## UNITED STATES

## SECURITIES AND EXCHANGE COMMISSION

## Washington, D. C. 205

## FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

## Date of Report

July 27, 2020
(Date of earliest event reported)

Delaware<br>(State of Incorporation)<br>130 Merchant Street<br>(Address of principal executive offices)

## BANK OF HAWAII CORP

(Exact name of registrant as specified in its charter)

| 1-6887 <br> (Commission File Number) | 99-0148992 <br> Honolulu <br> (City) <br> (888) 643-3888 | Hawaii <br> (State) |
| :---: | :---: | :---: |
| (Zips Code) |  |  |

Securities registered pursuant to Section 12(b) of the Act:
Title of each class
Common Stock

Trading Symbol
BOH

Name of each exchange on which registered
New York Stock Exchange

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
$\square$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4 (c))
 chapter).

Emerging growth company $\square$
 the Exchange Act. o

## Item 2.02. Results of Operations and Financial Condition

On July 27, 2020, Bank of Hawaii Corporation announced its results of operations for the quarter ended June 30, 2020. The public announcement was made by means of a press release, the text of which is furnished as Exhibit 99.1 hereto and incorporated herein by reference.

Item 9.01. Financial Statements and Exhibits.
(d) Exhibits

Exhibit No.
99.1 July 27, 2020 Press Release: Bank of Hawaii Corporation Second Quarter 2020 Financial Results. Any internet addresses provided in this release are for informational purposes only and are not intended to be hyperlinks. Furnished herewith
99.2 Bank of Hawaii Corporation Second Quarter 2020 Financial Results Supplement

## Signatures

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

Bank of Hawaii Corporation

By:

| /s/ Mark A. Rossi |
| :--- |
| Mark A. Rossi |
| Vice Chairman and Corporate Secretary |

## h Bank of Hawaii

Corporation

## Bank of Hawaii Corporation Second Quarter 2020 Financial Results

- Diluted Earnings Per Share \$0.98
- Net Income \$38.9 Million
- Board of Directors Approves Dividend of \$0.67 Per Share


## FOR IMMEDIATE RELEASE

HONOLULU, HI (July 27, 2020) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of $\$ 0.98$ for the second quarter of 2020 compared with diluted earnings per share
 the first quarter of 2020 and net income of $\$ 56.9$ million in the second quarter of 2019.

Loan and lease balances increased to $\$ 11.8$ billion at June 30, 2020, up 4.0 percent from March 31, 2019 and up 9.7 percent compared with June 30, 2019. Total deposits reached a new record high of $\$ 17.4$ billion at the end of the second quarter of 2020, up 8.5 percent from March 31, 2020 and up 12.5 percent compared with June 30, 2019.
"Bank of Hawaii Corporation continued to perform well in this very challenging environment," said Peter Ho, Chairman, President and CEO. "Our balance sheet continued to grow while maintaining strong
 able to support the needs of our customers and community during this unprecedented period."

The return on average assets for the second quarter of 2020 was 0.82 percent, up from 0.77 percent in the previous quarter and down from 1.31 percent in the same quarter last year. The return on average
 2020 improved to 49.95 percent compared with 55.96 percent in the previous quarter and 54.69 percent in the same quarter last year.

For the six-month period ended June 30, 2020, net income was $\$ 73.7$ million, down from net income of $\$ 115.7$ million during the same period last year. Diluted earnings per share were $\$ 1.85$ for the first half of 2020 compared with diluted earnings per share of $\$ 2.82$ for the first half of 2019.

## Bank of Hawaii Corporation Second Quarter 2020 Financial Results Page 2


 percent compared with 54.95 percent in the same period last year.

## Financial Highlights

Net interest income, on a taxable equivalent basis, for the second quarter of 2020 was $\$ 127.0$ million, an increase of $\$ 0.7$ million compared with $\$ 126.3$ million in the first quarter of 2020 and an increase of

 included in Tables 8a, 8b and 8c.

The net interest margin was 2.83 percent for the second quarter of 2020, down 13 basis points from 2.96 percent in the previous quarter and down 21 basis points from the net interest margin of 3.04 percent
 with the net interest margin of 3.08 percent for the same six-month period last year.

Results for the second quarter of 2020 included a provision for credit losses of $\$ 40.4$ million compared with $\$ 33.6$ million in the previous quarter and $\$ 4.0$ million in the same quarter last year. The provision for credit losses during the first half of 2020 was $\$ 74.0$ million compared with a provision for credit losses of $\$ 7.0$ million during the same period in 2019.

Noninterest income was $\$ 51.3$ million in the second quarter of 2020, an increase of $\$ 5.2$ million compared with $\$ 46.1$ million in the first quarter of 2020 and an increase of $\$ 5.8$ million compared with


 the first half of 2019.

Noninterest expense was $\$ 88.9$ million in the second quarter of 2020, a decrease of $\$ 7.4$ million compared with $\$ 96.3$ million in the first quarter of 2020 and a decrease of $\$ 3.8$ million compared with $\$ 92.7$


 included in Table 9.

The effective tax rate for the second quarter of 2020 was 20.05 percent compared with 17.68 percent in the previous quarter and 21.84 percent in the same quarter last year. The effective tax rate for the first half of 2020 was 18.95 percent compared with an effective tax rate of 20.35 percent during the same period last year.

## Bank of Hawaii Corporation First Quarter 2020 Financial Results Page 3

The Company's business segments are defined as Consumer Banking, Commercial Banking, and Treasury \& Other. Results for the business segments are determined based on the Company's internal

 financial information is included in Tables 13a and 13b.

## Asset Quality

The Company's asset quality remained relatively stable during the second quarter of 2020. Total non-performing assets were $\$ 22.7$ million at June 30 , 2020 compared with $\$ 20.6$ million at March 31 , 2020
 percent at the end of the first quarter of 2020 and 0.20 percent at the end of the second quarter last year.

Accruing loans and leases past due 90 days or more were $\$ 8.9$ million at June 30, 2020 compared with $\$ 8.5$ million at March 31 , 2020 and $\$ 6.4$ million at June 30 , 2019. Restructured loans not included in
 performing assets and accruing loans and leases past due 90 days or more is presented in Table 11.

Net loan and lease charge-offs during the second quarter of 2020 were $\$ 5.1$ million or 0.18 percent annualized of total average loans and leases outstanding. Loan and lease charge-offs of $\$ 8.3$ million


 compared with net charge-offs of $\$ 6.0$ million or 0.12 percent annualized of total average loans and leases outstanding for the first half of 2019.

The allowance for credit losses was $\$ 173.4$ million at June 30, 2020 compared with $\$ 138.2$ million at March 31, 2020 and $\$ 107.7$ million at June 30 , 2019 . The ratio of the allowance for credit losses to total



## Other Financial Highlights

Total assets increased to $\$ 19.8$ billion at June 30, 2020 compared with $\$ 18.5$ billion at March 31, 2020 and $\$ 17.7$ billion at June 30, 2019. Average total assets were $\$ 19.2$ billion during the second quarter of 2020 compared with $\$ 18.2$ billion during the previous quarter and $\$ 17.5$ billion during the second quarter last year.

## Bank of Hawaii Corporation First Quarter 2020 Financial Results Page

The investment securities portfolio was $\$ 6.0$ billion at June 30, 2020, up from $\$ 5.7$ billion at March 31, 2020 and $\$ 5.6$ billion at June 30 , 2019. The portfolio remains largely comprised of securities issued
 to maturity and $\$ 2.7$ billion in securities available for sale compared with $\$ 3.0$ billion in securities held to maturity and $\$ 2.6$ billion in securities available for sale at June 30 , 2019

Total loans and leases were $\$ 11.8$ billion at June 30, 2020, up from $\$ 11.4$ billion at March 31, 2020 and $\$ 10.8$ billion at June 30, 2019. Average total loans and leases increased to $\$ 11.7$ billion during the


 at June 30, 2019. Loan and lease portfolio balances are summarized in Table 10.

Total deposits were $\$ 17.4$ billion at June 30, 2020, up from $\$ 16.1$ billion at March 31, 2020 and $\$ 15.5$ billion at June 30, 2019. Average total deposits were $\$ 16.7$ billion during the second quarter of 2020 ,



 10.

Total shareholders' equity increased to $\$ 1.4$ billion at June 30, 2020 compared with $\$ 1.3$ billion at March 31, 2020 and June 30, 2019. There were no shares repurchased during the second quarter of 2020.
 compared with 7.12 percent at March 31, 2020 and 7.36 percent at June 30, 2019.

The Company's Board of Directors declared a quarterly cash dividend of $\$ 0.67$ per share on the Company's outstanding shares. The dividend will be payable on September 15 , 2020 to shareholders of record at the close of business on August 31, 2020.

## Conference Call Information

The Company will review its second quarter 2020 financial results today at 2:00 p.m. Eastern Time (8:00 a.m. Hawaii Time). The conference call including presentation materials will be accessible via


 Company's website, www.boh.com.

## Bank of Hawaii Corporation First Quarter 2020 Financial Results Page 5

## 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

 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 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 website, www.boh.com.

${ }^{1}$ Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and total noninterest income).
${ }^{2}$ Net interest margin is defined as net interest income, on a taxable-equivalent basis, as a percentage of average earning assets.
Regulatory capital ratios as of June 30,2020 are preliminary. CET 1 / Tier 1 Capital Ratios revised from $11.85 \%$, Total Capital Ratio revised from $13.10 \%$, and Tier 1 Leverage Ratio revised from $7.14 \%$ as of March 31,2020 ,
${ }^{5}$ 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."

| (dollars in thousands) |  | June 30,2020 |  | March 31, <br> 2020 |  | December 31, 2019 |  | $\begin{array}{r} \text { June 30, } \\ 2019 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Shareholders' Equity | \$ | 1,352,082 | \$ | 1,327,929 | \$ | 1,286,832 | \$ | 1,285,948 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |  | 31,517 |
| Tangible Common Equity | \$ | 1,320,565 | \$ | 1,296,412 | \$ | 1,255,315 | \$ | 1,254,431 |
| Total Assets | \$ | 19,769,942 | \$ | 18,542,233 | \$ | 18,095,496 | \$ | 17,688,845 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |  | 31,517 |
| Tangible Assets | \$ | 19,738,425 | \$ | 18,510,716 | \$ | 18,063,979 | \$ | 17,657,328 |
| Risk-Weighted Assets, determined in accordance |  |  |  |  |  |  |  |  |
| with prescribed regulatory requirements | \$ | 10,941,894 | \$ | 10,944,260 | \$ | 10,589,061 | \$ | 10,309,085 |
| Total Shareholders' Equity to Total Assets |  | 6.84 \% |  | 7.16 \% |  | 7.11 \% |  | 7.27 \% |
| Tangible Common Equity to Tangible Assets (Non-GAAP) |  | 6.69 \% |  | 7.00 \% |  | 6.95 \% |  | 7.10 \% |
| Tier 1 Capital Ratio |  | 12.04 \% |  | 11.81 \% |  | 12.18 \% |  | 12.46 \% |
| Tangible Common Equity to Risk-Weighted Assets (Non-GAAP) |  | 12.07 \% |  | 11.85 \% |  | 11.85 \% |  | 12.17 \% |

Note: Risk-Weighted Assets and Regulatory capital ratios as of June 30,2020 are preliminary. Risk-Weighted Assets revised from $\$ 10,941,909$ and Tier 1 Capital Ratio revised
from $11.85 \%$ as of March $31,2020$.

| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  | Six Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, <br> 2020 |  | $\begin{gathered} \hline \text { March 31, } \\ 2020 \\ \hline \end{gathered}$ |  | June 30, <br> 2019 |  | June 30, |  |  |  |  |
| Interest Income |  |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 107,628 | \$ | 108,210 | \$ | 110,401 | \$ |  | 215,838 | \$ | 218,912 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 14,576 |  | 16,711 |  | 15,072 |  |  | 31,287 |  | 28,504 |
| Held-to-Maturity |  | 16,723 |  | 19,252 |  | 22,149 |  |  | 35,975 |  | 44,070 |
| Deposits |  | 1 |  | 9 |  | 9 |  |  | 10 |  | 24 |
| Funds Sold |  | 92 |  | 546 |  | 730 |  |  | 638 |  | 2,174 |
| Other |  | 125 |  | 218 |  | 210 |  |  | 343 |  | 529 |
| Total Interest Income |  | 139,145 |  | 144,946 |  | 148,571 |  |  | 284,091 |  | 294,213 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 7,954 |  | 14,260 |  | 18,628 |  |  | 22,214 |  | 33,912 |
| Securities Sold Under Agreements to Repurchase |  | 4,020 |  | 4,025 |  | 4,623 |  |  | 8,045 |  | 9,194 |
| Funds Purchased |  | 18 |  | 72 |  | 512 |  |  | 90 |  | 669 |
| Short-Term Borrowings |  | 22 |  | 39 |  | 1 |  |  | 61 |  | 37 |
| Other Debt |  | 440 |  | 584 |  | 710 |  |  | 1,024 |  | 1,467 |
| Total Interest Expense |  | 12,454 |  | 18,980 |  | 24,474 |  |  | 31,434 |  | 45,279 |
| Net Interest Income |  | 126,691 |  | 125,966 |  | 124,097 |  |  | 252,657 |  | 248,934 |
| Provision for Credit Losses |  | 40,400 |  | 33,600 |  | 4,000 |  |  | 74,000 |  | 7,000 |
| Net Interest Income After Provision for Credit Losses |  | 86,291 |  | 92,366 |  | 120,097 |  |  | 178,657 |  | 241,934 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 10,550 |  | 10,915 |  | 11,385 |  |  | 21,465 |  | 22,146 |
| Mortgage Banking |  | 4,278 |  | 2,695 |  | 3,336 |  |  | 6,973 |  | 5,623 |
| Service Charges on Deposit Accounts |  | 5,097 |  | 7,451 |  | 7,283 |  |  | 12,548 |  | 14,647 |
| Fees, Exchange, and Other Service Charges |  | 9,417 |  | 13,200 |  | 14,252 |  |  | 22,617 |  | 28,460 |
| Investment Securities Gains (Losses), Net |  | 13,216 |  | (970) |  | (776) |  |  | 12,246 |  | $(1,611)$ |
| Annuity and Insurance |  | 883 |  | 928 |  | 1,806 |  |  | 1,811 |  | 4,384 |
| Bank-Owned Life Insurance |  | 1,649 |  | 1,580 |  | 1,779 |  |  | 3,229 |  | 3,489 |
| Other |  | 6,178 |  | 10,350 |  | 6,385 |  |  | 16,528 |  | 11,991 |
| Total Noninterest Income |  | 51,268 |  | 46,149 |  | 45,450 |  |  | 97,417 |  | 89,129 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 50,715 |  | 54,463 |  | 53,511 |  |  | 105,178 |  | 110,097 |
| Net Occupancy |  | 8,761 |  | 8,955 |  | 8,579 |  |  | 17,716 |  | 16,173 |
| Net Equipment |  | 8,195 |  | 8,456 |  | 6,895 |  |  | 16,651 |  | 13,728 |
| Data Processing |  | 4,416 |  | 4,788 |  | 4,727 |  |  | 9,204 |  | 9,253 |
| Professional Fees |  | 3,061 |  | 3,208 |  | 2,177 |  |  | 6,269 |  | 4,630 |
| FDIC Insurance |  | 1,558 |  | 1,456 |  | 1,290 |  |  | 3,014 |  | 2,559 |
| Other |  | 12,186 |  | 14,986 |  | 15,546 |  |  | 27,172 |  | 29,342 |
| Total Noninterest Expense |  | 88,892 |  | 96,312 |  | 92,725 |  |  | 185,204 |  | 185,782 |
| Income Before Provision for Income Taxes |  | 48,667 |  | 42,203 |  | 72,822 |  |  | 90,870 |  | 145,281 |
| Provision for Income Taxes |  | 9,759 |  | 7,461 |  | 15,903 |  |  | 17,220 |  | 29,563 |
| Net Income | \$ | 38,908 | \$ | 34,742 | \$ | 56,919 | \$ |  | 73,650 | \$ | 115,718 |
| Basic Earnings Per Share | \$ | 0.98 | \$ | 0.88 | \$ | 1.40 | \$ |  | 1.86 | \$ | 2.84 |
| Diluted Earnings Per Share | \$ | 0.98 | \$ | 0.87 | \$ | 1.40 | \$ |  | 1.85 | \$ | 2.82 |
| Dividends Declared Per Share | \$ | 0.67 | \$ | 0.67 | \$ | 0.65 | \$ |  | 1.34 | \$ | 1.27 |
| Basic Weighted Average Shares |  | 39,703,735 |  | 39,681,611 |  | 40,541,594 |  |  | 39,692,695 |  | 40,738,772 |
| Diluted Weighted Average Shares |  | 39,832,475 |  | 39,916,986 |  | 40,769,767 |  |  | 39,873,334 |  | 40,988,001 |



| (dollars in thousands) | $\begin{array}{r} \text { June 30, } \\ 2020 \end{array}$ |  |  |  | March 31, <br> 2020 |  | December 31, 2019 |  | June 30, 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | s | 2,310 |  | \$ | 6,346 | s | 4,979 | \$ | 3,859 |
| Funds Sold |  | 800,857 |  |  | 96,898 |  | 254,574 |  | 204,340 |
| Investment Securities |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 2,726,478 |  |  | 2,681,049 |  | 2,619,003 |  | 2,649,949 |
| Held-to-Maturity (Fair Value of \$3,374,294; \$3,104,020; \$3,062,882; and \$2,973,229) |  | 3,276,829 |  |  | 3,004,139 |  | 3,042,294 |  | 2,959,611 |
| Loans Held for Sale |  | 20,711 |  |  | 20,789 |  | 39,062 |  | 22,706 |
| Loans and Leases |  | 11,805,370 |  |  | 11,352,780 |  | 10,990,892 |  | 10,759,129 |
| Allowance for Loan and Lease Losses |  | (173,439) |  |  | $(138,150)$ |  | $(110,027)$ |  | $(107,672)$ |
| Net Loans and Leases |  | 11,631,931 |  |  | 11,214,630 |  | 10,880,865 |  | 10,651,457 |
| Total Earning Assets |  | 18,459,116 |  |  | 17,023,851 |  | 16,840,777 |  | 16,491,922 |
| Cash and Due from Banks |  | 242,423 |  |  | 453,465 |  | 299,105 |  | 282,164 |
| Premises and Equipment, Net |  | 198,582 |  |  | 196,228 |  | 188,388 |  | 169,671 |
| Operating Lease Right-of-Use Assets |  | 97,166 |  |  | 98,695 |  | 100,838 |  | 103,336 |
| Accrued Interest Receivable |  | 50,645 |  |  | 46,996 |  | 46,476 |  | 49,726 |
| Foreclosed Real Estate |  | 2,506 |  |  | 2,506 |  | 2,737 |  | 2,737 |
| Mortgage Servicing Rights |  | 22,904 |  |  | 22,537 |  | 25,022 |  | 24,233 |
| Goodwill |  | 31,517 |  |  | 31,517 |  | 31,517 |  | 31,517 |
| Bank-Owned Life Insurance |  | 291,185 |  |  | 289,536 |  | 287,962 |  | 285,295 |
| Other Assets |  | 373,898 |  |  | 376,902 |  | 272,674 |  | 248,244 |
| Total Assets | s | 19,769,942 |  | \$ | 18,542,233 | s | 18,095,496 | \$ | 17,688,845 |
|  |  |  |  |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |  |
| Noninterest-Bearing Demand | s | 5,485,015 |  | \$ | 4,378,918 | s | 4,489,525 | \$ | 4,528,251 |
| Interest-Bearing Demand |  | 3,437,654 |  |  | 3,261,101 |  | 3,127,205 |  | 3,033,066 |
| Savings |  | 6,821,710 |  |  | 6,670,530 |  | 6,365,321 |  | 6,004,528 |
| Time |  | 1,678,776 |  |  | 1,744,812 |  | 1,802,431 |  | 1,922,976 |
| Total Deposits |  | 17,423,155 |  |  | 16,055,361 |  | 15,784,482 |  | 15,488,821 |
| Funds Purchased |  | - |  |  | 75,000 |  | - |  | - |
| Short-Term Borrowings |  | - |  |  | 75,000 |  | - |  | - |
| Securities Sold Under Agreements to Repurchase |  | 603,206 |  |  | 603,206 |  | 604,306 |  | 504,299 |
| Other Debt |  | 60,524 |  |  | 60,545 |  | 85,565 |  | 110,605 |
| Operating Lease Liabilities |  | 104,741 |  |  | 106,180 |  | 108,210 |  | 110,483 |
| Retirement Benefits Payable |  | 43,833 |  |  | 44,124 |  | 44,504 |  | 40,047 |
| Accrued Interest Payable |  | 7,775 |  |  | 7,932 |  | 8,040 |  | 9,454 |
| Taxes Payable and Deferred Taxes |  | 38,297 |  |  | 32,793 |  | 16,085 |  | 21,337 |
| Other Liabilities |  | 136,329 |  |  | 154,163 |  | 157,472 |  | 117,851 |
| Total Liabilities |  | 18,417,860 |  |  | 17,214,304 |  | 16,808,664 |  | 16,402,897 |
| Shareholders' Equity |  |  |  |  |  |  |  |  |  |
| Common Stock ( $\$ .01$ par value; authorized $500,000,000$ shares; |  |  |  |  |  |  |  |  |  |
| issued / outstanding: June 30, $2020-58,263,452$ / 40,047,694; |  |  |  |  |  |  |  |  |  |
| March 31, $2020-58,251,725 / 39,996,510$; December 31, $2019-58,166,910 / 40,039,695$; |  |  |  |  |  |  |  |  |  |
| and June $30,2019-58,175,367 / 40,687,719)$ |  | 580 |  |  | 579 |  | 579 |  | 579 |
| Capital Surplus |  | 586,946 |  |  | 584,392 |  | 582,566 |  | 577,346 |
| Accumulated Other Comprehensive Gain (Loss) |  | 18,925 |  |  | 10,821 |  | $(31,112)$ |  | $(27,424)$ |
| Retained Earnings |  | 1,786,351 |  |  | 1,773,607 |  | 1,761,415 |  | 1,704,993 |
| Treasury Stock, at Cost (Shares: June 30, 2020-18,215,758; March 31, 2020-18,255,215; |  |  |  |  |  |  |  |  |  |
| December 31, 2019-18,127,215; and June 30, 2019-17,487,648) |  | $(1,040,720)$ |  |  | $(1,041,470)$ |  | $(1,026,616)$ |  | (969,546) |
| Total Shareholders' Equity |  | 1,352,082 |  |  | 1,327,929 |  | 1,286,832 |  | 1,285,948 |
| Total Liabilities and Shareholders' Equity | s | 19,769,942 |  | \$ | 18,542,233 |  | 18,095,496 | \$ | 17,688,845 |


| (dollars in thousands) | Common Shares <br> Outstanding |  | CommonStock |  | Capital <br> Surplus |  | Accum. <br> Other Comprehensive Income (Loss) |  | Retained <br> Earnings |  | TreasuryStock |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance as of December 31, 2019 | 40,039,695 | \$ | 579 | \$ | 582,566 | \$ | $(31,112)$ | \$ | 1,761,415 | \$ | $(1,026,616)$ |  | 1,286,832 |
| Net Income | - |  | - |  | - |  | - |  | 73,650 |  | - |  | 73,650 |
| Other Comprehensive Income | - |  | - |  | - |  | 50,037 |  | - |  | - |  | 50,037 |
| Cumulative Change in Accounting Principle | - |  | - |  | - |  | - |  | 3,632 |  | - |  | 3,632 |
| Share-Based Compensation | - |  | - |  | 3,704 |  | - |  | - |  | - |  | 3,704 |
| Common Stock Issued under Purchase and Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Plans | 195,351 |  | 1 |  | 676 |  | - |  | 1,333 |  | 3,041 |  | 5,051 |
| Common Stock Repurchased | $(187,352)$ |  | - |  | - |  | - |  | - |  | $(17,145)$ |  | $(17,145)$ |
| Cash Dividends Declared (\$1.34 per share) | - |  | - |  | - |  | - |  | $(53,679)$ |  | - |  | (53,679) |
| Balance as of June 30, 2020 | 40,047,694 | \$ | 580 | \$ | 586,946 | \$ | 18,925 | \$ | 1,786,351 | \$ | $(1,040,720)$ |  | 1,352,082 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance as of December 31, 2018 | 41,499,898 |  | 577 |  | 571,704 |  | $(51,043)$ |  | 1,641,314 |  | $(894,352)$ |  | 1,268,200 |
| Net Income | - |  | - |  | - |  | - |  | 115,718 |  | - |  | 115,718 |
| Other Comprehensive Income | - |  | - |  | - |  | 23,619 |  | - |  | - |  | 23,619 |
| Share-Based Compensation | - |  | - |  | 4,438 |  | - |  | - |  | - |  | 4,438 |
| Common Stock Issued under Purchase and Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Plans | 174,709 |  | 2 |  | 1,204 |  | - |  | 162 |  | 2,981 |  | 4,349 |
| Common Stock Repurchased | $(986,888)$ |  | - |  | - |  | - |  | - |  | $(78,175)$ |  | $(78,175)$ |
| Cash Dividends Declared (\$1.27 per share) | - |  | - |  | - |  | - |  | $(52,201)$ |  | - |  | $(52,201)$ |
| Balance as of June 30, 2019 | 40,687,719 | \$ | 579 | \$ | 577,346 | \$ | $(27,424)$ | \$ | 1,704,993 | \$ | $(969,546)$ |  | 1,285,948 |


| Average Balances and Intere |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | ble 7a |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Ju | $\overline{\text { Ended }}$ <br> 20 |  |  |  |  | aree | Ended $2020$ |  |  |  |  | Ju | Ended <br> 19 |  |
| (dollars in millions) |  | Average Balance |  | Income/ <br> Expense | Yield Rate |  |  | Average Balance |  | Income/ Expense | Yield Rate |  |  | Average Balance |  | Income/ Expense | Yield $/$ <br> Rate |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ | 2.6 | \$ | - | 0.18 | \% | \$ | 1.4 | \$ | - | 2.36 | \% | \$ | 2.9 | \$ | - | 1.25 |
| Funds Sold |  | 545.9 |  | 0.1 | 0.07 |  |  | 152.8 |  | 0.6 | 1.41 |  |  | 123.6 |  | 0.8 | 2.34 |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 2,614.1 |  | 14.3 | 2.19 |  |  | 2,702.4 |  | 16.4 | 2.43 |  |  | 2,004.3 |  | 14.3 | 2.87 |
| Non-Taxable |  | 32.2 |  | 0.4 | 4.45 |  |  | 32.4 |  | 0.4 | 4.40 |  |  | 86.8 |  | 0.9 | 4.15 |
| Held-to-Maturity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 2,957.6 |  | 16.4 | 2.22 |  |  | 3,036.2 |  | 18.9 | 2.50 |  |  | 3,358.0 |  | 21.0 | 2.50 |
| Non-Taxable |  | 54.4 |  | 0.4 | 2.66 |  |  | 54.7 |  | 0.4 | 2.67 |  |  | 193.0 |  | 1.5 | 3.08 |
| Total Investment Securities |  | 5,658.3 |  | 31.5 | 2.22 |  |  | 5,825.7 |  | 36.1 | 2.48 |  |  | 5,642.1 |  | 37.7 | 2.68 |
| Loans Held for Sale |  | 23.4 |  | 0.2 | 3.24 |  |  | 23.2 |  | 0.2 | 3.54 |  |  | 18.7 |  | 0.2 | 4.05 |
| Loans and Leases ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 1,963.8 |  | 17.9 | 3.67 |  |  | 1,409.3 |  | 13.2 | 3.77 |  |  | 1,385.7 |  | 14.9 | 4.31 |
| Commercial Mortgage |  | 2,622.9 |  | 22.3 | 3.42 |  |  | 2,549.4 |  | 25.1 | 3.96 |  |  | 2,386.3 |  | 25.9 | 4.35 |
| Construction |  | 255.8 |  | 2.5 | 3.93 |  |  | 213.2 |  | 2.5 | 4.65 |  |  | 125.3 |  | 1.7 | 5.51 |
| Commercial Lease Financing |  | 110.9 |  | 0.5 | 1.88 |  |  | 111.4 |  | 0.5 | 1.95 |  |  | 159.9 |  | 1.0 | 2.49 |
| Residential Mortgage |  | 3,939.6 |  | 36.0 | 3.65 |  |  | 3,895.4 |  | 36.9 | 3.79 |  |  | 3,730.4 |  | 36.0 | 3.87 |
| Home Equity |  | 1,665.2 |  | 14.3 | 3.45 |  |  | 1,680.2 |  | 15.2 | 3.64 |  |  | 1,694.9 |  | 16.2 | 3.83 |
| Automobile |  | 701.2 |  | 6.2 | 3.55 |  |  | 721.0 |  | 6.4 | 3.56 |  |  | 688.5 |  | 6.2 | 3.62 |
| Other ${ }^{2}$ |  | 468.2 |  | 7.9 | 6.77 |  |  | 480.8 |  | 8.4 | 7.06 |  |  | 460.6 |  | 8.4 | 7.33 |
| Total Loans and Leases |  | 11,727.6 |  | 107.6 | 3.68 |  |  | 11,060.7 |  | 108.2 | 3.93 |  |  | 10,631.6 |  | 110.3 | 4.16 |
| Other |  | 34.0 |  | 0.1 | 1.47 |  |  | 34.3 |  | 0.2 | 2.54 |  |  | 35.0 |  | 0.2 | 2.40 |
| Total Earning Assets ${ }^{3}$ |  | 17,991.8 |  | 139.5 | 3.11 |  |  | 17,098.1 |  | 145.3 | 3.41 |  |  | 16,453.9 |  | 149.2 | 3.63 |
| Cash and Due from Banks |  | 302.4 |  |  |  |  |  | 278.8 |  |  |  |  |  | 241.6 |  |  |  |
| Other Assets |  | 895.4 |  |  |  |  |  | 845.7 |  |  |  |  |  | 785.2 |  |  |  |
| Total Assets | \$ | 19,189.6 |  |  |  |  | \$ | 18,222.6 |  |  |  |  | s | 17,480.7 |  |  |  |

## Interest-Bearing Liabilities

| Demand | \$ | 3,226.6 |  | 0.6 | 0.07 |  | \$ | 3,110.0 |  | 1.0 | 0.12 |  | s | 2,902.5 |  | 1.4 | 0.19 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings |  | 6,691.4 |  | 2.2 | 0.13 |  |  | 6,502.4 |  | 7.1 | 0.44 |  |  | 6,002.0 |  | 8.9 | 0.60 |  |
| Time |  | 1,826.8 |  | 5.2 | 1.13 |  |  | 1,743.0 |  | 6.2 | 1.43 |  |  | 1,866.6 |  | 8.3 | 1.79 |  |
| Total Interest-Bearing Deposits |  | 11,744.8 |  | 8.0 | 0.27 |  |  | 11,355.4 |  | 14.3 | 0.51 |  |  | 10,771.1 |  | 18.6 | 0.69 |  |
| Short-Term Borrowings |  | 57.6 |  | - | 0.28 |  |  | 57.8 |  | ${ }^{0.1}$ | 0.76 |  |  | 82.3 |  | 0.5 | 2.46 |  |
| Securities Sold Under Agreements to Repurchase |  | 602.9 |  | 4.0 | 2.64 |  |  | 604.1 |  | 4.0 | 2.64 |  |  | 504.3 |  | 4.7 | 3.63 |  |
| Other Debt |  | 60.5 |  | 0.5 | 2.91 |  |  | 66.9 |  | 0.6 | 3.51 |  |  | 110.6 |  | 0.7 | 2.57 |  |
| Total Interest-Bearing Liabilities |  | 12,465.8 |  | 12.5 | 0.40 |  |  | 12,084.2 |  | 19.0 | 0.63 |  |  | 11,468.3 |  | 24.5 | 0.85 |  |
| Net Interest Income |  |  | \$ | 127.0 |  |  |  |  | s | 126.3 |  |  |  |  | \$ | 124.7 |  |  |
| Interest Rate Spread |  |  |  |  | 2.71 | \% |  |  |  |  | 2.78 | \% |  |  |  |  | 2.78 | \% |
| Net Interest Margin |  |  |  |  | 2.83 | \% |  |  |  |  | 2.96 | \% |  |  |  |  | 3.04 | \% |
| Noninterest-Bearing Demand Deposits |  | 4,934.7 |  |  |  |  |  | 4,462.3 |  |  |  |  |  | 4,391.7 |  |  |  |  |
| Other Liabilities |  | 437.8 |  |  |  |  |  | 362.3 |  |  |  |  |  | 350.5 |  |  |  |  |
| Shareholders' Equity |  | 1,351.3 |  |  |  |  |  | 1,313.8 |  |  |  |  |  | 1,270.2 |  |  |  |  |
| Total Liabilities and Shareholders' Equity | \$ | 19,189.6 |  |  |  |  | \$ | 18,222.6 |  |  |  |  | s | 17,480.7 |  |  |  |  |

${ }^{4}$ 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 stat
$\%$ of $\$ 358,000, \$ 357,000$, and $\$ 601,000$
For the three months ended June 30,2020 , March 31,2020 , and June 30,2019 , respectively.

| Average Balances and Interest Rates - Taxable-Equivalent Basis |  |  |  |  |  |  |  |  |  |  | Table 7b |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | Six Months Ended June 30, 2020 |  |  |  |  |  | Six Months Ended June 30, 2019 |  |  |  |  |  |
|  | Average |  |  | Income/ | Yield/ |  | Average |  |  | Income/ | Yield/ |  |
|  | Balance |  |  | Expense | Rate |  | Balance |  |  | Expense | Rate |  |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | s | 2.0 | \$ | - | 0.96 | \% | \$ | 2.9 | \$ | - | 1.65 | \% |
| Funds Sold |  | 349.3 |  | 0.6 | 0.36 |  |  | 182.3 |  | 2.2 | 2.37 |  |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 2,658.3 |  | 30.8 | 2.31 |  |  | 1,801.2 |  | 25.9 | 2.88 |  |
| Non-Taxable |  | 32.3 |  | 0.7 | 4.43 |  |  | 182.5 |  | 3.3 | 3.63 |  |
| Held-to-Maturity |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 2,996.9 |  | 35.4 | 2.36 |  |  | 3,365.7 |  | 41.5 | 2.46 |  |
| Non-Taxable |  | 54.5 |  | 0.7 | 2.67 |  |  | 213.4 |  | 3.3 | 3.12 |  |
| Total Investment Securities |  | 5,742.0 |  | 67.6 | 2.35 |  |  | 5,562.8 |  | 74.0 | 2.66 |  |
| Loans Held for Sale |  | 23.3 |  | 0.4 | 3.39 |  |  | 15.6 |  | 0.3 | 4.16 |  |
| Loans and Leases $1 \times 2$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 1,686.5 |  | 31.1 | 3.71 |  |  | 1,371.8 |  | 30.2 | 4.43 |  |
| Commercial Mortgage |  | 2,586.2 |  | 47.4 | 3.69 |  |  | 2,348.6 |  | 50.7 | 4.36 |  |
| Construction |  | 234.6 |  | 5.0 | 4.26 |  |  | 137.8 |  | 3.6 | 5.27 |  |
| Commercial Lease Financing |  | 111.1 |  | 1.1 | 1.91 |  |  | 160.4 |  | 1.9 | 2.38 |  |
| Residential Mortgage |  | 3,917.5 |  | 72.9 | 3.72 |  |  | 3,705.4 |  | 71.5 | 3.86 |  |
| Home Equity |  | 1,672.7 |  | 29.5 | 3.55 |  |  | 1,692.5 |  | 32.3 | 3.85 |  |
| Automobile |  | 711.1 |  | 12.6 | 3.56 |  |  | 678.4 |  | 12.3 | 3.64 |  |
| Other ${ }^{2}$ |  | 474.5 |  | 16.3 | 6.92 |  |  | 455.0 |  | 16.3 | 7.23 |  |
| Total Loans and Leases |  | 11,394.2 |  | 215.9 | 3.80 |  |  | 10,549.9 |  | 218.8 | 4.17 |  |
| Other |  | 34.2 |  | 0.3 | 2.01 |  |  | 35.2 |  | 0.5 | 3.00 |  |
| Total Earning Assets ${ }^{3}$ |  | 17,545.0 |  | 284.8 | 3.26 |  |  | 16,348.7 |  | 295.8 | 3.63 |  |
| Cash and Due from Banks |  | 290.6 |  |  |  |  |  | 241.2 |  |  |  |  |
| Other Assets |  | 870.5 |  |  |  |  |  | 769.1 |  |  |  |  |
| Total Assets | s | 18,706.1 |  |  |  |  | \$ | 17,359.0 |  |  |  |  |
| Interest-Bearing Liabilities |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |  |  |  |  |  |  |
| Demand | s | 3,168.3 |  | 1.5 | 0.10 |  | \$ | 2,921.1 |  | 2.8 | 0.20 |  |
| Savings |  | 6,596.9 |  | 9.3 | 0.28 |  |  | 5,882.1 |  | 15.7 | 0.54 |  |
| Time |  | 1,784.9 |  | 11.4 | 1.28 |  |  | 1,785.4 |  | 15.4 | 1.74 |  |
| Total Interest-Bearing Deposits |  | 11,550.1 |  | 22.2 | 0.39 |  |  | 10,588.6 |  | 33.9 | 0.65 |  |
| Short-Term Borrowings |  | 57.7 |  | 0.2 | 0.52 |  |  | 56.8 |  | 0.7 | 2.47 |  |
| Securities Sold Under Agreements to Repurchase |  | 603.5 |  | 8.0 | 2.64 |  |  | 504.3 |  | 9.2 | 3.63 |  |
| Other Debt |  | 63.7 |  | 1.0 | 3.23 |  |  | 115.3 |  | 1.5 | 2.56 |  |
| Total Interest-Bearing Liabilities |  | 12,275.0 |  | 31.4 | 0.51 |  |  | 11,265.0 |  | 45.3 | 0.81 |  |
| Net Interest Income |  |  | \$ | 253.4 |  |  |  |  | s | 250.5 |  |  |
| Interest Rate Spread |  |  |  |  | 2.75 | \% |  |  |  |  | 2.82 | \% |
| Net Interest Margin |  |  |  |  | 2.90 | \% |  |  |  |  | 3.08 | \% |
| Noninterest-Bearing Demand Deposits |  | 4,698.5 |  |  |  |  |  | 4,479.0 |  |  |  |  |
| Other Liabilities |  | 400.0 |  |  |  |  |  | 346.2 |  |  |  |  |
| Shareholders' Equity |  | 1,332.6 |  |  |  |  |  | 1,268.8 |  |  |  |  |
| Total Liabilities and Shareholders' Equity | s | 18,706. 1 |  |  |  |  | \$ | 17,359.0 |  |  |  |  |

[^0]Interest income includes taxable-equivalent basis adjustments, based upon a federal statutrory tax rate of $21 \%$, of $\$ 715,000$ and $\$ 1,582,000$
for the six months ended June 30,2020 and June 30,2019 , respectively.

| Analysis of Change in Net Interest Income - Taxable-Equivalent Basis |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  |  |  |

${ }^{\text {I }}$ '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

|  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | Three Months Ended June 30, 2020 Compared to June 30, 2019 |  |  |  |  |  |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | 0.6 | \$ | (1.3) | \$ | (0.7) |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |
| Taxable |  | 3.8 |  | (3.8) |  | - |
| Non-Taxable |  | (0.6) |  | 0.1 |  | (0.5) |
| Held-to-Maturity |  |  |  |  |  |  |
| Taxable |  | (2.4) |  | (2.2) |  | (4.6) |
| Non-Taxable |  | (0.9) |  | (0.2) |  | (1.1) |
| Total Investment Securities |  | (0.1) |  | (6.1) |  | (6.2) |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | 5.5 |  | (2.5) |  | 3.0 |
| Commercial Mortgage |  | 2.3 |  | (5.9) |  | (3.6) |
| Construction |  | 1.4 |  | (0.6) |  | 0.8 |
| Commercial Lease Financing |  | (0.3) |  | (0.2) |  | (0.5) |
| Residential Mortgage |  | 2.0 |  | (2.0) |  | - |
| Home Equity |  | (0.3) |  | (1.6) |  | (1.9) |
| Automobile |  | 0.1 |  | (0.1) |  | - |
| Other ${ }^{2}$ |  | 0.1 |  | (0.6) |  | (0.5) |
| Total Loans and Leases |  | 10.8 |  | (13.5) |  | (2.7) |
| Other |  | - |  | (0.1) |  | (0.1) |
| Total Change in Interest Income |  | 11.3 |  | (21.0) |  | (9.7) |
|  |  |  |  |  |  |  |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Demand |  | 0.1 |  | (0.9) |  | (0.8) |
| Savings |  | 0.9 |  | (7.6) |  | (6.7) |
| Time |  | (0.1) |  | (3.0) |  | (3.1) |
| Total Interest-Bearing Deposits |  | 0.9 |  | (11.5) |  | (10.6) |
| Short-Term Borrowings |  | (0.1) |  | (0.4) |  | (0.5) |
| Securities Sold Under Agreements to Repurchase |  | 0.8 |  | (1.5) |  | (0.7) |
| Other Debt |  | (0.4) |  | 0.2 |  | (0.2) |
| Total Change in Interest Expense |  | 1.2 |  | (13.2) |  | (12.0) |
|  |  |  |  |  |  |  |
| Change in Net Interest Income | \$ | 10.1 | \$ | (7.8) | \$ | 2.3 |

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

|  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | Six Months Ended June 30, 2020 <br> Compared to June 30, 2019 |  |  |  |  |  |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | 1.1 | \$ | (2.7) | \$ | (1.6) |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |
| Taxable |  | 10.7 |  | (5.8) |  | 4.9 |
| Non-Taxable |  | (3.2) |  | 0.6 |  | (2.6) |
| Held-to-Maturity |  |  |  |  |  |  |
| Taxable |  | (4.4) |  | (1.7) |  | (6.1) |
| Non-Taxable |  | (2.2) |  | (0.4) |  | (2.6) |
| Total Investment Securities |  | 0.9 |  | (7.3) |  | (6.4) |
| Loans Held for Sale |  | 0.1 |  | - |  | 0.1 |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | 6.3 |  | (5.4) |  | 0.9 |
| Commercial Mortgage |  | 4.9 |  | (8.2) |  | (3.3) |
| Construction |  | 2.2 |  | (0.8) |  | 1.4 |
| Commercial Lease Financing |  | (0.5) |  | (0.3) |  | (0.8) |
| Residential Mortgage |  | 4.0 |  | (2.6) |  | 1.4 |
| Home Equity |  | (0.4) |  | (2.4) |  | (2.8) |
| Automobile |  | 0.6 |  | (0.3) |  | 0.3 |
| Other ${ }^{2}$ |  | 0.7 |  | (0.7) |  | - |
| Total Loans and Leases |  | 17.8 |  | (20.7) |  | (2.9) |
| Other |  | - |  | (0.2) |  | (0.2) |
| Total Change in Interest Income |  | 19.9 |  | (30.9) |  | (11.0) |
|  |  |  |  |  |  |  |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Demand |  | 0.2 |  | (1.5) |  | (1.3) |
| Savings |  | 1.7 |  | (8.1) |  | (6.4) |
| Time |  | - |  | (4.0) |  | (4.0) |
| Total Interest-Bearing Deposits |  | 1.9 |  | (13.6) |  | (11.7) |
| Short-Term Borrowings |  | - |  | (0.5) |  | (0.5) |
| Securities Sold Under Agreements to Repurchase |  | 1.6 |  | (2.8) |  | (1.2) |
| Other Debt |  | (0.8) |  | 0.3 |  | (0.5) |
| Total Change in Interest Expense |  | 2.7 |  | (16.6) |  | (13.9) |
|  |  |  |  |  |  |  |
| Change in Net Interest Income | \$ | 17.2 | \$ | (14.3) | \$ | 2.9 |

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


Bank of Hawaii Corporation and Subsidiaries

|  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in thousands) |  | June 30, <br> 2020 |  | $\begin{array}{r} \text { March 31, } \\ 2020 \end{array}$ |  | December 31, 2019 |  | September 30, 2019 |  | June 30, <br> 2019 |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 1,956,939 | \$ | 1,558,232 | \$ | 1,379,152 | \$ | 1,361,011 | \$ | 1,408,729 |
| Commercial Mortgage |  | 2,707,534 |  | 2,616,243 |  | 2,518,051 |  | 2,477,296 |  | 2,411,289 |
| Construction |  | 245,099 |  | 245,390 |  | 194,170 |  | 154,754 |  | 119,228 |
| Lease Financing |  | 113,187 |  | 110,704 |  | 122,454 |  | 163,672 |  | 163,070 |
| Total Commercial |  | 5,022,759 |  | 4,530,569 |  | 4,213,827 |  | 4,156,733 |  | 4,102,316 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 3,989,393 |  | 3,928,183 |  | 3,891,100 |  | 3,846,511 |  | 3,785,006 |
| Home Equity |  | 1,640,887 |  | 1,692,154 |  | 1,676,073 |  | 1,681,951 |  | 1,694,577 |
| Automobile |  | 700,702 |  | 716,214 |  | 720,286 |  | 713,424 |  | 703,523 |
| Other ${ }^{1}$ |  | 451,629 |  | 485,660 |  | 489,606 |  | 482,679 |  | 473,707 |
| Total Consumer |  | 6,782,611 |  | 6,822,211 |  | 6,777,065 |  | 6,724,565 |  | 6,656,813 |
| Total Loans and Leases | \$ | 11,805,370 | \$ | 11,352,780 | \$ | 10,990,892 | \$ | 10,881,298 | \$ | 10,759,129 |

## Deposits

|  |  | June 30, |  | March 31, |  | December 31, |  | September 30, |  | June 30, |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in thousands) |  | 2020 |  | 2020 |  | 2019 |  | 2019 |  | 2019 |
| Consumer | \$ | 8,766,885 | \$ | 8,294,464 | \$ | 8,118,494 | \$ | 7,893,454 | \$ | 7,880,284 |
| Commercial |  | 7,295,033 |  | 6,358,583 |  | 6,324,214 |  | 6,153,492 |  | 6,178,984 |
| Public and Other |  | 1,361,237 |  | 1,402,314 |  | 1,341,774 |  | 1,293,806 |  | 1,429,553 |
| Total Deposits | \$ | 17,423,155 | \$ | 16,055,361 | \$ | 15,784,482 | \$ | 15,340,752 | \$ | 15,488,821 |

## Bank of Hawaii Corporation and Subsidiaries

| (dollars in thousands) |  | June 30, 2020 |  | March 31, 2020 |  | December 31, 2019 |  | September 30, 2019 |  | June 30, 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Non-Accrual Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 459 | \$ | 634 | \$ | 830 | \$ | 573 | \$ | 552 |
| Commercial Mortgage |  | 8,672 |  | 9,048 |  | 9,244 |  | 11,088 |  | 11,310 |
| Total Commercial |  | 9,131 |  | 9,682 |  | 10,074 |  | 11,661 |  | 11,862 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 5,888 |  | 4,330 |  | 4,125 |  | 4,258 |  | 4,697 |
| Home Equity |  | 5,176 |  | 4,086 |  | 3,181 |  | 2,787 |  | 2,486 |
| Total Consumer |  | 11,064 |  | 8,416 |  | 7,306 |  | 7,045 |  | 7,183 |
| Total Non-Accrual Loans and Leases |  | 20,195 |  | 18,098 |  | 17,380 |  | 18,706 |  | 19,045 |
| Foreclosed Real Estate |  | 2,506 |  | 2,506 |  | 2,737 |  | 2,939 |  | 2,737 |
| Total Non-Performing Assets | s | 22,701 | \$ | 20,604 | \$ | 20,117 | s | 21,645 | \$ | 21,782 |
|  |  |  |  |  |  |  |  |  |  |  |
| Accruing Loans and Leases Past Due 90 Days or More |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | - | \$ | - | \$ | - | \$ | 81 | \$ | - |
| Total Commercial |  | - |  | - |  | - |  | 81 |  | - |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage | \$ | 4,937 | \$ | 3,024 | \$ | 1,839 | \$ | 2,032 | \$ | 1,859 |
| Home Equity |  | 3,519 |  | 3,426 |  | 4,125 |  | 2,320 |  | 2,981 |
| Automobile |  | 133 |  | 866 |  | 949 |  | 582 |  | 607 |
| Other ${ }^{1}$ |  | 296 |  | 1,205 |  | 1,493 |  | 1,076 |  | 963 |
| Total Consumer |  | 8,885 |  | 8,521 |  | 8,406 |  | 6,010 |  | 6,410 |
| Total Accruing Loans and Leases Past Due 90 Days or More | \$ | 8,885 | \$ | 8,521 | \$ | 8,406 | s | 6,091 | \$ | 6,410 |
| Restructured Loans on Accrual Status |  |  |  |  |  |  |  |  |  |  |
| and Not Past Due 90 Days or More | \$ | 59,713 | \$ | 61,425 | \$ | 63,103 | s | 46,178 | \$ | 48,563 |
| Total Loans and Leases | \$ | 11,805,370 | \$ | 11,352,780 | \$ | 10,990,892 | S | 10,881,298 | \$ | 10,759,129 |
|  |  |  |  |  |  |  |  |  |  |  |
| Ratio of Non-Accrual Loans and Leases to Total Loans and Leases |  | $0.17 \%$ |  | 0.16 \% |  | 0.16 \% |  | 0.17 \% |  | 0.18 \% |
|  |  |  |  |  |  |  |  |  |  |  |
| Ratio of Non-Performing Assets to Total Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| and Foreclosed Real Estate |  | 0.19 \% |  | 0.18 \% |  | 0.18 \% |  | $0.20 \%$ |  | 0.20 \% |
|  |  |  |  |  |  |  |  |  |  |  |
| Ratio of Commercial Non-Performing Assets to Total Commercial Loans and |  |  |  |  |  |  |  |  |  |  |
| Leases and Commercial Foreclosed Real Estate |  | 0.18 \% |  | 0.21 \% |  | 0.24 \% |  | 0.28 \% |  | 0.29 \% |
|  |  |  |  |  |  |  |  |  |  |  |
| Ratio of Consumer Non-Performing Assets to Total Consumer Loans |  |  |  |  |  |  |  |  |  |  |
| and Leases and Consumer Foreclosed Real Estate |  | 0.20 \% |  | 0.16 \% |  | 0.15 \% |  | 0.15 \% |  | 0.15 \% |
|  |  |  |  |  |  |  |  |  |  |  |
| 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 |  | 0.27 \% |  | 0.26 \% |  | 0.26 \% |  | 0.25 \% |  | 0.26 \% |
|  |  |  |  |  |  |  |  |  |  |  |
| Quarter to Quarter Changes in Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Balance at Beginning of Quarter | \$ | 20,604 | \$ | 20,117 | \$ | 21,645 | s | 21,782 | \$ | 17,925 |
| Additions |  | 5,856 |  | 1,754 |  | 883 |  | 1,035 |  | 6,186 |
| Reductions |  |  |  |  |  |  |  |  |  |  |
| Payments |  | $(2,736)$ |  | (315) |  | (495) |  | (984) |  | (441) |
| Return to Accrual Status |  | (822) |  | (437) |  | $(1,673)$ |  | - |  | $(1,344)$ |
| Sales of Foreclosed Real Estate |  | - |  | (231) |  | (201) |  | - |  | (374) |
| Charge-offs/Write-downs |  | (201) |  | (284) |  | (42) |  | (188) |  | (170) |
| Total Reductions |  | $(3,759)$ |  | $(1,267)$ |  | $(2,411)$ |  | $(1,172)$ |  | $(2,329)$ |
| Balance at End of Quarter | \$ | 22,701 | \$ | 20,604 | \$ | 20,117 | \$ | 21,645 | \$ | 21,782 |

[^3]
${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.
${ }^{2}$ Included in this analysis is activity related to the Company's reserve
.

| (dollars in thousands) |  | Consumer Banking |  | Commercial Banking |  | Treasury and Other |  |  | Consolidated <br> Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Three Months Ended June 30, 2020 |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 73,221 | \$ | 51,219 | \$ | 2,251 |  | \$ | 126,691 |
| Provision for Credit Losses |  | 6,137 |  | $(1,025)$ |  | 35,288 |  |  | 40,400 |
| Net Interest Income (Loss) After Provision for Credit Losses |  | 67,084 |  | 52,244 |  | $(33,037)$ |  |  | 86,291 |
| Noninterest Income |  | 28,943 |  | 7,076 |  | 15,249 |  |  | 51,268 |
| Noninterest Expense |  | $(70,744)$ |  | $(14,776)$ |  | $(3,372)$ |  |  | $(88,892)$ |
| Income (Loss) Before Provision for Income Taxes |  | 25,283 |  | 44,544 |  | $(21,160)$ |  |  | 48,667 |
| Provision for Income Taxes |  | $(6,451)$ |  | $(10,940)$ |  | 7,632 |  |  | $(9,759)$ |
| Net Income (Loss) | \$ | 18,832 | \$ | 33,604 | \$ | $(13,528)$ |  | \$ | 38,908 |
| Total Assets as of June 30, 2020 | \$ | 7,416,337 | \$ | 5,033,297 | \$ | 7,320,308 |  | \$ | 19,769,942 |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Three Months Ended June 30, $2019{ }^{1}$ |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 77,063 | \$ | 45,703 | \$ | 1,331 |  | \$ | 124,097 |
| Provision for Credit Losses |  | 2,526 |  | (175) |  | 1,649 |  |  | 4,000 |
| Net Interest Income (Loss) After Provision for Credit Losses |  | 74,537 |  | 45,878 |  | (318) |  |  | 120,097 |
| Noninterest Income |  | 35,967 |  | 6,938 |  | 2,545 |  |  | 45,450 |
| Noninterest Expense |  | $(68,543)$ |  | $(21,260)$ |  | $(2,922)$ |  |  | $(92,725)$ |
| Income (Loss) Before Provision for Income Taxes |  | 41,961 |  | 31,556 |  | (695) |  |  | 72,822 |
| Provision for Income Taxes |  | $(10,405)$ |  | $(7,945)$ |  | 2,447 |  |  | $(15,903)$ |
| Net Income | \$ | 31,556 | \$ | 23,611 | \$ | 1,752 |  | \$ | 56,919 |
| Total Assets as of June 30, $2019{ }^{1}$ | \$ | 6,924,338 | \$ | 4,089,452 | \$ | 6,675,055 |  | \$ | 17,688,845 |

${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.

Bank of Hawaii Corporation and Subsidiaries

| Business Segments Selected Financial Information |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Table 13b |  |
| (dollars in thousands) |  |  |


| Six Months Ended June 30, $2019{ }^{1}$ |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | \$ | 153,415 | \$ | 92,993 | \$ | 2,526 | \$ | 248,934 |
| Provision for Credit Losses |  | 4,750 |  | 1,271 |  | 979 |  | 7,000 |
| Net Interest Income After Provision for Credit Losses |  | 148,665 |  | 91,722 |  | 1,547 |  | 241,934 |
| Noninterest Income |  | 70,445 |  | 13,999 |  | 4,685 |  | 89,129 |
| Noninterest Expense |  | $(137,970)$ |  | $(42,215)$ |  | $(5,597)$ |  | $(185,782)$ |
| Income Before Provision for Income Taxes |  | 81,140 |  | 63,506 |  | 635 |  | 145,281 |
| Provision for Income Taxes |  | $(20,239)$ |  | $(13,947)$ |  | 4,623 |  | $(29,563)$ |
| Net Income | \$ | 60,901 | \$ | 49,559 | \$ | 5,258 | \$ | 115,718 |
| Total Assets as of June 30, $2019{ }^{1}$ | \$ | 6,924,338 | \$ | 4,089,452 | \$ | 6,675,055 | \$ | 17,688,845 |

${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.


[^4]
'Source: Hawaii Department of Business, Economic Development \& Tourism
2Source: U. S. Bureau of Labor Statistics
${ }^{3}$ Source: Hawaii Department of Labor and Industrial Relations, County jobs data not seasonally adjusted.
${ }^{4}$ Source: Honolulu Board of REALTORS
${ }^{5}$ Source: Hawaii Tourism Authority

# Bank of Hawaii Corporation Second Quarter 2020 Financial Results 

July 27, 2020

## 2020 Unemployment

Experience \& Forecast

## Hawaii Unemployment Rate




Source: UHERO Forecast Updates

## Economic Forecast



Source: UHERO Forecast Updates

Well Positioned

- Strong Credit Metrics
- Continued Stable Loan Growth
- Strong Core Deposit Growth
- Well Managed Funding Costs
- Strong Liquidity
- Solid Capital Levels


## Credit Overview



76\% of Portfolio Secured with Quality Real Estate with Combined Weighted Average Loan to Value of 56\%



Delinquencies (\$ millions)


Nonperforming Assets (\$ millions)


Criticized (\$ millions)

$\rightarrow$ Delinquencies/Period-end Loans
$\square$ Special Mention $■$ Classified - -Criticized/Period-end Loans

Second Quarter 2020 Reserve Build

| Portfolio | 12/31/2019 | CECL adoption impact | 1Q20 Build | 3/31/2020 | 2Q20 Build | 6/30/2020 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer | 36.2 | 17.1 | 16.9 | 70.2 | 30.7 | 100.9 |
| Commercial | 73.8 | (18.8) | 13.0 | 68.0 | 4.5 | 72.5 |
| Total | 110.0 | (1.7) | 29.9 | $138.2$ | 35.2 | 173.4 |
| Coverage | 1.00\% | -0.01\% | 0.23\% | 1.22\% | 0.25\% | 1.47\% |
| Coverage excluding PPP | 1.00\% | -0.01\% | 0.23\% | 1.22\% | 0.31\% | 1.53\% |

Deferrals \& Extensions as of 2Q20


## Customer Relief Update

- 17,300 Accounts as of June $30^{\text {th }}$
- Deceleration in Activity Since Peak in April


## Weekly Payment Deferrals Granted





73\% Secured with 61\% Weighted Average LTV
49\% Made at Least One Payment in 2Q20 ${ }^{+}$


[^5]89\% Secured with 51\% Weighted Average LTV 92\% Made at Least One Payment in 2Q20 ${ }^{\dagger}$







Lodging
\$0.5 B $(4 \%)$ - Excluding PPP

| Real Estate Secured <br> Secured 77\% | - 77\% Real Estate Secured <br> - 50\% Wtd Avg LTV <br> - Average Exposure $\$ 8.7 \mathrm{MM}$ <br> - Largest Exposure \$40 MM <br> - $85 \%$ of Portfolio has an LTV $\leq 65 \%$ <br> - $94 \%$ of Unsecured Outstandings to Global Hotel and Timeshare Brands <br> - 0.4\% Unsecured and Deferred <br> - 100\% Paying Interest |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Secured LTV Distribution | \% | Deferred |  |  |
|  |  | Yes | No | Total |
| 100\% Wed Avg: $50 \%$ |  |  |  |  |
|  | Yes | 42.1\% | 34.7\% | 76.8\% |
|  | ご No | 0.4\% | 22.9\% | 23.2\% |
| $0 \% \frac{1}{80 \%+75 \%-70 \%-65 \%-60 \%-55 \%-50 \%-45 \%-40 \%-35 \%-30 \%-25 \%-20 \%-<20 \%}$ $80 \% \quad 75 \% \quad 70 \% \quad 65 \% \quad 60 \% \quad 55 \% \quad 50 \% \quad 45 \% \quad 40 \% \quad 35 \% \quad 30 \% \quad 25 \%$ | Total | 42.4\% | 57.6\% | 100.0\% |




- 39\% Real Estate Secured
- 63\% Wtd Avg LTV
- Average Exposure \$1.8 MM
- Largest Exposure \$23 MM
- 48\% of Portfolio has an LTV $\leq 65 \%$
- \$23.5 MM Unsecured and Deferred
- Average Exposure \$0.4 MM
- 96.9\% Paying Interest


|  | \% | Deferred |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Yes | No | Total |
| 을 | Yes | 9.9\% | 28.9\% | 38.8\% |
|  | No | 17.4\% | 43.8\% | 61.2\% |
|  | Total | 27.3\% | 72.7\% | 100.0\% |

Financial Overview


Long History of Stable Loan Growth

*1Q 2020 includes \$161MM in COVID-19 line draws
*2Q 2020 includes \$53MM in COVID-19 line draws and \$543MM in PPP loans

## Loan Growth in Q2 Driven by PPP Loans




Long History of Core Deposit Growth


## \$1.4 B of Growth Driven by Core Customers



## Deposit Rate Trends

Well-Managed Deposit Rates and Funding Costs Remain Low

h Bank of Hawaif

Loan to Deposit Ratio Compared with Peers

## Ample Liquidity to Fund Continued Growth



Investment Portfolio \& Duration

Total Investment Portfolio

- AFS HTM ——Premium Amortization


Growth in Risk-Based Capital, Well in Excess of Required Minimums

*S\&P Regional Bank Index excluding banks greater than \$50BN

Generating Significant Capital in Excess of Regulatory and WellCapitalized Minimums


Note: Values noted are pre-tax capital amounts


|  | 2Q 2020 |  |  | 1Q 2020 |  | 2Q 2019 | $\Delta 1 Q 2020$ |  |  | $\Delta$ 2Q 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | \$ | 126.7 | \$ | 126.0 | \$ | 124.1 | \$ | 0.7 | \$ | 2.6 |
| Noninterest Income |  | 51.3 |  | 46.1 |  | 45.4 |  | 5.2 |  | 5.9 |
| Total Revenue |  | 178.0 |  | 172.1 |  | 169.5 |  | 5.9 |  | 8.5 |
| Noninterest Expense |  | 88.9 |  | 96.3 |  | 92.7 |  | (7.4) |  | (3.8) |
| Operating Income |  | 89.1 |  | 75.8 |  | 76.8 |  | 13.3 |  | 12.3 |
| Credit Provision |  | 40.4 |  | 33.6 |  | 4.0 |  | 6.8 |  | 36.4 |
| Income Taxes |  | 9.8 |  | 7.5 |  | 15.9 |  | 2.3 |  | (6.1) |
| Net Income | \$ | 38.9 | \$ | 34.7 | \$ | 56.9 | \$ | 4.2 | \$ | (18.0) |
| Diluted EPS | \$ | 0.98 | \$ | 0.87 | \$ | 1.40 | \$ | 0.11 | \$ | (0.42) |

## End of Period Balances

| Loans \& Leases | 11,805 | 11,353 | 10,759 | $4.0 \%$ | $9.7 \%$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Total Deposits | 17,423 | 16,055 | 15,489 | $8.5 \%$ | $12.5 \%$ |
| Shareholders' Equity | 1,352 | 1,328 | 1,286 | $1.8 \%$ | $5.1 \%$ |
|  |  |  |  | 28 |  |

## Performance Metrics

|  | 2Q 2020 | 1Q2020 | 2Q 2019 | $\triangle 1 Q 2020$ | $\triangle 2 Q 2019$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Return on Assets | 0.82\% | 0.77\% | 1.31\% | 0.05\% | -0.49\% |
| Return on Equity | 11.58\% | 10.64\% | 17.97\% | 0.94\% | -6.39\% |
| Net Interest Margin | 2.83\% | 2.96\% | 3.04\% | -0.13\% | -0.21\% |
| Efficiency Ratio | 50.0\% | 56.0\% | 54.7\% | -6.0\% | -4.7\% |

# Bank of Hawaii Corporation Second Quarter 2020 Financial Results 

July 27, 2020

## APPENDIX

Residential Mortgage



## Home Equity - Current CLTV





## Automobile - Monitoring FICO






## Commercial \& Industrial - Leveraged



Commercial Mortgage - Current LTV


Commercial Mortgage Detail
Current LTV





Construction - Current LTV



Lease Financing - Leveraged vs Non-Leveraged
$100 \%$
90\%
80\%
70\%
$60 \%$
50\%
$40 \%$
$30 \%$
$20 \%$
$10 \%$
$0 \%$


Leveraged
Non-Leveraged

- Originated more than 4,500 PPP loans for \$562MM through June 30
- Average loan size of $\$ 124,000$

| Loan Size | \# of Loans | Loan Amount (\$MM) |
| :--- | ---: | ---: |
| < \$150M | 3,805 | $\$ 132.9$ |
| $\$ 150 \mathrm{M}-\$ 350 \mathrm{M}$ | 388 | $\$ 85.8$ |
| $\$ 350 \mathrm{M}-\mathbf{\$ 2 M M}$ | 290 | $\$ 210.4$ |
| \$2MM - \$5MM | 32 | $\$ 91.1$ |
| >\$5MM | 6 | $\$ 41.7$ |
| Total | 4,521 | $\$ 561.8$ |

Solid Base of Core Customers and Core Deposits



Investment Securities Portfolio Consists of High-Quality Securities.


- 95\% AAA-rated, 100\% A-rated or higher
- Highly liquid and pledgeable
- Secure and reliable cash flows




## Unbroken History of Dividends

Long and Unbroken History of Dividends

History of Deposit Growth by Product $\quad$ hi BankorHawaii
sin millions



[^0]:    Nomprised of other consumer revolving crediti, installment, and consumer lease financing

[^1]:    The change in interest income and expense not solety due to changes in volume or rate has been allocated on a pro-rata basis to the volume and rate columns.

[^2]:    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.

[^3]:    Comprised of other revolving credit, installment, and lease financing.

[^4]:    interest margin is defined as nerterest income, on by toabl revence (1erest income and noninterest income).

[^5]:    † A payment represents any amount of principal, interest or both

    * Indirect excludes recourse loans (\$24MM)

