## A Bank of Hawaii

Corporation
Media Inquiries
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# Bank of Hawaii Corporation First Quarter 2010 Financial Results 

- Diluted Earnings Per Share Increases to $\$ 1.09$
- Net Income for the Quarter \$52.7 Million
- Board of Directors Declares Dividend of \$0.45 Per Share
- Company Announces Leadership Transition Process


## FOR IMMEDIATE RELEASE

HONOLULU, HI (April 19, 2010) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of $\$ 1.09$ for the first quarter of 2010, up from $\$ 0.84$ in the previous quarter and up from $\$ 0.75$ in the same quarter last year. Net income for the first quarter of 2010 was $\$ 52.7$ million compared to net income of $\$ 40.5$ million in the fourth quarter of 2009 and $\$ 36.0$ million in the first quarter of 2009. First quarter 2010 results include a provision for credit losses of $\$ 20.7$ million as compared to $\$ 26.8$ million in the fourth quarter of 2009 and $\$ 24.9$ million in the first quarter of 2009.

Noninterest income in the first quarter of 2010 included net gains of $\$ 20.0$ million on sales of investment securities compared with $\$ 25.7$ million in the fourth quarter of 2009. The gains were the result of management's plans to retain capital and reduce interest rate risk.

Deposits continued to be strong during the quarter, increasing to $\$ 9.5$ billion at March 31, 2010. Shareholders' equity increased to $\$ 939.4$ million at the end of the quarter. The allowance for loan and lease losses increased to $\$ 146.4$ million during the first quarter of 2010 and currently represents 2.61 percent of outstanding loans and leases.
"Bank of Hawaii Corporation began 2010 with good financial performance," said Allan R. Landon, Chairman and CEO. "Our profitability remained solid and the Hawaii economy is showing signs of stabilization."

The return on average assets for the first quarter of 2010 was 1.73 percent, up from 1.31 percent in the previous quarter, and up from 1.32 percent during the same quarter last year. The return on average equity for the first quarter of 2010 was 22.54 percent compared to 16.91 percent for the fourth quarter of 2009 and 17.86 percent in the first quarter of 2009. The efficiency ratio for the first quarter of 2010 was 45.54 percent compared to 48.02 percent in the previous quarter and 52.52 percent in the same quarter last year.

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## Financial Highlights

Net interest income, on a taxable equivalent basis, for the first quarter of 2010 was $\$ 107.9$ million, up $\$ 4.1$ million from net interest income of $\$ 103.8$ million in the fourth quarter of 2009 and up $\$ 10.6$ million from net interest income of $\$ 97.3$ million in the first quarter of 2009. Results for the first quarter of 2010 include net interest recoveries of $\$ 2.8$ million. Analyses of the changes in net interest income are included in Tables 7a and 7b.

The net interest margin was 3.72 percent for the first quarter of 2010, a 15 basis point increase from 3.57 percent in the fourth quarter of 2009 and a 4 basis point decrease from 3.76 percent in the first quarter of 2009. Adjusted for the previously mentioned net interest recoveries, the net interest margin in the first quarter of 2010 was 3.62 percent.

Results for the first quarter of 2010 included a provision for credit losses of $\$ 20.7$ million compared with $\$ 26.8$ million in the fourth quarter of 2009 and $\$ 24.9$ million in the first quarter of 2009. The provision for credit losses exceeded net charge-offs of $\$ 18.0$ million by $\$ 2.7$ million in the first quarter of 2010. The provision for credit losses exceeded net charge-offs of $\$ 25.8$ million by $\$ 1.0$ million in the fourth quarter of 2009 and exceeded net charge-offs of $\$ 14.0$ million by $\$ 10.9$ million in the first quarter of 2009.

Noninterest income was $\$ 71.8$ million for the first quarter of 2010, a decrease of $\$ 9.0$ million compared to noninterest income of $\$ 80.8$ million in the fourth quarter of 2009 , and an increase of $\$ 1.4$ million compared to noninterest income of $\$ 70.4$ million in the first quarter of 2009. Noninterest income in the first quarter of 2010 included the previously mentioned net gains of $\$ 20.0$ million. Noninterest income in the fourth quarter of 2009 included the previously mentioned net gains of $\$ 25.7$ million, $\$ 1.5$ million related to the sale of the Company’s wholesale insurance business, and $\$ 1.0$ related to the disposal of leased equipment. Results for the first quarter of 2009 included a gain of $\$ 10.0$ million related to the Company's sale of its equity interest in leveraged leases of two watercraft.

Noninterest expense was $\$ 81.7$ million in the first quarter of 2010, down $\$ 6.8$ million from noninterest expense of $\$ 88.5$ million in the fourth quarter of 2009 , and down $\$ 6.2$ million from noninterest expense of $\$ 87.9$ million in the same quarter last year. Noninterest expense in the fourth quarter of 2009 included $\$ 4.1$ million for employee grants for the purchase of company stock, $\$ 2.0$ million for employee incentives, and a donation of $\$ 1.0$ million to the Bank of Hawaii Charitable Foundation, partially offset by the reversal of $\$ 1.2$ million in legal contingency reserves. Noninterest expense in the first quarter of 2009 included a legal contingency reserve of \$1.5 million and a market premium of $\$ 0.9$ million for the early repayment of long-term privately placed debt. An analysis of salary and benefit expenses is included in Table 8.

The efficiency ratio for the first quarter of 2010 was 45.54 percent, compared with 48.02 percent in the fourth quarter of 2009 and 52.52 percent in the first quarter of 2009. Adjusted for the income and expense items previously discussed, the efficiency ratio for the first quarter of 2010 was 52.18 percent compared with 52.88 percent in the fourth quarter of 2009 and 54.36 percent in the first quarter of 2009. A summary of these items is included in Table 2.

The effective tax rate for the first quarter of 2010 was 31.53 percent compared to 41.30 percent in the previous quarter and 34.00 percent during the same quarter last year. The lower effective tax rate in the first quarter of 2010 was primarily due to the expected utilization of capital losses on the sale of a low-income housing investment.

The Company's business segments are defined as Retail Banking, Commercial Banking, Investment Services, and Treasury \& 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 Table 12.

## Asset Quality

Overall credit quality reflects a stabilizing economy albeit with non-performing assets at elevated levels. Non-performing assets were $\$ 41.6$ million at March 31, 2010, down from $\$ 48.3$ million at December 31, 2009, and up slightly from $\$ 40.3$ million at March 31, 2009. The decrease from the previous quarter was largely due to the payoff of a commercial construction loan. The increase in non-performing residential mortgage loans was primarily on Hawaiian Islands other than Oahu. As a percentage of total loans and leases, including loans held for sale and foreclosed real estate, non-performing assets were 0.74 percent at March 31, 2010.

Accruing loans and leases past due 90 days or more were $\$ 16.0$ million at March 31, 2010, up from $\$ 13.7$ million at December 31, 2009, and up from $\$ 8.6$ million at March 31, 2009. The increase from December 31, 2009 was primarily due to two commercial loans, which are in the process of being restructured. The borrowers are continuing to make interest payments and the loans are expected to be returned to current status. Restructured loans not included in non-accrual loans or accruing loans past due 90 days or more increased to $\$ 15.7$ million at March 31, 2010 and were primarily the result of the modification of interest rates and the extension of maturity dates on residential first mortgages. More information on non-performing assets and accruing loans and leases past due 90 days or more is presented in Table 10.

Net charge-offs during the first quarter of 2010 were $\$ 18.0$ million or 1.28 percent annualized of total average loans and leases compared with $\$ 25.8$ million or 1.75 percent annualized in the fourth quarter of 2009 and $\$ 14.0$ million or 0.88 percent annualized in the first quarter last year. The decrease in losses compared with the previous quarter was largely due to a reduction in commercial loan losses which was partially offset by increased net charge-offs in the home equity and residential mortgage portfolios.

The allowance for loan and lease losses increased in the quarter by $\$ 2.7$ million to $\$ 146.4$ million at March 31, 2010, up from $\$ 143.7$ million at December 31, 2009, and $\$ 134.4$ million at March 31, 2009. The ratio of the allowance for loan and lease losses to total loans and leases was 2.61 percent at March 31, 2010. While the overall Hawaii economy shows signs of stabilization, the allowance for loan and lease losses reflects an increased level of risk as consumers continue to be adversely impacted by underemployment and higher levels of unemployment. The reserve for unfunded commitments at March 31, 2010 remained unchanged at $\$ 5.4$ million. Details of chargeoffs, recoveries, and the components of the reserve for credit losses are summarized in Table 11.

## Other Financial Highlights

Total assets were $\$ 12.44$ billion at March 31, 2010, higher than total assets of $\$ 12.41$ billion at December 31, 2009, and up from total assets of $\$ 11.45$ billion at March 31, 2009. Average total assets were $\$ 12.38$ billion during the first quarter of 2010, higher than average assets of $\$ 12.28$ billion during the previous quarter, and up from average assets of $\$ 11.10$ billion during the first quarter last year. Growth in investment securities continues to offset the decline in loan balances. The decrease in loans was primarily due to tighter underwriting standards, reduced loan demand, payoffs, and loan sales to reduce overall portfolio risk.

Total deposits increased to $\$ 9.49$ billion at March 31, 2010, higher than the $\$ 9.41$ billion at December 31, 2009, and up from $\$ 9.21$ billion at March 31, 2009. Average total deposits were $\$ 9.39$ billion in the first quarter of 2010, higher than average deposits of $\$ 9.32$ billion during the previous quarter, and up from $\$ 8.75$ billion during the first quarter last year.

As a result of strong deposit levels and weak loan demand, the investment securities portfolio increased to $\$ 5.61$ billion at March 31, 2010, up from $\$ 5.51$ billion at December 31, 2009 and significantly up from $\$ 3.33$ billion at March 31, 2009.

Consistent with the Company's plan to build capital levels, no shares were repurchased during the first quarter of 2010. Remaining buyback authority under the share repurchase program was $\$ 85.4$ million at March 31, 2010. Total shareholder's equity was $\$ 939.4$ million at March 31, 2010, up $\$ 43.4$ million from $\$ 896.0$ million at December 31, 2009, and up from $\$ 833.9$ million at March 31, 2009.

At March 31, 2010, the Tier 1 leverage ratio was 6.97 percent, up from 6.76 percent at December 31, 2009 and 6.92 percent at March 31, 2009. At March 31, 2010, the ratio of tangible common equity to risk weighted assets increased to 16.75 percent, up from 15.45 percent at December 31, 2009, and 12.47 percent at March 31, 2009.

The Company's Board of Directors has declared a quarterly cash dividend of $\$ 0.45$ per share on the Company's outstanding shares. The dividend will be payable on June 14, 2010 to shareholders of record at the close of business on May 28, 2010.

## Leadership Transition Process

Al Landon also announced that the Bank of Hawaii is beginning a leadership transition process that will result in Bank of Hawaii President Peter Ho succeeding him as Chairman and Chief Executive Officer. The transition process is expected to be concluded before the end of 2010, at which time Landon will retire.
"Peter and I have worked together for the last 10 years, through the good and the challenging economic times. Peter provided key leadership in developing and carrying out the Bank's business plans. The Bank's performance during that period speaks for itself," Landon said. "Peter is going to be a great CEO. He has the vision, skills, experience, judgment, and presence to lead our Bank".

Bank of Hawaii recognizes the importance of developing management succession from within. Each of the Bank's senior officers is expected to identify and develop a successor according to a realistic schedule. The CEO succession has been planned for some time and management believes that now is the appropriate time to begin the transition. The Bank of Hawaii has emerged from the recent financial crisis as one of America's strongest banks and no significant change in the Bank's strategy is anticipated under Ho's leadership.

Landon and Ho will review the progress of the transition process with the Board and expect to provide an update to shareholders with future quarterly earning announcements.

## Hawaii Economy

Hawaii’s economy was generally stable during the first quarter of 2010. Visitor arrivals improved slightly and spending, while still weak, showed signs of stabilization. Some sectors are
beginning to add modest numbers of jobs, although additional public sector job losses remain a risk. The State's seasonally adjusted unemployment rate at the end of February 2010 was 6.9 percent compared with a national rate of 9.7 percent. Home sales on Oahu continue to improve and prices have stabilized, although sales on the neighbor islands continue to lag. Private construction activity appears to be at a low and the sector may begin to see more benefit from Federal and State spending programs. More information on Hawaii economic trends is presented in Table 14.

## Conference Call Information

The Company will review its first quarter 2010 financial results today at 8:00 a.m. Hawaii Time (2:00 p.m. Eastern Time). The conference call will be accessible via teleconference and via the Investor Relations link of Bank of Hawaii Corporation's web site, www.boh.com. Conference call participants in the United States should dial 866-277-1184. International participants should dial 617-597-5360. Use the pass code "Bank of Hawaii" to access the call. A replay of the call will be available for one week beginning Monday, April 19, 2010 by calling 888-286-8010 in the United States or 617-801-6888 internationally and entering the pass code number 86125718 when prompted. A replay will also be available via the Investor Relations link of the Company's web site.

## Forward-Looking Statements

This news release, and other statements made by the Company in connection with it may contain "forward-looking statements", such as forecasts of our financial results and condition, expectations for our operations and business prospects, and our assumptions used in those forecasts and expectations. Do not unduly rely on forward-looking statements. Actual results might differ significantly from our forecasts and expectations because of a variety of factors. More information about these factors is contained in Bank of Hawaii Corporation's Annual Report on Form 10-K for the year ended December 31, 2009, 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 a regional financial services company serving businesses, consumers and governments in Hawaii, American Samoa and the West Pacific. The Company's principal subsidiary, Bank of Hawaii, was founded in 1897 and is the largest independent financial institution in Hawaii. For more information about Bank of Hawaii Corporation, see the Company's web site, www.boh.com.

## Bank of Hawaii Corporation and Subsidiaries

Financial Highlights
Table 1

${ }^{1}$ Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and total noninterest income).
${ }^{2}$ Operating leverage is defined as the percentage change in income before the provision for credit losses and the provision for income taxes. Measures are presented on a linked quarter basis.
${ }^{3}$ Net interest margin is defined as net interest income, on a taxable equivalent basis, as a percentage of average earning assets.
${ }^{4}$ Dividend payout ratio is defined as dividends declared per share divided by basic earnings per share.
${ }^{5}$ Excluded from non-performing assets are contractually binding non-accrual loans held for sale of $\$ 4.2$ million as of December 31, 2009
${ }^{6}$ Tier 1 Capital Ratio as of December 31, 2009 and March 31, 2009 was revised from $14.88 \%$ and $12.02 \%$, respectively.
Total Capital Ratio as of December 31, 2009 and March 31, 2009 was revised from $16.15 \%$ and $13.28 \%$, respectively.
${ }^{8}$ Leverage Ratio as of December 31, 2009 and March 31, 2009 was revised from $6.78 \%$ and $6.94 \%$, respectively.
${ }^{9}$ Tangible common equity, a non-GAAP financial measure, is defined by the Company as shareholders' equity minus goodwill and intangible assets. Intangible assets are included as a component of other assets in the Consolidated Statements of Condition.

| (dollars in thousands) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2009 \end{gathered}$ |  |
| Cash Basis Interest Recoveries | \$ | 2,832 | \$ | - | \$ | - |
| Investment Securities Gains, Net |  | 20,021 |  | 25,707 |  | - |
| Gain on Disposal of Leased Equipment |  | - |  | 977 |  | 10,036 |
| Gain on Sale of Insurance Subsidiary |  | - |  | 1,511 |  | - |
| Increase in Allowance for Loan and Lease Losses |  | $(2,700)$ |  | $(1,000)$ |  | $(10,918)$ |
| Cash Grants for the Purchase of Company Stock |  | - |  | $(4,100)$ |  | - |
| Employee Incentive Awards |  | - |  | $(2,000)$ |  | - |
| Bank of Hawaii Charitable Foundation |  | - |  | $(1,000)$ |  | - |
| Legal Contingencies |  | - |  | 1,152 |  | $(1,500)$ |
| Market Premium on Repurchased Long-Term Privately Placed Debt |  | - |  | - |  | (875) |
| Significant Income (Expense) Items Before the Provision (Benefit) for Income Taxes |  | 20,153 |  | 21,247 |  | $(3,257)$ |
| Income Taxes Impact Related to Lease Transactions |  | - |  | 568 |  | 3,872 |
| Income Tax Impact |  | 7,054 |  | 7,095 |  | $(4,652)$ |
| Net Significant Income (Expense) Items | \$ | 13,099 | \$ | 13,584 | \$ | $(2,477)$ |



| (dollars in thousands) | $\begin{array}{r} \text { March 31, } \\ 2010 \end{array}$ |  | December 31, 2009 |  | $\begin{array}{r} \text { March 31, } \\ 2009 \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 4,910 | \$ | 8,755 | \$ | 5,031 |
| Funds Sold |  | 269,410 |  | 291,546 |  | 895,595 |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  | 5,447,239 |  | 5,330,834 |  | 3,106,608 |
| Held-to-Maturity (Fair Value of \$173,646; \$186,668; and \$233,633) |  | 167,099 |  | 181,018 |  | 228,177 |
| Loans Held for Sale |  | 11,143 |  | 16,544 |  | 24,121 |
| Loans and Leases |  | 5,610,081 |  | 5,759,785 |  | 6,338,726 |
| Allowance for Loan and Lease Losses |  | $(146,358)$ |  | $(143,658)$ |  | $(134,416)$ |
| Net Loans and Leases |  | 5,463,723 |  | 5,616,127 |  | 6,204,310 |
| Total Earning Assets |  | 11,363,524 |  | 11,444,824 |  | 10,463,842 |
| Cash and Noninterest-Bearing Deposits |  | 355,398 |  | 254,766 |  | 299,393 |
| Premises and Equipment |  | 110,310 |  | 110,976 |  | 114,536 |
| Customers' Acceptances |  | 677 |  | 1,386 |  | 822 |
| Accrued Interest Receivable |  | 42,180 |  | 45,334 |  | 36,928 |
| Foreclosed Real Estate |  | 3,192 |  | 3,132 |  | 346 |
| Mortgage Servicing Rights |  | 26,082 |  | 25,970 |  | 23,528 |
| Goodwill |  | 31,517 |  | 31,517 |  | 34,959 |
| Other Assets |  | 502,790 |  | 496,922 |  | 473,774 |
| Total Assets | \$ | 12,435,670 | \$ | 12,414,827 | \$ | 11,448,128 |

Liabilities
Deposits

| Noninterest-Bearing Demand | \$ | 2,194,280 | \$ | 2,252,083 | \$ | 1,970,041 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-Bearing Demand |  | 1,669,586 |  | 1,609,413 |  | 1,926,576 |
| Savings |  | 4,515,597 |  | 4,405,969 |  | 3,905,709 |
| Time |  | 1,114,621 |  | 1,142,211 |  | 1,410,465 |
| Total Deposits |  | 9,494,084 |  | 9,409,676 |  | 9,212,791 |
| Funds Purchased |  | 8,888 |  | 8,888 |  | 9,665 |
| Short-Term Borrowings |  | 7,317 |  | 6,900 |  | 10,000 |
| Securities Sold Under Agreements to Repurchase |  | 1,529,047 |  | 1,618,717 |  | 844,283 |
| Long-Term Debt |  | 90,309 |  | 90,317 |  | 59,003 |
| Banker's Acceptances |  | 677 |  | 1,386 |  | 822 |
| Retirement Benefits Payable |  | 36,895 |  | 37,435 |  | 54,450 |
| Accrued Interest Payable |  | 7,766 |  | 7,026 |  | 10,010 |
| Taxes Payable and Deferred Taxes |  | 224,112 |  | 229,140 |  | 258,505 |
| Other Liabilities |  | 97,203 |  | 109,369 |  | 154,664 |
| Total Liabilities |  | 11,496,298 |  | 11,518,854 |  | 10,614,193 |

Shareholders' Equity
Common Stock (\$. 01 par value; authorized 500,000,000 shares;

| issued / outstanding: March 31, 2010-57,027,5 <br> December 31, 2009-57,028,239 / 48,018,943; |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| and March 31, $2009-57,019,595 / 47,803,544)$ | 570 |  | 569 |  | 569 |  |
| Capital Surplus |  | 494,653 |  | 494,318 |  | 491,352 |
| Accumulated Other Comprehensive Income (Loss) |  | 18,063 |  | 6,925 |  | $(1,319)$ |
| Retained Earnings |  | 874,305 |  | 843,521 |  | 802,195 |
| Treasury Stock, at Cost (Shares: March 31, 2010-8,986,713; December 31, $2009-9,009,296$; and March 31, 2009-9,216,051) |  | $(448,219)$ |  | $(449,360)$ |  | $(458,862)$ |
| Total Shareholders' Equity |  | 939,372 |  | 895,973 |  | 833,935 |
| Total Liabilities and Shareholders' Equity | \$ | 12,435,670 | \$ | 12,414,827 | \$ | 11,448,128 |


| (dollars in thousands) | Total |  | mmon Stock | Capital <br> Surplus | Accum. Other Comprehensive Income (Loss) | Retained <br> Earnings | Treasury Stock | Comprehensive Income |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance as of December 31, 2009 | \$ 895,973 | \$ | 569 | \$ 494,318 | \$ 6,925 | \$ 843,521 | \$ $(449,360)$ |  |
| Comprehensive Income: |  |  |  |  |  |  |  |  |
| Net Income | 52,736 |  | - | - | - | 52,736 | - | \$ 52,736 |
| Change in Unrealized Gains and Losses on Investment Securities |  |  |  |  |  |  |  |  |
| Available-for-Sale | 10,757 |  | - | - | 10,757 | - | - | 10,757 |
| Amortization of Net Losses Related to Defined Benefit Plans | 381 |  | - | - | 381 | - | - | 381 |
| Total Comprehensive Income |  |  |  |  |  |  |  | \$ 63,874 |
| Share-Based Compensation | 714 |  | - | 714 | - | - | - |  |
| Common Stock Issued under Purchase and Equity |  |  |  |  |  |  |  |  |
| Compensation Plans and Related Tax Benefits (52,481 shares) | 1,785 |  | 1 | (379) | - | (320) | 2,483 |  |
| Common Stock Repurchased (30,594 shares) | $(1,342)$ |  | - | - | - | - | $(1,342)$ |  |
| Cash Dividends Paid | $(21,632)$ |  | - | - | - | $(21,632)$ | - |  |
| Balance as of March 31, 2010 | \$ 939,372 | \$ | 570 | \$ 494,653 | \$ 18,063 | \$ 874,305 | \$(448,219) |  |
| Balance as of December 31, 2008 | \$ 790,704 | \$ | 568 | \$ 492,515 | \$ $(28,888)$ | \$ 787,924 | \$ $(461,415)$ |  |
| Comprehensive Income: |  |  |  |  |  |  |  |  |
| Net Income | 36,040 |  | - | - | - | 36,040 | - | \$ 36,040 |
| Other Comprehensive Income, Net of Tax: |  |  |  |  |  |  |  |  |
| Change in Unrealized Gains and Losses on Investment Securities |  |  |  |  |  |  |  |  |
| Available-for-Sale | 27,243 |  | - | - | 27,243 | - | - | 27,243 |
| Amortization of Net Losses Related to Defined Benefit Plans | 326 |  | - | - | 326 | - | - | 326 |
| Total Comprehensive Income |  |  |  |  |  |  |  | \$ 63,609 |
| Share-Based Compensation | 235 |  | - | 235 | - | - | - |  |
| Common Stock Issued under Purchase and Equity |  |  |  |  |  |  |  |  |
| Compensation Plans and Related Tax Benefits (71,244 shares) | 1,627 |  | 1 | $(1,398)$ | - | (258) | 3,282 |  |
| Common Stock Repurchased (21,071 shares) | (729) |  | - | - | - | - | (729) |  |
| Cash Dividends Paid | $(21,511)$ |  | - | - | - | $(21,511)$ | - |  |
| Balance as of March 31, 2009 | \$ 833,935 | \$ | 569 | \$ 491,352 | \$ (1,319) | \$ 802,195 | \$ $(458,862)$ |  |


|  | Three Months Ended March 31, 2010 |  |  | Three Months Ended December 31, 2009 |  |  |  | Three Months Ended March 31, 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | Average <br> Balance | Incomel <br> Expense | Yield/ <br> Rate |  | Average <br> Balance | Incomel <br> Expense | Yield/ <br> Rate |  | Average <br> Balance | Incomel <br> Expense | Yield/ <br> Rate |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ 5.8 | \$ | 0.92 | \% | \$ 8.2 | \$ | 0.09 | \% | \$ 4.9 | \$ | 0.84 |
| Funds Sold | 463.1 | 0.3 | 0.27 |  | 534.1 | 0.3 | 0.26 |  | 912.9 | 0.6 | 0.25 |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |
| Trading | - | - | - |  | - | - | - |  | 48.8 | 0.6 | 4.87 |
| Available-for-Sale | 5,241.0 | 44.1 | 3.37 |  | 4,939.2 | 41.6 | 3.37 |  | 2,628.7 | 32.5 | 4.95 |
| Held-to-Maturity | 174.1 | 1.9 | 4.28 |  | 188.4 | 2.0 | 4.29 |  | 235.0 | 2.6 | 4.37 |
| Loans Held for Sale | 8.8 | 0.5 | 23.80 |  | 15.6 | 0.2 | 3.95 |  | 21.8 | 0.2 | 4.41 |
| Loans and Leases ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | 788.5 | 10.2 | 5.25 |  | 820.3 | 8.3 | 4.01 |  | 1,031.3 | 10.4 | 4.11 |
| Commercial Mortgage | 838.0 | 10.5 | 5.09 |  | 793.9 | 10.2 | 5.09 |  | 730.6 | 9.6 | 5.32 |
| Construction | 108.0 | 1.3 | 4.99 |  | 132.2 | 1.3 | 3.81 |  | 154.1 | 1.6 | 4.21 |
| Commercial Lease Financing | 407.4 | 3.4 | 3.33 |  | 438.0 | 3.6 | 3.34 |  | 462.9 | 3.7 | 3.16 |
| Residential Mortgage | 2,160.6 | 30.9 | 5.73 |  | 2,223.3 | 32.1 | 5.77 |  | 2,437.4 | 36.3 | 5.96 |
| Home Equity | 909.4 | 11.3 | 5.02 |  | 939.2 | 11.9 | 5.05 |  | 1,028.7 | 13.0 | 5.13 |
| Automobile | 272.6 | 5.2 | 7.73 |  | 291.8 | 5.8 | 7.85 |  | 356.3 | 7.0 | 7.94 |
| Other ${ }^{2}$ | 202.4 | 3.9 | 7.76 |  | 209.1 | 4.1 | 7.76 |  | 245.2 | 4.8 | 7.86 |
| Total Loans and Leases | 5,686.9 | 76.7 | 5.44 |  | 5,847.8 | 77.3 | 5.26 |  | 6,446.5 | 86.4 | 5.40 |
| Other | 79.8 | 0.3 | 1.39 |  | 79.7 | 0.3 | 1.39 |  | 79.7 | 0.3 | 1.39 |
| Total Earning Assets ${ }^{3}$ | 11,659.5 | 123.8 | 4.27 |  | 11,613.0 | 121.7 | 4.18 |  | 10,378.3 | 123.2 | 4.77 |
| Cash and Noninterest-Bearing Deposits | 229.8 |  |  |  | 209.0 |  |  |  | 243.4 |  |  |
| Other Assets | 488.5 |  |  |  | 457.5 |  |  |  | 474.6 |  |  |
| Total Assets | \$ 12,377.8 |  |  |  | \$ 12,279.5 |  |  |  | \$ 11,096.3 |  |  |

Interest-Bearing Liabilities
Interest-Bearing Deposits


[^0]Three Months Ended March 31, 2010


Change in Interest Expense:
Interest-Bearing Deposits

| Demand |  | - |  | 0.1 |  | - |  | 0.1 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings |  | - |  | (1.0) |  | (0.1) |  | (1.1) |
| Time |  | (0.2) |  | (0.7) |  | (0.1) |  | (1.0) |
| Total Interest-Bearing Deposits |  | (0.2) |  | (1.6) |  | (0.2) |  | (2.0) |
| Securities Sold Under Agreements to Repurchase |  | 0.4 |  | (0.2) |  | (0.2) |  | - |
| Total Change in Interest Expense |  | 0.2 |  | (1.8) |  | (0.4) |  | (2.0) |
| Change in Net Interest Income | \$ | - | \$ | 4.7 | \$ | (0.6) | \$ | 4.1 |

[^1]| (dollars in millions) | Three Months Ended March 31, 2010 Compared to March 31, 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | (0.3) | \$ | - | \$ | (0.3) |
| Investment Securities |  |  |  |  |  |  |
| Trading |  | (0.3) |  | (0.3) |  | (0.6) |
| Available-for-Sale |  | 24.4 |  | (12.8) |  | 11.6 |
| Held-to-Maturity |  | (0.7) |  | - |  | (0.7) |
| Loans Held for Sale |  | (0.2) |  | 0.5 |  | 0.3 |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | (2.7) |  | 2.5 |  | (0.2) |
| Commercial Mortgage |  | 1.3 |  | (0.4) |  | 0.9 |
| Construction |  | (0.6) |  | 0.3 |  | (0.3) |
| Commercial Lease Financing |  | (0.5) |  | 0.2 |  | (0.3) |
| Residential Mortgage |  | (4.0) |  | (1.4) |  | (5.4) |
| Home Equity |  | (1.4) |  | (0.3) |  | (1.7) |
| Automobile |  | (1.6) |  | (0.2) |  | (1.8) |
| Other ${ }^{2}$ |  | (0.8) |  | (0.1) |  | (0.9) |
| Total Loans and Leases |  | (10.3) |  | 0.6 |  | (9.7) |
| Total Change in Interest Income |  | 12.6 |  | (12.0) |  | 0.6 |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Savings |  | 1.7 |  | (5.5) |  | (3.8) |
| Time |  | (1.7) |  | (3.2) |  | (4.9) |
| Total Interest-Bearing Deposits |  | - |  | (8.7) |  | (8.7) |
| Securities Sold Under Agreements to Repurchase |  | 3.1 |  | (3.4) |  | (0.3) |
| Long-Term Debt |  | (0.8) |  | (0.2) |  | (1.0) |
| Total Change in Interest Expense |  | 2.3 |  | (12.3) |  | (10.0) |
| Change in Net Interest Income | \$ | 10.3 | \$ | 0.3 | \$ | 10.6 |

[^2]
## Bank of Hawaii Corporation and Subsidiaries

Salaries and Benefits
Table 8

| (dollars in thousands) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2010 \\ \hline \end{gathered}$ |  | December 31, 2009 |  | $\begin{gathered} \text { March 31, } \\ 2009 \\ \hline \end{gathered}$ |  |
| Salaries | \$ | 29,143 | \$ | 29,323 | \$ | 29,845 |
| Incentive Compensation |  | 3,446 |  | 5,465 |  | 3,292 |
| Share-Based Compensation and Cash Grants for the Purchase of Company Stock |  | 556 |  | 5,789 |  | 787 |
| Commission Expense |  | 1,346 |  | 1,543 |  | 2,255 |
| Retirement and Other Benefits |  | 4,109 |  | 4,040 |  | 4,619 |
| Payroll Taxes |  | 3,433 |  | 1,952 |  | 3,500 |
| Medical, Dental, and Life Insurance |  | 2,480 |  | 2,482 |  | 2,664 |
| Separation Expense |  | 51 |  | 379 |  | 66 |
| Total Salaries and Benefits | \$ | 44,564 | \$ | 50,973 | \$ | 47,028 |

## Bank of Hawaii Corporation and Subsidiaries

Loan and Lease Portfolio Balances
Table 9

| (dollars in thousands) |  | $\begin{array}{r} \text { March 31, } \\ 2010 \end{array}$ |  | December 31, 2009 | September 30, 2009 |  |  | $\begin{array}{r} \text { June 30, } \\ 2009 \end{array}$ |  | $\begin{array}{r} \text { March 31, } \\ 2009 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 782,298 | \$ | 795,167 | \$ | 845,056 | \$ | 932,444 | \$ | 1,000,640 |
| Commercial Mortgage |  | 834,086 |  | 841,431 |  | 777,498 |  | 788,226 |  | 726,193 |
| Construction |  | 104,349 |  | 108,395 |  | 137,414 |  | 140,455 |  | 153,754 |
| Lease Financing |  | 398,939 |  | 412,933 |  | 458,696 |  | 468,030 |  | 454,822 |
| Total Commercial |  | 2,119,672 |  | 2,157,926 |  | 2,218,664 |  | 2,329,155 |  | 2,335,409 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 2,138,094 |  | 2,190,677 |  | 2,246,729 |  | 2,309,971 |  | 2,402,061 |
| Home Equity |  | 892,109 |  | 921,571 |  | 952,076 |  | 977,632 |  | 1,016,381 |
| Automobile |  | 260,472 |  | 283,937 |  | 299,657 |  | 309,877 |  | 343,642 |
| Other ${ }^{1}$ |  | 199,734 |  | 205,674 |  | 214,232 |  | 223,276 |  | 241,233 |
| Total Consumer |  | 3,490,409 |  | 3,601,859 |  | 3,712,694 |  | 3,820,756 |  | 4,003,317 |
| Total Loans and Leases | \$ | 5,610,081 | \$ | 5,759,785 | \$ | 5,931,358 | \$ | 6,149,911 | \$ | 6,338,726 |

## Higher Risk Loans Outstanding

| (dollars in thousands) |  | $\begin{array}{r} \text { March 31, } \\ 2010 \end{array}$ |  | December 31, 2009 | September 30, 2009 |  |  | $\begin{gathered} \text { June } 30, \\ 2009 \end{gathered}$ |  | $\begin{array}{r} \text { March 31, } \\ 2009 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential Home Building ${ }^{2}$ | \$ | 29,475 | \$ | 31,067 | \$ | 38,592 | \$ | 22,850 | \$ | 8,536 |
| Residential Land Loans ${ }^{3}$ |  | 33,514 |  | 37,873 |  | 43,128 |  | 47,871 |  | 50,663 |
| Home Equity Loans ${ }^{4}$ |  | 24,595 |  | 28,076 |  | 24,339 |  | 21,832 |  | 19,431 |
| Air Transportation ${ }^{5}$ |  | 39,743 |  | 50,426 |  | 60,996 |  | 62,148 |  | 76,303 |

${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.
${ }^{2}$ Residential home building loans are collateralized by residential developments and comprised 51\% of total commercial construction as of March 31 , 2010.
Higher risk exposures represent 55\% of total residential home building and include $\$ 6,124$ outside of Oahu and \$3,280 in non-accrual loans.
${ }^{3}$ Included in residential mortgage, residential land loans are collateralized by land in the state of Hawaii and includes $\$ 28,835$ outside of Oahu as of March 31 , 2010.
${ }^{4}$ Included in home equity, home equity loans in the state of Hawaii with current FICO scores less than 600 and original LTV above $70 \%$, all originated after 2004.
${ }^{5}$ Equity in six leases, four of which are leveraged, all to passenger carriers, one of which is based outside the United States as of March $31,2010$.

Deposits

| (dollars in thousands) |  | $\begin{array}{r} \text { March 31, } \\ 2010 \\ \hline \end{array}$ | December 31,2009 |  | September 30, 2009 |  |  | $\begin{array}{r} \text { June 30, } \\ 2009 \\ \hline \end{array}$ |  | $\begin{gathered} \text { March 31, } \\ 2009 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer | \$ | 4,940,576 | \$ | 4,926,567 | \$ | 4,776,626 | \$ | 4,747,612 | \$ | 4,702,494 |
| Commercial |  | 4,125,587 |  | 4,114,583 |  | 4,002,068 |  | 3,828,521 |  | 3,645,842 |
| Public and Other |  | 427,921 |  | 368,526 |  | 471,406 |  | 443,528 |  | 864,455 |
| Total Deposits | \$ | 9,494,084 | \$ | 9,409,676 | \$ | 9,250,100 | \$ | 9,019,661 | \$ | 9,212,791 |

Bank of Hawaii Corporation and Subsidiaries

| Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More |  |  | Table 10 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in thousands) | $\begin{gathered} \text { March 31, } \\ 2010 \\ \hline \end{gathered}$ |  | December 31, 2009 |  | September 30, 2009 |  | $\begin{array}{r} \text { June 30, } \\ \hline 2009 \\ \hline \end{array}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2009 \\ \hline \end{gathered}$ |  |
| Non-Performing Assets ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |
| Non-Accrual Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 3,342 | \$ | 6,646 | \$ | 9,924 | \$ | 10,511 | \$ | 21,839 |
| Commercial Mortgage |  | 1,662 |  | 1,167 |  | 1,193 |  | 1,219 |  | - |
| Construction |  | 7,297 |  | 8,154 |  | 15,534 |  | 6,548 |  | 5,001 |
| Lease Financing |  | 73 |  | 631 |  | 690 |  | 956 |  | 910 |
| Total Commercial |  | 12,374 |  | 16,598 |  | 27,341 |  | 19,234 |  | 27,750 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 23,214 |  | 19,893 |  | 16,718 |  | 16,265 |  | 9,230 |
| Home Equity |  | 2,844 |  | 5,153 |  | 3,726 |  | 2,567 |  | 1,620 |
| Other ${ }^{2}$ |  | - |  | 550 |  | 550 |  | 550 |  | 1,383 |
| Total Consumer |  | 26,058 |  | 25,596 |  | 20,994 |  | 19,382 |  | 12,233 |
| Total Non-Accrual Loans and Leases |  | 38,432 |  | 42,194 |  | 48,335 |  | 38,616 |  | 39,983 |
| Non-Accrual Loans Held for Sale |  | - |  | 3,005 |  | - |  | - |  | - |
| Foreclosed Real Estate |  | 3,192 |  | 3,132 |  | 201 |  | 438 |  | 346 |
| Total Non-Performing Assets | \$ | 41,624 | \$ | 48,331 | \$ | 48,536 | \$ | 39,054 | \$ | 40,329 |

## Accruing Loans and Leases Past Due 90 Days or More

| Commercial |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and Industrial | \$ | 2,192 | \$ | 623 | \$ | 137 | \$ | 13 | \$ | - |
| Construction |  | 2,170 |  | - |  | 3,005 |  | - |  | - |
| Lease Financing |  | - |  | 120 |  | - |  | - |  | 257 |
| Total Commercial |  | 4,362 |  | 743 |  | 3,142 |  | 13 |  | 257 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 8,136 |  | 8,979 |  | 5,951 |  | 4,657 |  | 4,794 |
| Home Equity |  | 1,608 |  | 2,210 |  | 1,698 |  | 2,879 |  | 1,720 |
| Automobile |  | 571 |  | 875 |  | 749 |  | 769 |  | 776 |
| Other ${ }^{2}$ |  | 1,345 |  | 886 |  | 739 |  | 1,270 |  | 1,100 |
| Total Consumer |  | 11,660 |  | 12,950 |  | 9,137 |  | 9,575 |  | 8,390 |
| $\underline{\text { Total Accruing Loans and Leases Past Due } 90 \text { Days or More }}$ | \$ | 16,022 | \$ | 13,693 | \$ | 12,279 | \$ | 9,588 | \$ | 8,647 |
| Restructured Loans Not Included in Non-Accrual Loans and Accruing Loans Past Due 90 Days or More | \$ | 15,686 | \$ | 7,274 | \$ | 7,578 | \$ | 2,307 | \$ | - |
| $\underline{\text { Total Loans and Leases }}$ | \$ | 5,610,081 | \$ | 5,759,785 | \$ | 5,931,358 | \$ | 6,149,911 | \$ | 6,338,726 |
| $\underline{\text { Ratio of Non-Accrual Loans and Leases to Total Loans and Leases }}$ |  | 0.69\% |  | 0.73\% |  | 0.81\% |  | 0.63\% |  | 0.63\% |
| Ratio of Non-Performing Assets to Total Loans and Leases, $\qquad$ Sale, and Foreclosed Real Estate |  | 0.74\% |  | 0.84\% |  | 0.82\% |  | 0.63\% |  | 0.63\% |
| Ratio of Commercial Non-Performing Assets to Total Commercial Loans and Leases, Commercial Loans Held for Sale, and Commercial Foreclosed Real Estate |  | 0.72\% |  | 1.03\% |  | 1.23\% |  | 0.82\% |  | 1.19\% |
| Ratio of Consumer Non-Performing Assets to Total Consumer Loans and Leases and Consumer Foreclosed Real Estate |  | 0.76\% |  | 0.72\% |  | 0.57\% |  | 0.52\% |  | 0.31\% |
| Ratio of Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More to Total Loans and Leases, Loans Held for Sale, and Foreclosed Real Estate |  | 1.02\% |  | 1.07\% |  | 1.02\% |  | 0.79\% |  | 0.77\% |
| Quarter to Quarter Changes in Non-Performing Assets ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |
| Balance at Beginning of Quarter | \$ | 48,331 | \$ | 48,536 | \$ | 39,054 | \$ | 40,329 | \$ | 14,949 |
| Additions |  | 9,533 |  | 14,874 |  | 22,856 |  | 22,459 |  | 29,164 |
| Reductions |  |  |  |  |  |  |  |  |  |  |
| Payments |  | $(5,689)$ |  | $(4,128)$ |  | $(6,899)$ |  | $(15,593)$ |  | (874) |
| Return to Accrual Status |  | $(3,505)$ |  | $(1,818)$ |  | $(3,373)$ |  | (230) |  | (768) |
| Sales of Foreclosed Real Estate |  | - |  | (38) |  | (237) |  | - |  | (82) |
| Charge-offs/Write-downs |  | $(7,046)$ |  | $(9,095)$ |  | $(2,865)$ |  | $(7,911)$ |  | $(2,060)$ |
| Total Reductions |  | $(16,240)$ |  | $(15,079)$ |  | $(13,374)$ |  | $(23,734)$ |  | $(3,784)$ |
| Balance at End of Quarter | \$ | 41,624 | \$ | 48,331 | \$ | 48,536 | \$ | 39,054 | \$ | 40,329 |

[^3]| (dollars in thousands) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2009 \\ \hline \end{gathered}$ |  |
| Balance at Beginning of Period | \$ | 149,077 | \$ | 148,077 | \$ | 128,667 |
| Loans and Leases Charged-Off |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |
| Commercial and Industrial |  | $(3,906)$ |  | $(3,148)$ |  | $(6,464)$ |
| Commercial Mortgage |  | (303) |  | - |  | - |
| Construction |  | (857) |  | $(4,515)$ |  | - |
| Lease Financing |  | (190) |  | $(9,409)$ |  | (20) |
| Consumer |  |  |  |  |  |  |
| Residential Mortgage |  | $(3,255)$ |  | $(2,697)$ |  | (827) |
| Home Equity |  | $(7,436)$ |  | $(3,489)$ |  | $(2,316)$ |
| Automobile |  | $(2,027)$ |  | $(2,209)$ |  | $(2,982)$ |
| Other ${ }^{1}$ |  | $(2,822)$ |  | $(2,981)$ |  | $(3,577)$ |
| Total Loans and Leases Charged-Off |  | $(20,796)$ |  | $(28,448)$ |  | $(16,186)$ |


| Recoveries on Loans and Leases Previously Charged-Off |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |
| Commercial and Industrial |  | 858 |  | 189 |  | 542 |
| Commercial Mortgage |  | 24 |  | 45 |  | - |
| Construction |  | - |  | 476 |  | - |
| Lease Financing |  | 1 |  | 50 |  | 2 |
| Consumer |  |  |  |  |  |  |
| Residential Mortgage |  | 422 |  | 340 |  | 145 |
| Home Equity |  | 100 |  | 125 |  | 96 |
| Automobile |  | 753 |  | 842 |  | 727 |
| Other ${ }^{1}$ |  | 627 |  | 580 |  | 705 |
| Total Recoveries on Loans and Leases Previously Charged-Off |  | 2,785 |  | 2,647 |  | 2,217 |
| Net Loans and Leases Charged-Off |  | $(18,011)$ |  | $(25,801)$ |  | $(13,969)$ |
| Provision for Credit Losses |  | 20,711 |  | 26,801 |  | 24,887 |
| Provision for Unfunded Commitments |  | - |  | - |  | 250 |
| Balance at End of Period ${ }^{2}$ | \$ | 151,777 | \$ | 149,077 | \$ | 139,835 |

## Components

| Allowance for Loan and Lease Losses | $\$$ | 146,358 | $\$$ | 143,658 |
| :--- | ---: | ---: | ---: | ---: |
| Reserve for Unfunded Commitments | $\mathbf{\$}$ | 134,416 |  |  |
| Total Reserve for Credit Losses | $\$, 419$ | 5,419 |  |  |


| Average Loans and Leases Outstanding | \$ | 5,686,923 | \$ | 5,847,820 | \$ | 6,446,513 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ratio of Net Loans and Leases Charged-Off to |  |  |  |  |  |  |
| Average Loans and Leases Outstanding (annualized) |  | 1.28\% |  | 1.75\% |  | 0.88\% |
| Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding |  | 2.61\% |  | 2.49\% |  | 2.12\% |

[^4]| (dollars in thousands) | Retail <br> Banking | Commercial <br> Banking | Investment <br> Services | Treasury <br> and Other |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Chree Months Ended March 31, 2010 |  |  |  |  |  |
| Cotal |  |  |  |  |  |

Three Months Ended March 31, $2009{ }^{1}$

| Net Interest Income (Loss) | \$ | 55,803 | \$ | 39,188 | \$ | 3,992 | \$ | $(1,921)$ | \$ | 97,062 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for Credit Losses |  | 16,567 |  | 7,758 |  | 804 |  | (242) |  | 24,887 |
| Net Interest Income (Loss) After Provision for Credit Losses |  | 39,236 |  | 31,430 |  | 3,188 |  | $(1,679)$ |  | 72,175 |
| Noninterest Income |  | 27,982 |  | 24,259 |  | 14,443 |  | 3,681 |  | 70,365 |
| Noninterest Expense |  | $(43,426)$ |  | $(26,208)$ |  | $(16,559)$ |  | $(1,740)$ |  | $(87,933)$ |
| Income Before Provision for Income Taxes |  | 23,792 |  | 29,481 |  | 1,072 |  | 262 |  | 54,607 |
| Provision for Income Taxes |  | $(8,805)$ |  | $(10,886)$ |  | (396) |  | 1,520 |  | $(18,567)$ |
| Net Income |  | 14,987 |  | 18,595 |  | 676 |  | 1,782 |  | 36,040 |
| Total Assets as of March 31, $2009{ }^{1}$ | \$ | 3,720,576 | \$ | 2,697,807 | \$ | 256,962 | \$ | 4,772,783 | \$ | 11,448,128 |

[^5]|  | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in thousands, except per share amounts) | $\begin{array}{r} \hline \text { March 31, } \\ 2010 \end{array}$ | December 31, 2009 | September 30, 2009 | June 30, 2009 | $\begin{array}{r} \hline \text { March 31, } \\ 2009 \end{array}$ |

Quarterly Operating Results
Interest Income

| Interest and Fees on Loans and Leases | \$ | 77,271 | \$ | 77,457 | \$ | 79,530 | \$ | 83,342 | \$ | 86,592 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Trading |  | - |  | - |  | - |  | - |  | 594 |
| Available-for-Sale |  | 43,841 |  | 41,369 |  | 46,419 |  | 38,155 |  | 32,301 |
| Held-to-Maturity |  | 1,863 |  | 2,018 |  | 2,179 |  | 2,369 |  | 2,567 |
| Deposits |  | 13 |  | 2 |  | 3 |  | 5 |  | 10 |
| Funds Sold |  | 309 |  | 353 |  | 320 |  | 526 |  | 577 |
| Other |  | 277 |  | 277 |  | 277 |  | 276 |  | 276 |
| Total Interest Income |  | 123,574 |  | 121,476 |  | 128,728 |  | 124,673 |  | 122,917 |


| Interest Expense |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Deposits | 8,307 | 10,317 | 12,235 | 14,481 |
| Securities Sold Under Agreements to Repurchase | 6,429 | 6,411 | 6,394 | 6,477 |
| Funds Purchased | 7 | 7 | 5 | 6 |
| Long-Term Debt | 1,178 | 1,025 |  |  |
| Total Interest Expense | 15,921 | 1,207 | 1,207 | 859 |
| Net Interest Income | 107,653 | 103,534 | 19,841 | 21,822 |
| Provision for Credit Losses | 20,711 | 26,801 | 2,173 |  |
| Net Interest Income After Provision for Credit Losses | 86,942 | 76,733 | 27,500 | 102,851 |


| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Trust and Asset Management |  | 11,708 |  | 11,746 |  | 10,915 |  | 11,881 |  | 11,632 |
| Mortgage Banking |  | 3,464 |  | 4,218 |  | 4,656 |  | 5,443 |  | 8,678 |
| Service Charges on Deposit Accounts |  | 13,814 |  | 14,160 |  | 14,014 |  | 12,910 |  | 13,386 |
| Fees, Exchange, and Other Service Charges |  | 14,504 |  | 14,935 |  | 14,801 |  | 15,410 |  | 14,976 |
| Investment Securities Gains (Losses), Net |  | 20,021 |  | 25,707 |  | (5) |  | 12 |  | 56 |
| Insurance |  | 2,715 |  | 2,326 |  | 7,304 |  | 4,744 |  | 5,641 |
| Other |  | 5,556 |  | 7,719 |  | 5,115 |  | 9,432 |  | 15,996 |
| Total Noninterest Income |  | 71,782 |  | 80,811 |  | 56,800 |  | 59,832 |  | 70,365 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 44,564 |  | 50,973 |  | 46,387 |  | 44,180 |  | 47,028 |
| Net Occupancy |  | 10,144 |  | 10,367 |  | 10,350 |  | 10,008 |  | 10,328 |
| Net Equipment |  | 4,558 |  | 4,393 |  | 4,502 |  | 4,502 |  | 4,316 |
| Professional Fees |  | 1,992 |  | 3,243 |  | 2,642 |  | 4,005 |  | 2,549 |
| FDIC Insurance |  | 3,100 |  | 3,251 |  | 3,290 |  | 8,987 |  | 1,814 |
| Other |  | 17,348 |  | 16,293 |  | 16,816 |  | 17,902 |  | 21,898 |
| Total Noninterest Expense |  | 81,706 |  | 88,520 |  | 83,987 |  | 89,584 |  | 87,933 |
| Income Before Provision for Income Taxes |  | 77,018 |  | 69,024 |  | 54,200 |  | 44,409 |  | 54,607 |
| Provision for Income Taxes |  | 24,282 |  | 28,508 |  | 17,729 |  | 13,403 |  | 18,567 |
| Net Income | \$ | 52,736 | \$ | 40,516 | \$ | 36,471 | \$ | 31,006 | \$ | 36,040 |


| Basic Earnings Per Share | $\$ 1.10$ | $\$ 0.85$ | $\$ 0.76$ | $\$ 0.65$ |
| :--- | :--- | :--- | :--- | :--- |
| Diluted Earnings Per Share | $\$ 1.09$ | $\$ 0.84$ | $\$ 0.76$ | $\$ 0.65$ |

## Balance Sheet Totals



[^6]|  | Two Months Ended | Year Ended |  |
| :---: | :---: | :---: | :---: |
| (\$ in millions; jobs in thousands) | February 28, 2010 | December 31, 2009 | December 31, 2008 |


| Hawaii Economic Trends |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| State General Fund Revenues ${ }^{1}$ | \$ | 772.2 | 19.6 | \% | \$ | 4,018.2 | (12.8) | \% | \$ | 4,608.6 | (1.6) | \% |
| General Excise and Use Tax Revenue ${ }^{1}$ | \$ | 393.7 | 4.5 |  | \$ | 2,296.3 | (10.6) | \% | \$ | 2,567.8 | (2.1) | \% |
| Jobs, seasonally adjusted (except Feb. 2010) ${ }^{2}$ |  | 588.7 | (2.6) |  |  | 586.1 | (3.2) |  |  | 605.6 | (3.5) |  |


|  | February 28, | December 31, | September 30, | June 30, | December 31, |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (annual percentage, except 2009 and 2010) | 2010 | 2009 | 2009 | 2009 | 2008 | 2007 |


| Unemployment ${ }^{3}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Statewide, seasonally adjusted | 6.9 | \% | 6.9 | \% | 7.2 | \% | 7.3 | \% | 4.0 | \% | 2.6 | \% |
| Oahu | 5.6 |  | 5.3 |  | 6.3 |  | 6.8 |  | 3.5 |  | 2.5 |  |
| Island of Hawaii | 9.8 |  | 9.6 |  | 10.8 |  | 11.4 |  | 5.5 |  | 3.3 |  |
| Maui | 8.5 |  | 8.8 |  | 9.7 |  | 10.0 |  | 4.5 |  | 2.8 |  |
| Kauai | 9.1 |  | 8.9 |  | 9.6 |  | 11.0 |  | 4.4 |  | 2.5 |  |


|  | March 31 | December 31, | September 30, | December 31, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (percentage change, except months of inventory) | 2010 | 2009 | 2009 | 2008 | 2007 |


| Housing Trends (Single Family Oahu) ${ }^{4}$ |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Median Home Price | 4.2 | $\%$ | $(7.9)$ | $\%$ | $(8.0)$ | $\%$ |
| Home Sales Volume (units) | 32.1 | $\%$ | $(5.7)$ | $\%$ | $(16.2)$ | $\%$ |
| Months of Inventory | 7.2 | 4.2 | $(24.4)$ | $(10.2)$ | $\%$ |  |


|  |  |  |
| :--- | :---: | :---: |
| (in thousands) | Monthly Visitor Arrivals, | Percentage Change |
| from Previous Month | Seasonally Adjusted |  |

Tourism ${ }^{2}$

| February 28, 2010 | 553.9 | 0.5 \% |
| :---: | :---: | :---: |
| January 31, 2010 | 551.4 | 3.0 |
| December 31, 2009 | 535.2 | 0.5 |
| November 30, 2009 | 532.7 | (0.8) |
| October 31, 2009 | 537.2 | (2.2) |
| September 30, 2009 | 549.1 | 2.8 |
| August 31, 2009 | 534.3 | 3.2 |
| July 31, 2009 | 517.6 | 2.5 |
| June 30, 2009 | 504.8 | (9.0) |
| May 31, 2009 | 554.4 | (0.1) |
| April 30, 2009 | 555.0 | 8.9 |
| March 31, 2009 | 509.5 | (7.3) |
| February 28, 2009 | 549.4 | 1.7 |
| January 31, 2009 | 540.0 | 4.4 |

[^7]
[^0]:    ${ }^{1}$ 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.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing
    ${ }^{3}$ Interest income includes taxable equivalent basis adjustments, based upon a federal statutory tax rate of $35 \%$, of $\$ 239,000, \$ 251,000$, and $\$ 226,000$ for the three months ended March 31,2010 ,
    December 31, 2009, and March 31, 2009, respectively.

[^1]:    ${ }^{1}$ The changes for each category of interest income and expense are allocated between the portion of changes attributable to the variance in volume, rate, and time for that category.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.

[^2]:    ${ }^{1}$ The changes for each category of interest income and expense are allocated between the portion of changes atributable to the variance in volume and rate for that category.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.

[^3]:    ${ }^{1}$ Excluded from non-performing assets are contractually binding non-accrual loans held for sale of $\$ 4.2$ million, $\$ 7.7$ million, and $\$ 5.2$ million as of December 31,2009 , September 30, 2009, and June 30, 2009, respectively
    ${ }^{2}$ Comprised of other revolving credit, installment, and lease financing

[^4]:    ${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.
    ${ }^{2}$ 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.

[^5]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation

[^6]:    ${ }^{1}$ The efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and noninterest income).
    ${ }^{2}$ The net interest margin is defined as net interest income, on a fully-taxable equivalent basis, as a percentage of average earning assets.

[^7]:    ${ }^{1}$ Source: Hawaii Department of Business, Economic Development \& Tourism.
    ${ }^{2}$ Source: University of Hawaii Economic Research Organization.
    ${ }^{3}$ Source: University of Hawaii Economic Research Organization, State of Hawaii Department of Labor and Industrial Relations.
    ${ }^{4}$ Source: Honolulu Board of REALTORS.
    Note: Certain prior period seasonally adjusted information has been revised.

