 30, 2018 compared with 0.15 percent at June 30, 2018 and 0.18 percent at September 30, 2017.

Accruing loans and leases past due 90 days or more were \$8.1 million at September 30, 2018 compared with \$13.3 million at June 30, 2018 and \$6.7 million at September 30, 2017. Restructured loans and leases not included in non-accrual loans or accruing loans past due 90 days or more were \$49.5 million at September 30, 2018, down from \$50.2 million at June 30, 2018 and \$55.0 million at September 30, 2017. More information on non-performing assets and accruing loans and leases past due 90 days or more is presented in Table 11.

Net loans and leases charged off during the third quarter of 2018 were \$3.3 million or 0.13 percent annualized of total average loans and leases outstanding. Loan and lease charge-offs of \$6.0 million during the quarter were partially offset by recoveries of \$2.7 million. Net charge-offs during the second quarter of 2018 were \$3.3 million or 0.13 percent annualized of total average loans and leases outstanding and were comprised of \$5.7 million in charge-offs partially offset by recoveries of \$2.4 million. Net charge-offs during the third quarter of 2017 were \$3.5 million or 0.15 percent annualized of total average loans and leases outstanding and were comprised of \$2.7 million. Net charge-offs during the third quarter of 2017 were \$3.5 million or 0.15 percent annualized of total average loans and leases outstanding and were comprised of \$2.7 million. Net charge-offs in charge-offs in charge-offs partially offset by recoveries of \$2.7 million. Net charge-offs of \$2.7 million. Net charge-offs of \$2.7 million or 0.15 percent annualized of total average loans and leases outstanding and were comprised of \$2.7 million in charge-offs partially offset by recoveries of \$2.7 million. Net charge-offs in the nine-month period ended September 30, 2018 were \$10.1 million, or 0.14 percent annualized of total average loans and leases outstanding compared with net charge-offs of \$10.0 million, or 0.15 percent annualized of total average loans and leases outstanding for the same period in 2017.

The allowance for loan and lease losses increased to \$108.7 million at September 30, 2018 compared with \$108.2 million at June 30, 2018 and \$106.9 million at September 30, 2017. The ratio of the allowance for loan and lease losses to total loans and leases outstanding was 1.06 percent at September 30, 2018, a decrease of 2 basis points from the previous quarter and down 6 basis points from the end of the same quarter last year. The reserve for unfunded commitments at September 30, 2018 of \$6.8 million was unchanged from June 30, 2018 and September 30, 2017. Details of loan and lease charge-offs, recoveries and the components of the total reserve for credit losses are summarized in Table 12.

#### **Other Financial Highlights**

Total assets were \$17.0 billion at September 30, 2018, a decrease of \$132.4 million from total assets of \$17.1 billion at June 30, 2018 and \$276.6 million from total assets of \$17.3 billion at September 30, 2017. Average total assets were \$17.0 billion during the third quarter of 2018 compared with \$16.9 billion during the previous quarter and \$17.0 billion during the same quarter last year.

The investment securities portfolio was \$5.7 billion at September 30, 2018, an increase of \$25.4 million from total securities of \$5.7 billion at June 30, 2018 and a decrease of \$569.1 million from total securities of \$6.3 billion at September 30, 2017. The portfolio remains largely comprised of securities issued by U. S. government agencies and included \$3.7 billion in securities held to maturity and \$2.0 billion in securities available for sale at September 30, 2018.

Total loans and leases were \$10.2 billion at September 30, 2018, an increase of \$177.7 million from total loans and leases of \$10.1 billion at June 30, 2018 and \$657.1 million from total loans and leases of \$9.6 billion at September 30, 2017. Average total loans and leases were \$10.1 billion during the third quarter of 2018 compared with \$10.0 billion during the previous quarter and \$9.5 billion at the end of the third quarter of 2018, up from \$3.8 billion at the end of the previous quarter and \$3.7 billion at the end of the third quarter last year. Total consumer loans increased to \$6.3 billion at the end of the third quarter of 2018, up from \$3.8 billion at the end of the previous quarter and \$3.7 billion at the end of the third quarter last year. Total consumer loans increased to \$6.3 billion at the end of the third quarter of 2018, up from \$3.8 billion at the end of the previous quarter and \$3.7 billion at the end of the third quarter last year. Total consumer loans increased to \$6.3 billion at the end of the third quarter last year. Total consumer loans increased to \$6.3 billion at the end of the third quarter last year. Total consumer loans increased to \$6.3 billion at the end of the third quarter last year. Loan and lease portfolio balances are summarized in Table 10.

Total deposits were \$14.8 billion at September 30, 2018, a decrease of \$100.0 million from total deposits of \$14.9 billion at June 30, 2018 and \$204.8 million from total deposits of \$15.0 billion at September 30, 2017. Average total deposits were \$14.8 billion during the third quarter of 2018 compared with \$14.7 billion during the previous quarter and the same quarter last year. Consumer deposits were \$7.6 billion at the end of the third quarter of 2018, down from \$7.7 billion at the end of the previous quarter and up from \$7.3 billion at the end of the same quarter last year. Commercial deposits were \$6.0 billion at the end of the third quarter of 2018, up from \$5.9 billion at the end of the previous quarter and down from \$6.1 billion at the end of the same quarter last year. Other deposits, including public funds, were \$1.2 billion at September 30, 2018, down from \$1.3 billion at June 30, 2018 and \$1.7 billion at September 30, 2017. Deposit balances are summarized in Tables 7 and 10.

During the third quarter of 2018, the Company repurchased 296.5 thousand shares of common stock at a total cost of \$24.6 million under its share repurchase program. The average cost was \$83.04 per share repurchased. From the beginning of the share repurchase program initiated during July 2001 through September 30, 2018, the Company has repurchased 54.9 million shares and returned over \$2.1 billion to shareholders at an average cost of \$38.92 per share. Remaining buyback authority under the share repurchase program was \$56.7 million at September 30, 2018. From October 1 through October 19, 2018 the Company repurchased an additional 72.0 thousand shares of common stock at an average cost of \$78.79 per share.

Total shareholders' equity was \$1.25 billion at September 30, 2018 up slightly from June 30, 2018 and up from \$1.23 billion at September 30, 2017. The Tier 1 Capital Ratio was 13.19 percent at September 30, 2018 compared with 13.27 percent at June 30, 2018 and September 30, 2017. The Tier 1 leverage ratio at September 30, 2018 was 7.55 percent compared with 7.53 percent at June 30, 2018 and 7.24 percent at September 30, 2017.

#### Bank of Hawaii Corporation Third Quarter 2017 Financial Results

The Company's Board of Directors has declared a quarterly cash dividend of \$0.62 per share on the Company's outstanding shares. The dividend will be payable on December 14, 2018 to shareholders of record at the close of business on November 30, 2018.

#### Hawaii Economy

General economic conditions in Hawaii remained positive during the third quarter of 2018. The statewide seasonally-adjusted unemployment rate continues to remain low at 2.2 percent in September 2018 compared to 3.7 percent nationally. Tourism continued to remain robust through the first eight months of 2018. Total visitor spending increased 8.8 percent compared to the same eight-month period in 2017 due to growth of 7.2 percent in visitor arrivals and an increase of 2.2 percent in daily spending. All four larger Hawaiian Islands saw growth in both visitor spending and visitor arrivals during the first eight months of 2018. The real estate market also remains strong. For the first nine months of 2018, the median sales price of a single-family home on Oahu increased 4.2 percent and the median price of a condominium on Oahu increased 5.5 percent compared with the same period in 2017. The volume of single-family home sales on Oahu decreased 3.7 percent and the volume of condominium sales on Oahu decreased 0.1 percent for the first nine months of 2018 compared to the same nine-month period in 2017. As of September 30, 2018, months of inventory of single-family homes and condominiums on Oahu were 2.8 months and 2.9 months, respectively. More information on current Hawaii economic trends is presented in Table 15.

#### **Conference Call Information**

The Company will review its third quarter 2018 financial results today at 2:00 p.m. Eastern Time (8:00 a.m. Hawaii Time). The call will be accessible via teleconference and via the investor relations link of Bank of Hawaii Corporation's website, <u>www.boh.com</u>. The toll-free number is 1 (844) 543-5235 in the United States and Canada and 1 (703) 318-2209 for other international callers. Use the password "Bank of Hawaii" to access the call. A replay will be available for one week beginning approximately 11:00 a.m. Hawaii Time on Monday, October 22, 2018. The replay number is 1 (855) 859-2056 in the United States and Canada and 1 (404) 537-3406 from other international locations. Enter the pass code 2175919 when prompted. In addition, a replay will be available on the Company's website, <u>www.boh.com</u>.

#### **Forward-Looking Statements**

This news release, and other statements made by the Company in connection with it may contain "forward-looking statements", such as forecasts of our financial results and condition, expectations for our operations and business prospects, and our assumptions used in those forecasts and expectations. Do not unduly rely on forward-looking statements. Actual results might differ significantly from our forecasts and expectations because of a variety of factors. More information about these factors is contained in Bank of Hawaii Corporation's Annual Report on Form 10-K for the year ended December 31, 2017, which was filed with the U.S. Securities and Exchange Commission. We have not committed to update forward-looking statements to reflect later events or circumstances.

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

			Three	Months End	ed			Nine Mo	nths E	nded
	Se	eptember 30,		June 30,	S	eptember 30,		Septe	mber :	30,
(dollars in thousands, except per share amounts)		2018		2018		2017		2018		2017
For the Period:										
Operating Results										
Net Interest Income	\$	122,927	\$	120,496	\$	116,317	\$	362,379	\$	338,468
Provision for Credit Losses		3,800		3,500		4,000		11,425		12,650
Total Noninterest Income		41,482		41,298		42,410		126,815		143,562
Total Noninterest Expense		90,538		90,791		88,598		275,713		265,355
Net Income		56,933		54,718		45,881		165,691		141,719
Basic Earnings Per Share		1.37		1.31		1.09		3.96		3.35
Diluted Earnings Per Share		1.36		1.30		1.08		3.93		3.32
Dividends Declared Per Share		0.60		0.60		0.52		1.72		1.52
Performance Ratios										
Return on Average Assets		1.33	%	1.30	%	1.07	%	1.31	%	1.14
Return on Average Shareholders' Equity		18.06		17.68		14.89		17.83		15.77
Efficiency Ratio <sup>1</sup>		55.07		56.12		55.82		56.36		55.05
Net Interest Margin <sup>2</sup>		3.07		3.04		2.92		3.04		2.91
Dividend Payout Ratio <sup>3</sup>		43.80		45.80		47.71		43.43		45.37
Average Shareholders' Equity to Average Assets		7.35		7.34		7.21		7.32		7.22
Average Balances										
Average Loans and Leases	\$	10,081,886	\$	9,962,860	\$	9,451,972	\$	9,950,518	\$	9,231,615
Average Assets		17,015,340		16,921,820		16,972,202		16,965,075		16,636,213
Average Deposits		14,820,480		14,709,299		14,727,469		14,750,382		14,401,698
Average Shareholders' Equity		1,250,500		1,241,672		1,222,885		1,242,629		1,201,850
Per Share of Common Stock										
Book Value	\$	29.98	\$	29.65	\$	28.88	\$	29.98	\$	28.88
Tangible Book Value		29.22		28.90		28.14		29.22		28.14
Market Value										
Closing		78.91		83.42		83.36		78.91		83.36
High		86.53		88.92		86.19		89.09		90.80
Low		78.30		80.20		74.72		78.30		74.72
			S	September 30	,	June 30	,	December 31,	5	September 30
As of Bariad End				2018	3	2018	8	2017		2017
<u>As of Period End:</u> Balance Sheet Totals										
Loans and Leases			\$	10,231,062	\$	10,053,323	\$	9,796,947	\$	9,573,956
Fotal Assets				16,991,734		17,124,162		17,089,052		17,268,302
otal Deposits				14,843,335		14,943,358		14,883,968		15,048,160
Other Debt				185,662		235,681		260,716		267,887
Total Shareholders' Equity				1,253,327		1,247,717		1,231,868		1,227,893
Asset Quality										
Non-Performing Assets			\$	13,798	\$	15,157	\$	16,120	\$	17,035
Allowance for Loan and Lease Losses				108,690		108,188		107,346		106,881
Allowance to Loans and Leases Outstanding				1.06		1.08		1.10	%	1.12
Capital Ratios										
Common Equity Tier 1 Capital Ratio				13.19	%	13.27	%	13.24	%	13.27
Fier 1 Capital Ratio				13.19		13.27		13.24		13.27
Fotal Capital Ratio				14.38		14.47		14.46		14.51
Fier 1 Leverage Ratio				7.55		7.53		7.26		7.24
Total Shareholders' Equity to Total Assets				7.38		7.29		7.21		7.11
angible Common Equity to Tangible Assets <sup>4</sup>				7.20		7.12		7.04		6.94
rangible Common Equity to Risk-Weighted Assets <sup>4</sup>				12.55		12.68		12.84		12.96
Non-Financial Data										
				2,143		2,173		2,132		2,120
Full-Time Equivalent Employees				, -		, -				,
Full-Time Equivalent Employees Branches				69		69		69		69

<sup>1</sup> Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and total noninterest income).

<sup>2</sup> Net interest margin is defined as net interest income, on a taxable-equivalent basis, as a percentage of average earning assets.

<sup>3</sup> Dividend payout ratio is defined as dividends declared per share divided by basic earnings per share.

<sup>4</sup> Tangible common equity to tangible assets and tangible common equity to risk-weighted assets are Non-GAAP financial measures. See Table 2 "Reconciliation of Non-GAAP Financial Measures."

Reconciliation of Non-GAAP Financial Measures	

Reconciliation of Non-GAAP Financial Measures					Table 2
	S	eptember 30,	June 30,	December 31,	September 30,
(dollars in thousands)		2018	2018	2017	2017
Total Shareholders' Equity	\$	1,253,327	\$ 1,247,717	\$ 1,231,868	\$ 1,227,893
Less: Goodwill		31,517	31,517	31,517	31,517
Tangible Common Equity	\$	1,221,810	\$ 1,216,200	\$ 1,200,351	\$ 1,196,376
Total Assets	\$	16,991,734	\$ 17,124,162	\$ 17,089,052	\$ 17,268,302
Less: Goodwill		31,517	31,517	31,517	31,517
Tangible Assets	\$	16,960,217	\$ 17,092,645	\$ 17,057,535	\$ 17,236,785
Risk-Weighted Assets, determined in accordance					
with prescribed regulatory requirements	\$	9,732,618	\$ 9,593,242	\$ 9,348,296	\$ 9,234,050
Total Shareholders' Equity to Total Assets		7.38%	7.29%	7.21%	7.11%
Tangible Common Equity to Tangible Assets (Non-GAAP)		7.20%	7.12%	7.04%	6.94%
Tier 1 Capital Ratio		13.19%	13.27%	13.24%	13.27%
Tangible Common Equity to Risk-Weighted Assets (Non-GAAP)		12.55%	12.68%	12.84%	12.96%

Note: Risk-Weighted Assets as of September 30, 2017 was revised from \$9,233,969.

## **Consolidated Statements of Income**

		Three	e Mo	onths Ended				Nine Mon	ths E	Inded
		September 30,		June 30,	S	eptember 30,		Septer	nber	30,
(dollars in thousands, except per share amounts)		2018		2018		2017		2018		2017
Interest Income										
Interest and Fees on Loans and Leases	\$	104,248	\$	101,311	\$	94,621	\$	303,193	\$	273,467
Income on Investment Securities										
Available-for-Sale		12,588		12,380		11,987		37,109		34,906
Held-to-Maturity		20,821		20,711		20,334		62,828		59,958
Deposits		10		(4)		5		24		12
Funds Sold		1,393		846		1,579		2,996		3,165
Other		364		341		235		1,005		673
Total Interest Income		139,424		135,585		128,761		407,155		372,181
Interest Expense										
Deposits		10,931		9,459		6,663		27,971		15,352
Securities Sold Under Agreements to Repurchase		4,667		4,617		4,664		13,848		14,928
Funds Purchased		33		83		-		169		42
Short-Term Borrowings		28		13		-		57		64
Other Debt		838		917		1,117		2,731		3,327
Total Interest Expense		16,497		15,089		12,444		44,776		33,713
Net Interest Income		122,927		120,496		116,317		362,379		338,468
Provision for Credit Losses		3,800		3,500		4,000		11,425		12,650
Net Interest Income After Provision for Credit Losses		119,127		116,996		112,317		350,954		325,818
Noninterest Income		,		,		,				020,010
Trust and Asset Management		10,782		11,356		11,050		33,319		34,325
Mortgage Banking		1,965		2,179		3,237		6,289		10,356
Service Charges on Deposit Accounts		7,255		6,865		8,188		21,249		24,522
Fees, Exchange, and Other Service Charges		14,173		14,400		13,764		42,906		41,061
Investment Securities Gains (Losses), Net		(729)		(1,702)		(566)		(3,097)		11,047
Annuity and Insurance		1,360		1,847		1,429		4,413		5,585
Bank-Owned Life Insurance		1,620		1,796		1,861		5,258		4,908
Other		5,056		4,557		3,447		16,478		11,758
Total Noninterest Income		41,482		41,298		42,410		126,815		143,562
Noninterest Expense		1,402		41,200		42,410		120,010		140,002
Salaries and Benefits		51,782		52,148		51,190		158,352		152,031
Net Occupancy		8,702		8,588		7,727		25,824		24,026
Net Equipment		6,116		5,845		5,417		17,488		16,624
Data Processing		4,241		4,563		3,882		12,695		11,173
Professional Fees		2,206		2,546		3,044		7,525		8,415
FDIC Insurance		2,200		2,340		2,107		6,396		6,413
Other		15,434		14,919		15,231		47,433		46,673
Total Noninterest Expense		90,538		90,791		88,598		275,713		265,355
Income Before Provision for Income Taxes		70,071		67,503		66,129		202,056		203,333
Provision for Income Taxes		13,138		12,785		20,248		36,365		62,306
Net Income	\$	56,933	\$	54,718	\$	45,881	\$	165,691	\$	141,719
	<del>ب</del> \$	1.37		1.31		1.09	φ \$	3.96		3.35
Basic Earnings Per Share			\$ ¢		\$ ¢				\$ ¢	
Diluted Earnings Per Share	\$ ¢	1.36	\$ ¢	1.30	\$ ¢	1.08	\$	3.93	\$ ¢	3.32
Dividends Declared Per Share	\$	0.60	\$	0.60	\$	0.52	\$	1.72	\$	1.52
Basic Weighted Average Shares Diluted Weighted Average Shares		41,620,776 41,899,401		41,884,221 42,152,200		42,251,541 42,565,364		41,846,080 42,133,776		42,336,441 42,662,163

Table 3

Note: Certain prior period information has been reclassified to conform to current presentation.

## Consolidated Statements of Comprehensive Income

		Т	hre	e Months Ende	ed		 Nine Months	Ended
	Sej	otember 30,		June 30,	Se	eptember 30,	September	30,
(dollars in thousands)		2018		2018		2017	2018	2017
Net Income	\$	56,933	\$	54,718	\$	45,881	\$ 165,691 \$	141,719
Other Comprehensive Income (Loss), Net of Tax:								
Net Unrealized Gains (Losses) on Investment Securities		(5,599)		(2,974)		444	(17,694)	8,444
Defined Benefit Plans		216		216		146	648	439
Other Comprehensive Income (Loss)		(5,383)		(2,758)		590	(17,046)	8,883
Comprehensive Income	\$	51,550	\$	51,960	\$	46,471	\$ 148,645 \$	150,602

Table 4

**Consolidated Statements of Condition** 

								l able 5
	Ser	otember 30,		June 30,	<b>,</b> 1	December 31,	Se	eptember 30
(dollars in thousands)		2018		2018	<u>;                                    </u>	2017		2017
Assets								
Interest-Bearing Deposits in Other Banks	\$	3,725	\$	3,524	\$	3,421	\$	3,161
Funds Sold		104,199		361,933		181,413		512,868
Investment Securities								
Available-for-Sale		2,049,687	:	2,092,870		2,232,979		2,322,668
Held-to-Maturity (Fair Value of \$3,549,235; \$3,500,497; \$3,894,121; and \$3,960,956)		3,664,487	:	3,595,891		3,928,170		3,960,598
Loans Held for Sale		18,063		16,025		19,231		9,752
Loans and Leases		10,231,062	10	0,053,323		9,796,947		9,573,956
Allowance for Loan and Lease Losses		(108,690)		(108,188)	)	(107,346)		(106,881)
Net Loans and Leases		10,122,372	9	9,945,135		9,689,601		9,467,075
Total Earning Assets		15,962,533	1	6,015,378		16,054,815		16,276,122
Cash and Due from Banks		227,049		312,303		263,017		245,487
Premises and Equipment, Net		142,928		142,791		130,926		125,162
Accrued Interest Receivable		54,839		50,594		50,485		51,526
Foreclosed Real Estate		1,909		2,926		1,040		1,393
Mortgage Servicing Rights		24,463		24,583		24,622		24,436
Goodwill		31,517		31,517		31,517		31,517
Bank-Owned Life Insurance		282,637		281,018		280,034		278,425
Other Assets		263,859		263,052		252,596		234,234
Total Assets	\$	16,991,734	\$ 1 <sup>°</sup>	7,124,162	\$	17,089,052	\$	17,268,302
Deposits	¢	4 670 001	<u></u>	4 700 000	¢	4 724 200	¢	4 925 642
Noninterest-Bearing Demand	\$	4,678,981		4,729,203		4,724,300	\$	4,825,643
Interest-Bearing Demand		2,975,069		3,111,069		3,082,563		2,896,559
Savings		5,444,053		5,389,763		5,389,013		5,363,866
Time		1,745,232		1,713,323		1,688,092		1,962,092
Total Deposits		14,843,335	14	4,943,358		14,883,968		15,048,160
Short-Term Borrowings		629		330		-		-
Securities Sold Under Agreements to Repurchase		504,293		504,193		505,293		505,293
Other Debt		185,662		235,681		260,716		267,887
Retirement Benefits Payable		36,288		36,730		37,312		38,308
Accrued Interest Payable		7,689		7,395		6,946		6,717
Taxes Payable and Deferred Taxes		15,549		15,136		24,009		31,360
Other Liabilities		144,962		133,622		138,940		142,684
Total Liabilities		15,738,407	1	5,876,445		15,857,184		16,040,409
Shareholders' Equity								
Common Stock (\$.01 par value; authorized 500,000,000 shares;								
issued / outstanding: September 30, 2018 - 58,070,578 / 41,809,551;								
June 30, 2018 - 58,070,285 / 42,084,066; December 31, 2017 - 57,959,074 / 42,401,443;								
and September 30, 2017 - 57,958,200 / 42,513,348)		577		577		576		576
Capital Surplus		569,223		566,436		561,161		558,530
Accumulated Other Comprehensive Loss		(59,238)		(53,855)	)	(34,715)		(25,023)
Retained Farnings		1 612 998		1 581 168		1 512 218		1 491 830

Table 5

Retained Earnings	1,612,998	1,581,168	1,512,218	1,491,830
Treasury Stock, at Cost (Shares: September 30, 2018 - 16,261,027; June 30, 2018 - 15,986,219;				
December 21, 2017, 15, 557, 621; and September 20, 2017, 15, 444, 952)	(970 222)	(846 600)	(207 272)	(708 020)

Total Shareholders' Equity1,253,3271,247,7171,231,8681,227,893Total Liabilities and Shareholders' Equity\$ 16,991,734\$ 17,124,162\$ 17,089,052\$ 17,268,302		(070,233)	(040,009)	 (007,372)	(790,020)
Total Liabilities and Shareholders' Equity \$ 16,991,734 \$ 17,124,162 \$ 17,089,052 \$ 17,268,302	Total Shareholders' Equity	1,253,327	1,247,717	1,231,868	1,227,893
	Total Liabilities and Shareholders' Equity	\$ 16,991,734	\$ 17,124,162	\$ 17,089,052	\$ 17,268,302

## Bank of Hawaii Corporation and Subsidiaries Consolidated Statements of Shareholders' Equity

#### Accum. Other Comprehensive **Common Shares** Common Capital Income Retained Treasury (dollars in thousands) Outstanding Stock Surplus (Loss) Earnings Stock Total Balance as of December 31, 2017 42,401,443 \$ 1,231,868 576 \$ 561,161 \$ (34,715) \$ 1,512,218 \$ (807,372) \$ Net Income 165,691 165,691 \_ \_ Other Comprehensive Loss (17,046)(17,046) Reclassification of the Income Tax Effects of the Tax Cuts and Jobs Act from AOCI (7, 477)7,477 Share-Based Compensation 6,208 6,208 Common Stock Issued under Purchase and Equity **Compensation Plans** 203,289 1 1,854 251 4,127 6,233 \_ Common Stock Repurchased (795,181) (66, 988)(66,988) \_ \_ Cash Dividends Declared (\$1.72 per share) (72, 639)(72, 639)41,809,551 Balance as of September 30, 2018 \$ 577 \$ 569,223 (59,238) \$1,612,998 \$ (870,233) \$ 1,253,327 \$ Balance as of December 31, 2016 42,635,978 \$ 576 \$ 551,628 \$ (33,906) \$ 1,415,440 \$ (772,201) \$ 1,161,537 Net Income 141,719 141,719 8,883 Other Comprehensive Income 8,883 \_ \_ \_ -Share-Based Compensation 5,332 5,332 -\_ \_ Common Stock Issued under Purchase and Equity **Compensation Plans** 319,377 1,570 (383) 10,552 11,739 \_ -Common Stock Repurchased (36,371) (442,007) \_ \_ \_ (36,371) Cash Dividends Declared (\$1.52 per share) (64, 946)(64, 946)Balance as of September 30, 2017 42,513,348 \$ 576 \$ 558,530 \$ (25,023) \$ 1,491,830 \$ (798,020) \$ 1,227,893

#### Average Balances and Interest Rates - Taxable-Equivalent Basis

	Three M	Ionths Ende	bd		Three M	Ionths End	bd			Ionths End	od	
		nber 30, 201				e 30, 2018	ieu			nber 30, 201		
	Average	Income/	o Yield/		Average	Income/	Yield/		Average	Income/		_
(dollars in millions)	Balance	Expense	Rate		Balance				Balance		Rate	
Earning Assets					Duluitoo	<u></u>	- Cuito		24141100			Ĺ
Interest-Bearing Deposits in Other Banks	\$ 3.6	\$-	1.09	% \$	\$ 2.9	\$ -	(0.52)	0/ ¢	3.5	\$-	0.48	0
Funds Sold	φ 3.0 281.9	φ - 1.4	1.93	/0 、	185.2	φ - 0.8	(0.32)	70 ψ	575.2	φ - 1.6	1.07	
Investment Securities	201.5	1.4	1.55		100.2	0.0	1.01		575.2	1.0	1.07	
Available-for-Sale												
Taxable	1,512.1	9.5	2.51		1,564.5	9.2	2.35		1,658.2	8.6	2.08	
Non-Taxable	567.5	9.5 3.9	2.75		583.6	9.2 4.0	2.35		636.7	5.2	3.26	
Held-to-Maturity	507.5	5.9	2.75		505.0	4.0	2.70		030.7	0.2	5.20	
Taxable	3,413.7	19.3	2.26		3,471.7	19.2	2.22		3,631.1	18.8	2.07	
Non-Taxable												
	236.1 5 720.4	1.9	3.16		237.1	1.9	3.17		239.9	2.4	3.87	
Total Investment Securities Loans Held for Sale	5,729.4	34.6	2.41		5,856.9	34.3	2.35		6,165.9	35.0	2.27	_
Loans Held for Sale	14.9	0.2	4.45		14.8	0.2	4.44		20.6	0.2	3.88	
	4 970 4	12.0	4.04		1 207 6	10.0	2.02		4 054 5	44.0	2 50	
Commercial and Industrial	1,279.4	13.0	4.04		1,307.6	12.8	3.92		1,251.5	11.3	3.58	
Commercial Mortgage	2,180.5	23.0	4.19		2,123.5	21.9	4.13		2,015.0	19.6	3.87	
	187.0	2.2	4.65		183.4	2.2	4.82		241.0	2.9	4.73	
Commercial Lease Financing	175.0	1.0	2.30		179.4	1.0	2.24		204.7	1.2	2.30	
Residential Mortgage	3,563.5	34.0	3.82		3,526.9	33.6	3.81		3,333.3	31.8	3.82	
Home Equity	1,622.4	15.7	3.83		1,612.7	15.1	3.76		1,502.9	13.8	3.65	
Automobile	606.3	5.9	3.84		573.6	5.7	3.97		493.2	5.9	4.71	
Other <sup>2</sup>	467.8	9.3	7.90		455.8	8.9	7.86		410.4	8.2	7.98	_
Total Loans and Leases	10,081.9	104.1	4.11		9,962.9	101.2	4.07		9,452.0	94.7	3.99	_
	38.9	0.4	3.74		39.8	0.4	3.43		40.2	0.2	2.34	
Total Earning Assets <sup>3</sup>	16,150.6	140.7	3.47		16,062.5	136.9	3.41		16,257.4	131.7	3.23	-
Cash and Due from Banks	252.1				251.0				151.2			
Other Assets	612.6			_	608.3				563.6			
Total Assets	\$ 17,015.3			_	\$ 16,921.8			\$	16,972.2			
Interest-Bearing Liabilities												
Interest-Bearing Deposits												
Demand	\$ 2,999.5	1.3	0.17	Ş	\$ 2,969.8	1.2	0.16	\$	2,880.0	0.5	0.07	
Savings	5,482.4	3.8	0.28		5,392.2	3.1	0.23		5,374.4	1.8	0.13	
Time	1,683.0	5.8	1.37		1,705.7	5.2	1.21		1,788.2	4.4	0.97	
Total Interest-Bearing Deposits	10,164.9	10.9	0.43		10,067.7	9.5	0.38		10,042.6	6.7	0.26	
Short-Term Borrowings	11.6	0.1	2.06		21.0	0.1	1.80		-	-	-	
Securities Sold Under Agreements to Repurchase	504.3	4.7	3.62		505.1	4.6	3.62		505.3	4.7	3.61	
Other Debt	208.5	0.8	1.60		235.7	0.9	1.56		267.9	1.1	1.66	_
Total Interest-Bearing Liabilities	10,889.3	16.5	0.60		10,829.5	15.1	0.56		10,815.8	12.5	0.45	
Net Interest Income		\$ 124.2			:	\$ 121.8				\$ 119.2		
Interest Rate Spread			2.87	%			2.85	%			2.78	
Net Interest Margin			3.07	%			3.04	%			2.92	
Noninterest-Bearing Demand Deposits	4,655.6				4,641.6				4,684.9			
Other Liabilities	219.9				209.0				248.6			
Shareholders' Equity	1,250.5				1,241.7				1,222.9			
Total Liabilities and Shareholders' Equity	\$ 17,015.3				\$ 16,921.8			\$	16,972.2			

<sup>1</sup> Non-performing loans and leases are included in the respective average loan and lease balances. Income, if any, on such loans and leases is recognized on a cash basis.

<sup>2</sup> Comprised of other consumer revolving credit, installment, and consumer lease financing.

<sup>3</sup> Interest income includes taxable-equivalent basis adjustments, based upon a federal statutory tax rate of 21% for 2018 and 35% for 2017, of \$1,265,000 for the three months ended September 30, 2018, \$1,298,000 for the three months ended June 30, 2018, and \$2,920,000 for the three months ended September 30, 2017.

Average Balances and Interest Rates - Taxable-Equivalent Basis

		onths Ended nber 30, 2018				Ionths Ended nber 30, 2017	
(dollars in millions)	 Average Balance	Income/ Expense	Yield/ Rate		Average Balance	Income/ Expense	Yield/ Rate
Earning Assets							
Interest-Bearing Deposits in Other Banks	\$ 3.2	6 -	0.99 %	\$	3.5	\$-	0.44
Funds Sold	224.3	3.0	1.76		491.1	3.2	0.85
Investment Securities							
Available-for-Sale							
Taxable	1,556.9	27.6	2.36		1,655.8	24.6	1.98
Non-Taxable	585.1	12.1	2.76		652.0	15.9	3.26
Held-to-Maturity							
Taxable	3,504.8	58.4	2.22		3,605.8	55.4	2.05
Non-Taxable	237.0	5.6	3.17		240.9	7.0	3.88
Total Investment Securities	5,883.8	103.7	2.35		6,154.5	102.9	2.23
Loans Held for Sale	14.6	0.5	4.23		24.9	0.7	3.98
Loans and Leases <sup>1</sup>							
Commercial and Industrial	1,289.3	37.6	3.90		1,255.4	32.7	3.49
Commercial Mortgage	2,133.8	65.5	4.10		1,948.1	55.5	3.81
Construction	186.6	6.5	4.64		246.7	8.6	4.66
Commercial Lease Financing	178.0	3.0	2.25		207.1	3.5	2.25
Residential Mortgage	3,523.1	100.9	3.82		3,269.7	93.8	3.82
Home Equity	1,610.2	45.4	3.77		1,439.2	38.9	3.61
Automobile	574.1	17.1	3.99		476.4	17.5	4.90
Other <sup>2</sup>	455.4	26.9	7.89		389.0	23.2	7.98
Total Loans and Leases	9,950.5	302.9	4.07		9,231.6	273.7	3.96
Other	39.8	1.0	3.37		40.4	0.7	2.22
Total Earning Assets <sup>3</sup>	16,116.2	411.1	3.41		15,946.0	381.2	3.19
Cash and Due from Banks	244.0				134.8		
Other Assets	604.9				555.4		
Total Assets	\$ 16,965.1			\$	16,636.2		
Interest-Bearing Liabilities							
Interest-Bearing Deposits							
Demand	\$ 2,982.5	3.2	0.15	\$	2,869.7	1.3	0.06
Savings	5,414.1	9.1	0.22		5,385.7	4.7	0.12
Time	1,700.6	15.7	1.23		1,529.2	9.4	0.82
Total Interest-Bearing Deposits	10,097.2	28.0	0.37		9,784.6	15.4	0.21
Short-Term Borrowings	17.2	0.2	1.73		15.3	0.1	0.91
Securities Sold Under Agreements to Repurchase	504.9	13.9	3.62		507.7	14.9	3.88
Other Debt	233.6	2.7	1.56		267.9	3.3	1.66
Total Interest-Bearing Liabilities	10,852.9	44.8	0.55		10,575.5	33.7	0.42
Net Interest Income		366.3				\$ 347.5	
Interest Rate Spread			2.86 %	6	=		2.77
Net Interest Margin			3.04 %				2.91
Noninterest-Bearing Demand Deposits	4,653.2		,		4,617.1		
Other Liabilities	4,000.2 216.4				241.7		
Shareholders' Equity	1,242.6				1,201.9		

Table 7b

<sup>1</sup> Non-performing loans and leases are included in the respective average loan and lease balances. Income, if any, on such loans and leases is recognized on a cash basis.

<sup>2</sup> Comprised of other consumer revolving credit, installment, and consumer lease financing.

<sup>3</sup> Interest income includes taxable-equivalent basis adjustments, based upon a federal statutory tax rate of 21% for 2018 and 35% for 2017, of \$3,907,000 for the nine months ended September 30, 2018 and \$9,035,000 for the nine months ended September 30, 2017.

## Analysis of Change in Net Interest Income - Taxable-Equivalent Basis

Table 8a

	Three Months End	led September 30,	2018
	 Compared	to June 30, 2018	
(dollars in millions)	Volume <sup>1</sup>	Rate <sup>1</sup>	Total
Change in Interest Income:			
Funds Sold	\$ 0.5 \$	0.1 \$	0.6
Investment Securities			
Available-for-Sale			
Taxable	(0.3)	0.6	0.3
Non-Taxable	(0.1)	-	(0.1)
Held-to-Maturity			
Taxable	(0.3)	0.4	0.1
Total Investment Securities	(0.7)	1.0	0.3
Loans and Leases			
Commercial and Industrial	(0.3)	0.5	0.2
Commercial Mortgage	0.7	0.4	1.1
Construction	0.1	(0.1)	-
Residential Mortgage	0.4	-	0.4
Home Equity	0.1	0.5	0.6
Automobile	0.4	(0.2)	0.2
Other <sup>2</sup>	0.3	0.1	0.4
Total Loans and Leases	1.7	1.2	2.9
Total Change in Interest Income	1.5	2.3	3.8
Change in Interest Expense:			
Interest-Bearing Deposits			
Demand	-	0.1	0.1
Savings	0.1	0.6	0.7
Time	(0.1)	0.7	0.6
Total Interest-Bearing Deposits	-	1.4	1.4
Securities Sold Under Agreements to Repurchase	0.1	-	0.1
Other Debt	(0.1)	-	(0.1)
Total Change in Interest Expense	-	1.4	1.4
Change in Net Interest Income	\$ 1.5 \$	0.9 \$	2.4

<sup>1</sup> The change in interest income and expense not solely due to changes in volume or rate has been allocated on a pro-rata basis to the volume and rate columns.

 $^{2}\,$  Comprised of other consumer revolving credit, installment, and consumer lease financing.

## Analysis of Change in Net Interest Income - Taxable-Equivalent Basis

Table 8b

	Three Months End	led September 30,	2018
	 Compared to S	September 30, 2017	7
(dollars in millions)	Volume <sup>1</sup>	Rate <sup>1</sup>	Total
Change in Interest Income:			
Funds Sold	\$ (1.1) \$	0.9 \$	(0.2)
Investment Securities			
Available-for-Sale			
Taxable	(0.8)	1.7	0.9
Non-Taxable	(0.5)	(0.8)	(1.3)
Held-to-Maturity			
Taxable	(1.2)	1.7	0.5
Non-Taxable	(0.1)	(0.4)	(0.5)
Total Investment Securities	(2.6)	2.2	(0.4)
Loans Held for Sale	(0.1)	0.1	-
Loans and Leases			
Commercial and Industrial	0.2	1.5	1.7
Commercial Mortgage	1.7	1.7	3.4
Construction	(0.6)	(0.1)	(0.7)
Commercial Lease Financing	(0.2)	-	(0.2)
Residential Mortgage	2.2	-	2.2
Home Equity	1.1	0.8	1.9
Automobile	1.2	(1.2)	-
Other <sup>2</sup>	1.2	(0.1)	1.1
Total Loans and Leases	6.8	2.6	9.4
Other	-	0.2	0.2
Total Change in Interest Income	3.0	6.0	9.0
Change in Interest Expense:			
Interest-Bearing Deposits			
Demand	-	0.8	0.8
Savings	-	2.0	2.0
Time	(0.3)	1.7	1.4
Total Interest-Bearing Deposits	(0.3)	4.5	4.2
Short-Term Borrowings	-	0.1	0.1
Other Debt	 (0.3)	<u>-</u>	(0.3)
Total Change in Interest Expense	(0.6)	4.6	4.0
Change in Net Interest Income	\$ 3.6 \$	1.4 \$	5.0

<sup>1</sup> The change in interest income and expense not solely due to changes in volume or rate has been allocated on a pro-rata basis to the volume and rate columns.

 $^{2}\,$  Comprised of other consumer revolving credit, installment, and consumer lease financing.

## Analysis of Change in Net Interest Income - Taxable-Equivalent Basis

Table 8c

	Nine Months Ended September 30, 2018							
		Compared to S	September 30, 201	7				
(dollars in millions)		Volume <sup>1</sup>	Rate <sup>1</sup>	Total				
Change in Interest Income:								
Funds Sold	\$	(2.4) \$	2.2 \$	(0.2)				
Investment Securities								
Available-for-Sale								
Taxable		(1.5)	4.5	3.0				
Non-Taxable		(1.5)	(2.3)	(3.8)				
Held-to-Maturity								
Taxable		(1.6)	4.6	3.0				
Non-Taxable		(0.1)	(1.3)	(1.4)				
Total Investment Securities		(4.7)	5.5	0.8				
Loans Held for Sale		(0.3)	0.1	(0.2)				
Loans and Leases								
Commercial and Industrial		0.9	4.0	4.9				
Commercial Mortgage		5.5	4.5	10.0				
Construction		(2.1)	-	(2.1)				
Commercial Lease Financing		(0.5)	-	(0.5)				
Residential Mortgage		7.2	(0.1)	7.1				
Home Equity		4.8	1.7	6.5				
Automobile		3.2	(3.6)	(0.4)				
Other <sup>2</sup>		3.9	(0.2)	3.7				
Total Loans and Leases		22.9	6.3	29.2				
Other		-	0.3	0.3				
Total Change in Interest Income		15.5	14.4	29.9				
Change in Interest Expense:								
Interest-Bearing Deposits								
Demand		0.1	1.8	1.9				
Savings		-	4.4	4.4				
Time		1.1	5.2	6.3				
Total Interest-Bearing Deposits		1.2	11.4	12.6				
Short-Term Borrowings		-	0.1	0.1				
Securities Sold Under Agreements to Repurchase		(0.1)	(0.9)	(1.0)				
Other Debt		(0.4)	(0.2)	(0.6)				
Total Change in Interest Expense		0.7	10.4	11.1				
Change in Net Interest Income	\$	14.8 \$	4.0 \$	18.8				

<sup>1</sup> The change in interest income and expense not solely due to changes in volume or rate has been allocated on a pro-rata basis to the volume and rate columns.

<sup>2</sup> Comprised of other consumer revolving credit, installment, and consumer lease financing.

# Bank of Hawaii Corporation and Subsidiaries Salaries and Benefits

		Thre	ee Months Ende	əd		Nine Months Ended					
	Sep	tember 30,	June 30,	Septe	mber 30,		Septem	nber 3	30,		
(dollars in thousands)		2018	2018	2	017		2018		2017		
Salaries	\$	33,308 \$	33,269	\$	31,224	\$	99,281	\$	91,202		
Incentive Compensation		5,378	4,416		4,857		14,972		15,756		
Share-Based Compensation		2,153	2,423		1,962		6,657		7,144		
Commission Expense		1,034	1,272		1,439		3,260		5,066		
Retirement and Other Benefits		3,925	4,178		3,843		12,944		12,169		
Payroll Taxes		2,372	2,568		2,353		9,112		8,724		
Medical, Dental, and Life Insurance		3,616	3,820		3,444		10,897		9,859		
Separation Expense		(4)	202		2,068		1,229		2,111		
Total Salaries and Benefits	\$	51,782 \$	52,148	\$	51,190	\$	158,352	\$	152,031		

Note: Certain prior period information has been reclassified to conform to current presentation.

Table 9

## Loan and Lease Portfolio Balances

Loan and Lease Portfolio Balances						Table 10
	S	eptember 30,	June 30,	March 31,	December 31,	September 30,
(dollars in thousands)		2018	2018	2018	2017	2017
Commercial						
Commercial and Industrial	\$	1,314,609 \$	1,282,967 \$	1,329,096 \$	1,279,347	\$ 1,252,238
Commercial Mortgage		2,237,020	2,169,357	2,097,339	2,103,967	2,050,998
Construction		176,447	185,350	186,530	202,253	232,487
Lease Financing		172,232	178,598	179,771	180,931	204,240
Total Commercial		3,900,308	3,816,272	3,792,736	3,766,498	3,739,963
Consumer						
Residential Mortgage		3,596,627	3,548,444	3,505,239	3,466,773	3,366,634
Home Equity		1,625,208	1,622,314	1,601,698	1,585,455	1,528,353
Automobile		625,086	592,705	558,468	528,474	506,102
Other <sup>1</sup>		483,833	473,588	458,487	449,747	432,904
Total Consumer		6,330,754	6,237,051	6,123,892	6,030,449	5,833,993
Total Loans and Leases	\$	10,231,062 \$	10,053,323 \$	9,916,628 \$	9,796,947	\$ 9,573,956

## Deposits

	S	September 30,	June 30,	March 31,	December 31,	;	September 30,
(dollars in thousands)		2018	2018	2018	2017		2017
Consumer	\$	7,627,527 \$	7,672,435	\$ 7,665,926	\$ 7,478,228	\$	7,303,546
Commercial		5,967,343	5,921,414	5,897,194	5,973,763		6,091,800
Public and Other		1,248,465	1,349,509	1,394,013	1,431,977		1,652,814
Total Deposits	\$	14,843,335 \$	14,943,358	\$ 14,957,133	\$ 14,883,968	\$	15,048,160

<sup>1</sup> Comprised of other revolving credit, installment, and lease financing.

Non-Performing Assets and Accruing Loans and Leases F			5 01			Marah 21		December 21	Son	Table 11
(dollars in thousands)	50	eptember 30, 2018		June 30, 2018		March 31, 2018		December 31, 2017	Sep	tember 30, 2017
Non-Performing Assets		2010		2010		2010		2017		2017
Non-Accrual Loans and Leases										
Commercial										
Commercial and Industrial	\$	1,205	¢	917	\$	986	¢	448	¢	901
	φ	652	φ	659	φ	1,367	φ	1,398	φ	
Commercial Mortgage Total Commercial		1,857		1,576		2,353		1,398		1,425 2,326
Consumer		1,007		1,570		2,355		1,840		2,320
		6 250		6 700		6 705		0.242		0 100
Residential Mortgage		6,359		6,722		6,725		9,243		9,188
Home Equity		3,673		3,933		3,890		3,991		4,128
Total Consumer		10,032		10,655		10,615		13,234		13,316
Total Non-Accrual Loans and Leases		11,889		12,231		12,968		15,080		15,642
Foreclosed Real Estate	¢	1,909	¢	2,926	¢	2,768	¢	1,040	¢	1,393
Total Non-Performing Assets	\$	13,798	φ	15,157	φ	15,736	φ	16,120	Φ	17,035
Accruing Loans and Leases Past Due 90 Days or More										
Commercial										
Commercial and Industrial	\$	-	\$	2	\$	-	\$	-	\$	5
Commercial Mortgage		-		5,680		-		-		-
Total Commercial		-		5,682		-		-		5
Consumer				,						
Residential Mortgage	\$	2,426	\$	2,281	\$	2,927	\$	2,703	\$	2,933
Home Equity		3,112		3,016	•	3,013	·	1,624		1,392
Automobile		829		674		333		886		806
Other <sup>1</sup>		1,727		1,660		1,895		1,934		1,528
Total Consumer		8,094		7,631		8,168		7,147		6,659
Total Accruing Loans and Leases Past Due 90 Days or More	\$	8,094	\$	13,313	\$	8,168	\$	7,147	\$	6,664
Restructured Loans on Accrual Status		- ,		- ,				,		_ ,
and Not Past Due 90 Days or More	\$	49,462	\$	50,212	\$	56,743	\$	55,672	\$	55,038
Total Loans and Leases	\$	10,231,062	\$	10,053,323	\$	9,916,628	\$	9,796,947	\$	9,573,956
Ratio of Non-Accrual Loans and Leases to Total Loans and Leases		0.12%		0.12%		0.13%		0.15%		0.16%
Ratio of Non-Performing Assets to Total Loans and Leases										
and Foreclosed Real Estate		0.13%		0.15%		0.16%		0.16%		0.18%
		0.13%		0.15%		0.10%		0.10%		0.10%
Ratio of Commercial Non-Performing Assets to Total Commercial Loans										
and Leases and Commercial Foreclosed Real Estate		0.05%		0.04%		0.06%		0.05%		0.06%
		0.0070		0.0170		0.0070		0.0070		010070
Ratio of Consumer Non-Performing Assets to Total Consumer Loans										
and Leases and Consumer Foreclosed Real Estate		0.19%		0.22%		0.22%		0.24%		0.25%
Ratio of Non-Performing Assets and Accruing Loans and Leases										
Past Due 90 Days or More to Total Loans and Leases										
and Foreclosed Real Estate		0.21%		0.28%		0.24%		0.24%		0.25%
Quarter to Quarter Changes in Non-Performing Assets										
Balance at Beginning of Quarter	\$	15,157	\$	15,736	\$	16,120	\$	17,035	\$	16,368
Additions		2,030		1,949		2,332		2,109		2,212
Reductions										
Payments		(415)		(1,847)		(1,251)		(368)		(199)
Return to Accrual Status		(1,420)		(126)		(1,270)		(1,779)		(305)
Sales of Foreclosed Real Estate		(1,301)		(421)		-		(353)		(951)
Sales of Foreclosed frear Estate								· /		. ,
Charge-offs/Write-downs		(253)		(134)		(195)		(524)		(90)
		. ,		(134)		(195) (2,716)		(524)		(90) (1,545)

<sup>1</sup> Comprised of other revolving credit, installment, and lease financing.

**Reserve for Credit Losses** 

		Th	roo	Months End	lod		Nine Months Ended					
	Sor	otember 30,		June 30,		otombor 30						
(dollars in thousands)	Set	2018		2018	Sel	otember 30, 2017		Septem 2018	iber	30, 2017		
Balance at Beginning of Period	\$	115,010	\$	114,760	\$	113,175	\$	114,168		110,845		
Loans and Leases Charged-Off	Ŷ	110,010	Ŷ	,	Ŷ	110,110	Ψ	,		110,010		
Commercial												
Commercial and Industrial		(449)		(485)		(611)		(1,140)		(909)		
Consumer		(110)		(100)		(011)		(1,110)		(000)		
Residential Mortgage		-		(3)		(36)		(100)		(725)		
Home Equity		(124)		(44)		(129)		(259)		(774)		
Automobile		(2,114)		(1,515)		(1,921)		(5,883)		(5,723)		
Other <sup>1</sup>		(3,340)		(3,614)		(3,521)		(10,294)		(9,278)		
Total Loans and Leases Charged-Off		(6,027)		(5,661)		(6,218)		(17,676)		(17,409)		
Recoveries on Loans and Leases Previously Charged-Off		(0,0_1)		(0,001)		(0,210)		(,0)				
Commercial												
Commercial and Industrial		542		366		597		1,236		1,198		
Lease Financing		-		-		1		-		2		
Consumer												
Residential Mortgage		261		214		89		695		457		
Home Equity		558		451		837		1,634		2,183		
Automobile		616		738		692		1,953		1,919		
Other <sup>1</sup>		752		642		530		2,077		1,608		
Total Recoveries on Loans and Leases Previously Charged-Off		2,729		2,411		2,746		7,595		7,367		
Net Loans and Leases Charged-Off		(3,298)		(3,250)		(3,472)		(10,081)		(10,042)		
Provision for Credit Losses		3,800		3,500		4,000		11,425		12,650		
Provision for Unfunded Commitments		-		-		-		-		250		
Balance at End of Period <sup>2</sup>	\$	115,512	\$	115,010	\$	113,703	\$	115,512	\$	113,703		
Components												
Allowance for Loan and Lease Losses	\$	108,690	\$	108,188	\$	106,881		108,690		106,881		
Reserve for Unfunded Commitments		6,822		6,822		6,822		6,822		6,822		
Total Reserve for Credit Losses	\$	115,512	\$	115,010	\$	113,703	\$	115,512	\$	113,703		
Average Loans and Leases Outstanding	\$	10,081,886	\$	9,962,860	\$	9,451,972	\$ 9	9,950,518	\$ 9	9,231,615		
Ratio of Net Loans and Leases Charged-Off to		<b>•</b> • • • • •				o / = o /		<b>.</b>		o		
Average Loans and Leases Outstanding (annualized)		0.13%		0.13%		0.15%		0.14%		0.15%		
Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding		1.06%		1.08%		1.12%		1.06%		1.12%		

Table 12

<sup>1</sup> Comprised of other revolving credit, installment, and lease financing.

<sup>2</sup> Included in this analysis is activity related to the Company's reserve for unfunded commitments, which is separately recorded in other liabilities in the Consolidated Statements of Condition.

Business Segments Selected Financial Information

			Investment			
			Services and			
	Retail	Commercial	Private	Treasury	(	Consolidated
(dollars in thousands)	Banking	Banking	Banking	and Other		Total
Three Months Ended September 30, 2018						
Net Interest Income	\$ 66,927	\$ 46,240	\$ 10,574	\$ (814)	\$	122,927
Provision for Credit Losses	3,229	69	-	502		3,800
Net Interest Income After Provision for Credit Losses	63,698	46,171	10,574	(1,316)		119,127
Noninterest Income	19,814	6,241	13,526	1,901		41,482
Noninterest Expense	(51,806)	(20,242)	(15,657)	(2,833)		(90,538)
Income Before Provision for Income Taxes	31,706	32,170	8,443	(2,248)		70,071
Provision for Income Taxes	(7,943)	(7,218)	(2,226)	4,249		(13,138)
Net Income	\$ 23,763	\$ 24,952	\$ 6,217	\$ 2,001	\$	56,933
Total Assets as of September 30, 2018	\$ 6,246,126	\$ 3,873,454	\$ 340,793	\$ 6,531,361	\$	16,991,734
Three Months Ended September 30, 2017						
Net Interest Income	\$ 67,128	\$ 43,438	\$ 7,321	\$ (1,570)	\$	116,317
Provision for Credit Losses	3,512	(35)	(5)	528		4,000
Net Interest Income After Provision for Credit Losses	63,616	43,473	7,326	(2,098)		112,317
Noninterest Income	21,287	5,137	13,593	2,393		42,410
Noninterest Expense	(51,507)	(17,721)	(14,925)	(4,445)		(88,598)
Income Before Provision for Income Taxes	33,396	30,889	5,994	(4,150)		66,129
Provision for Income Taxes	 (11,908)	 (10,891)	 (2,218)	 4,769		(20,248)
Net Income	\$ 21,488	\$ 19,998	\$ 3,776	\$ 619	\$	45,881
Total Assets as of September 30, 2017	\$ 5,758,799	\$ 3,695,606	\$ 305,015	\$ 7,508,882	\$	17,268,302

Table 13a

Business Segments Selected Financial Information

Total Assets as of September 30, 2017

						Investment				
						Services and				
		Retail		Commercial		Private		Treasury	C	Consolidated
(dollars in thousands)		Banking		Banking		Banking		and Other		Total
Nine Months Ended September 30, 2018										
Net Interest Income	\$	197,007	\$	133,148	\$	30,987	\$	1,237	\$	362,379
Provision for Credit Losses		10,417		(276)		(60)		1,344		11,425
Net Interest Income After Provision for Credit Losses		186,590		133,424		31,047		(107)		350,954
Noninterest Income		58,665		17,395		41,941		8,814		126,815
Noninterest Expense		(158,344)		(60,432)		(48,264)		(8,673)		(275,713)
Income Before Provision for Income Taxes		86,911		90,387		24,724		34		202,056
Provision for Income Taxes		(21,707)		(20,782)		(6,518)		12,642		(36,365)
Net Income	\$	65,204	\$	69,605	\$	18,206	\$	12,676	\$	165,691
Total Assets as of September 30, 2018	\$	6,246,126	\$	3,873,454	\$	340,793	\$	6,531,361	\$	16,991,734
Nine Months Ended September 30, 2017	ሱ	400 000	۴	407 400	<b>ب</b>	00.005	¢		۴	000 400
Net Interest Income	\$	198,633	\$	127,106	\$	20,685	\$	(7,956)	\$	338,468
Provision for Credit Losses		10,413		(355)		(16)		2,608		12,650
Net Interest Income After Provision for Credit Losses		188,220		127,461		20,701		(10,564)		325,818
Noninterest Income		64,132		16,451		43,389		19,590		143,562
Noninterest Expense		(155,786)		(54,483)		(45,692)		(9,394)		(265,355)
Income Before Provision for Income Taxes		96,566		89,429		18,398		(368)		204,025
Provision for Income Taxes		(34,323)		(31,472)		(6,807)		10,296		(62,306)
Net Income	\$	62,243	\$	57,957	\$	11,591	\$	9,928	\$	141,719

5,758,799 \$

3,695,606 \$

\$

Table 13b

7,508,882 \$

305,015 \$

17,268,302

## Selected Quarterly Financial Data

				Three	Months End				
	September 30,		June 30,		March 31,	De	ecember 31,	Sep	tember 30
(dollars in thousands, except per share amounts)	2018		2018		2018		2017		2017
Quarterly Operating Results									
Interest Income									
Interest and Fees on Loans and Leases	\$ 104,248	\$	101,311		\$ 97,634	\$	96,974	\$	94,621
Income on Investment Securities									
Available-for-Sale	12,588		12,380		12,141		11,866		11,987
Held-to-Maturity	20,821		20,711		21,296		21,782		20,334
Deposits	10		(4)		18		3		5
Funds Sold	1,393		846		757		717		1,579
Other	364		341		300		271		235
Total Interest Income	139,424		135,585		132,146		131,613		128,761
Interest Expense									
Deposits	10,931		9,459		7,581		6,980		6,663
Securities Sold Under Agreements to Repurchase	4,667		4,617		4,564		4,664		4,664
Funds Purchased	33		83		53		81		-
Short-Term Borrowings	28		13		16		-		-
Other Debt	838		917		976		1,118		1,117
Total Interest Expense	16,497		15,089		13,190		12,843		12,444
Net Interest Income	122,927		120,496		118,956		118,770		116,317
Provision for Credit Losses	3,800		3,500		4,125		4,250		4,000
Net Interest Income After Provision for Credit Losses	119,127		116,996		114,831		114,520		112,317
Noninterest Income									
Trust and Asset Management	10,782		11,356		11,181		11,105		11,050
Mortgage Banking	1,965		2,179		2,145		2,593		3,237
Service Charges on Deposit Accounts	7,255		6,865		7,129		8,053		8,188
Fees, Exchange, and Other Service Charges	14,173		14,400		14,333		13,784		13,764
Investment Securities Gains (Losses), Net	(729)		(1,702)		(666)		(617)		(566
Annuity and Insurance	1,360		1,847		1,206		1,273		1,429
Bank-Owned Life Insurance	1,620		1,796		1,842		1,609		1,861
Other	5,056		4,557		6,865		4,055		3,447
Total Noninterest Income	41,482		41,298		44,035		41,855		42,410
Noninterest Expense	11,102		11,200		11,000		11,000		12,110
Salaries and Benefits	51,782		52,148		54,422		51,698		51,190
Net Occupancy	8,702		8,588		8,534		8,510		7,727
Net Equipment	6,116		5,845		5,527		5,454		5,417
Data Processing	4,241		4,563		3,891		4,310		3,882
Professional Fees	2,206		2,546		2,773		3,266		3,044
FDIC Insurance	2,200		2,182		2,173		2,253		2,107
Other	15,434		14,919		17,080		16,845		15,231
Total Noninterest Expense	90,538		90,791		94,384		92,336		88,598
Income Before Provision for Income Taxes	70,071		67,503		64,482		64,039		66,129
Provision for Income Taxes	13,138		12,785		10,442		21,086		20,248
Net Income	\$ 56,933	\$	54,718		\$ 54,040	\$		\$	45,881
Net income	φ 50,955	ψ	54,710		\$ 54,040	ψ	9 42,900	ψ	45,001
Basic Earnings Per Share	\$ 1.37	\$	1.31		\$ 1.29	\$	5 1.02	\$	1.09
Diluted Earnings Per Share	\$ 1.36	\$	1.30		\$ 1.28	\$		\$	1.08
Ŭ.		Ŧ				Ŧ		т	
Balance Sheet Totals									
Loans and Leases	\$ 10,231,062	\$	10,053,323	:	\$ 9,916,628	\$	9,796,947	\$	9,573,956
Total Assets	16,991,734		17,124,162		17,136,030		17,089,052	1	7,268,302
Total Deposits	14,843,335		14,943,358		14,957,133		14,883,968	1	5,048,160
Total Shareholders' Equity	1,253,327		1,247,717		1,241,193		1,231,868		1,227,893
Performance Ratios									
	4.00	0/	4 00	0/	4.00	0/	4 00	0/	4.07
Return on Average Assets	1.33	%	1.30	%	1.29	%	1.00	%	1.07
Return on Average Shareholders' Equity	18.06		17.68		17.74		13.85		14.89
Efficiency Ratio <sup>1</sup>	55.07		56.12		57.91		57.49		55.82
Net Interest Margin <sup>2</sup>	3.07		3.04		3.00		2.98		2.92

<sup>1</sup> Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and noninterest income).

<sup>2</sup> Net interest margin is defined as net interest income, on a taxable-equivalent basis, as a percentage of average earning assets.

Note: Certain prior period information has been reclassified to conform to current presentation.

## Hawaii Economic Trends

	Eig	Eight Months Ended				Year Ended								
(\$ in millions; jobs in thousands)	August 31, 2018         December 31, 2017			August 31, 2018December 31, 2017December 31								er 31, 2016		
Hawaii Economic Trends														
State General Fund Revenues <sup>1</sup>	\$	4,677.1	7.3	%	\$	6,485.0	4.3	%	\$	6,215.4	3.6	%		
General Excise and Use Tax Revenue <sup>1</sup>	\$	2,298.3	2.1	%	\$	3,349.8	4.5	%	\$	3,205.7	2.0	%		
Jobs <sup>2</sup>		672.7				668.2				669.4				

	September 30,	December 31,				
pot rates)	2018	2017	2016			
nemployment <sup>3</sup>						
Statewide, seasonally adjusted	2.2 %	2.1 %	2.9 %			
Oahu	2.4	1.7	2.4			
Island of Hawaii	3.0	2.0	3.1			
Maui	2.5	1.8	2.7			
Kauai	2.9	1.7	2.8			

	September 30,	December 31,						
(percentage change, except months of inventory)	2018	2017	2016	2015				
Housing Trends (Single Family Oahu) <sup>4</sup>								
Median Home Price	4.2 %	2.7 %	5.0 %	3.7 %				
Home Sales Volume (units)	(3.7) %	6.3 %	6.5 %	5.2 %				
Months of Inventory	2.8	2.1	2.5	2.6				

(in thousands)	Monthly Visitor Arrivals, Not Seasonally Adjusted	Percentage Change from Previous Year
Tourism <sup>5</sup>		
August 31, 2018	845.1	3.2
July 31, 2018	939.4	5.3
June 30, 2018	897.1	7.3
May 31, 2018	804.1	7.0
April 30, 2018	803.0	6.6
March 31, 2018	903.6	12.5
February 28, 2018	778.6	10.3
January 31, 2018	796.5	5.4
December 31, 2017	880.4	6.3
November 30, 2017	748.3	7.3
October 31, 2017	737.0	2.8
September 30, 2017	701.8	5.1
August 31, 2017	818.6	4.8
July 31, 2017	891.9	6.8
June 30, 2017	835.9	4.5
May 31, 2017	751.2	4.5
April 30, 2017	753.0	7.5
March 31, 2017	802.8	2.1
February 28, 2017	706.1	2.5
January 31, 2017	756.0	4.9
December 31, 2016	828.2	3.6
November 30, 2016	697.1	4.7
October 31, 2016	717.0	4.3
September 30, 2016	667.6	3.1
August 31, 2016	780.7	3.1
July 31, 2016	835.4	2.1
June 30, 2016	800.3	4.2
May 31, 2016	718.9	1.3
April 30, 2016	700.6	3.4
March 31, 2016	786.3	0.8
February 29, 2016	688.8	4.1
January 31, 2016	721.0	6.2

<sup>1</sup> Source: Hawaii Department of Business, Economic Development & Tourism

<sup>2</sup> Source: U. S. Bureau of Labor Statistics

<sup>3</sup> Source: Hawaii Department of Labor and Industrial Relations, County jobs data not seasonally adjusted.

<sup>4</sup> Source: Honolulu Board of REALTORS

<sup>5</sup> Source: Hawaii Tourism Authority