# Bank of Hawaii Corporation First Quarter 2016 Financial Results 

- Diluted Earnings Per Share $\$ 1.16$
- Net Income \$50.2 Million
- Board of Directors Increases Dividend to \$0.48 Per Share
- Board of Directors Increases Share Repurchase Authorization \$100 Million


## FOR IMMEDIATE RELEASE

HONOLULU, HI (April 25, 2016) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of $\$ 1.16$ for the first quarter of 2016, up from $\$ 0.99$ in the previous quarter, and up from $\$ 0.97$ in the same quarter last year. Net income for the first quarter of 2016 was $\$ 50.2$ million, an increase of $\$ 7.4$ million compared with net income of $\$ 42.8$ million in the fourth quarter of 2015 , and up $\$ 7.8$ million from net income of $\$ 42.4$ million in the first quarter of 2015.

The Company's Board of Directors declared a quarterly cash dividend of $\$ 0.48$ per share on the outstanding shares, an increase of $\$ 0.03$ per share from the $\$ 0.45$ per share dividend declared in the prior quarter. The dividend will be payable on June 14, 2016 to shareholders of record at the close of business on May 31, 2016.

Loan and lease balances increased to $\$ 8.1$ billion at March 31, 2016, up 2.4 percent from December 31, 2015 and 12.4 percent compared with March 31, 2015. Deposit growth remained strong during the quarter, increasing 1.8 percent from December 31, 2015 and 3.9 percent from March 31, 2015.
"Bank of Hawaii Corporation had good financial performance in the first quarter and a great start for the year," said Peter S. Ho, Chairman, President, and CEO. "Balance sheet growth remains strong and we maintained our disciplined approach to risk and capital management. During the quarter we sold $\$ 11.2$ million in Visa shares and made progress on our many strategic initiatives."

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The return on average assets for the first quarter of 2016 was 1.30 percent, an increase from 1.11 percent during the previous quarter and 1.15 percent in the same quarter last year. The return on average equity for the first quarter of 2016 was 17.88 percent, up from 15.41 percent in the fourth quarter of 2015 and 16.18 percent in the first quarter of 2015. The efficiency ratio during the first quarter of 2016 was 54.88 percent compared with 58.55 percent in the previous quarter and 58.30 percent in the same quarter last year.

## Financial Highlights

Net interest income, on a taxable-equivalent basis, for the first quarter of 2016 was $\$ 106.0$ million, up $\$ 1.3$ million from net interest income of $\$ 104.7$ million in the fourth quarter of 2015 and up $\$ 6.4$ million from net interest income of $\$ 99.6$ million in the first quarter of 2015 . Net interest income in the first quarter of 2016 included interest recoveries of $\$ 1.3$ million related to one commercial client in Guam. The net interest margin was 2.86 percent for the first quarter of 2016, up 1 basis point compared with the previous quarter and up 5 basis points from the first quarter last year primarily due to the interest recoveries. Analyses of the changes in net interest income are included in Tables 8a and 8b.

Results for the first quarter of 2016 included a negative provision for credit losses of \$2.0 million largely due to the full recovery of loans previously charged off relating to the previously mentioned commercial client. Results for the fourth quarter of 2015 included a provision for credit losses of $\$ 1.0$ million due to strong growth of loans and leases during the year partially offset by improved credit metrics. There was no provision for credit losses during the first quarter of 2015.

Noninterest income was $\$ 56.2$ million in the first quarter of 2016, an increase of $\$ 11.4$ million compared with noninterest income of $\$ 44.8$ million in the fourth quarter of 2015 and an increase of $\$ 3.9$ million compared with noninterest income of $\$ 52.3$ million in the first quarter of 2015. Noninterest income in the first quarter of 2016 included a net gain of $\$ 11.2$ million resulting from the sale of 100,000 Visa Class B shares and net gains of $\$ 1.9$ million related to sales of leased assets. Noninterest income in the fourth quarter of 2015 included a gain of $\$ 1.0$ million due to a distribution from a low-income housing partnership. Noninterest income in the first quarter of 2015 included a net gain of $\$ 10.1$ million resulting from the sale of 95,000 Visa Class B shares. As of March 31, 2016, the Company has 188,714 Visa Class B shares remaining.

Noninterest expense was $\$ 87.4$ million in the first quarter of 2016, up $\$ 1.7$ million from noninterest expense of $\$ 85.7$ million in the fourth quarter of 2015 and up $\$ 0.5$ million from noninterest expense of $\$ 86.9$ million in the same quarter last year. Noninterest expense in the first quarter of 2016 included seasonal payroll-related expenses of approximately $\$ 2.5$ million, higher incentive compensation, an increase of $\$ 0.5$ million to the provision for unfunded commitments, and increased investments in solar tax credit partnerships. Partially offsetting the first quarter expenses was a net gain of $\$ 1.5$ million for the sale of a real estate property in Guam. Noninterest expense in the fourth quarter of 2015 included net gains of $\$ 3.9$ million related to the disposal of two branches which were partially offset by expenses of $\$ 1.3$ million for the roll-out of chipenabled debit cards, operating losses of $\$ 1.1$ million, and severance expenses of $\$ 0.5$ million. Noninterest expense in the first quarter of 2015 included seasonal payroll-related expenses of approximately $\$ 2.5$ million, $\$ 1.9$ million in severance payments and increased costs related to technology investments. An analysis of noninterest expenses related to salaries and benefits is included in Table 9.

The effective tax rate for the first quarter of 2016 was 32.01 percent compared with 28.23 percent in the previous quarter and 31.72 percent during the same quarter last year. The lower effective tax rate during the fourth quarter of 2015 was due to the release of a valuation allowance related to 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 for the business segments 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 13.

## Asset Quality

The Company's asset quality remained strong during the first quarter of 2016. Total nonperforming assets decreased to $\$ 22.0$ million at March 31, 2016, down from non-performing assets of $\$ 28.8$ million at December 31, 2015 and March 31, 2015. The decrease in non-performing assets was largely due to the previously mentioned commercial loan recoveries in Guam. As a percentage of total loans and leases, including foreclosed real estate, non-performing assets were 0.27 percent at the end of the first quarter of 2016, down from 0.37 percent at the end of the fourth quarter of 2015 and 0.40 percent at the end of the first quarter last year.

Accruing loans and leases past due 90 days or more were $\$ 7.9$ million at March 31, 2016, compared with $\$ 7.6$ million at December 31, 2015 and $\$ 8.0$ million at March 31, 2015. Restructured loans not included in non-accrual loans or accruing loans past due 90 days or more were $\$ 50.7$ million at March 31, 2016, up from $\$ 49.4$ million at December 31, 2015 and $\$ 46.6$ million at March 31, 2015. More information on non-performing assets and accruing loans and leases past due 90 days or more is presented in Table 11.

The Company recorded a net recovery of loans and leases previously charged off of \$3.8 million during the first quarter of 2016 as charge-offs of $\$ 4.9$ million were more than offset by recoveries of $\$ 8.7$ million. Net charge-offs in the fourth quarter of 2015 were $\$ 2.2$ million or 0.11 percent annualized of total average loans and leases outstanding and comprised of $\$ 4.5$ million in charge-offs partially offset by recoveries of $\$ 2.3$ million. Net charge-offs during the first quarter of 2015 were $\$ 1.2$ million, or 0.07 percent annualized of total average loans and leases outstanding, and comprised of $\$ 4.1$ million in charge-offs partially offset by recoveries of $\$ 2.9$ million.

The allowance for loan and lease losses was $\$ 104.7$ million at March 31, 2016, an increase from $\$ 102.9$ million at December 31, 2015 and down from $\$ 107.5$ million at March 31, 2015. The ratio of the allowance for loan and lease losses to total loans and leases outstanding was 1.30 percent at March 31, 2016 compared with 1.31 percent at December 31, 2015 and 1.50 percent at March 31, 2015. The reserve for unfunded commitments increased to $\$ 6.6$ million at March 31, 2016 compared with $\$ 6.1$ million at December 31, 2015 and $\$ 5.9$ million at March 31, 2015. Details of loan and lease charge-offs, recoveries, and the components of the total reserve for credit losses are summarized in Table 12.

## Other Financial Highlights

Total assets were $\$ 15.65$ billion at March 31, 2016, up from $\$ 15.46$ billion at December 31, 2015 and $\$ 15.14$ billion at March 31, 2015. Average total assets were $\$ 15.54$ billion during the first quarter of 2016, an increase from average total assets of $\$ 15.34$ billion during the previous quarter and $\$ 14.95$ billion during the same quarter last year.

The investment securities portfolio decreased to $\$ 6.21$ billion at March 31, 2016 compared with $\$ 6.24$ billion at December 31, 2015 and $\$ 6.58$ billion at March 31, 2015. The portfolio at March 31, 2016 remains largely comprised of securities issued by U. S. government agencies and includes $\$ 3.91$ billion in securities held to maturity and $\$ 2.29$ billion in securities available for sale.

Total loans and leases were $\$ 8.07$ billion at March 31, 2016, up from $\$ 7.88$ billion at December 31, 2015 and $\$ 7.18$ billion at March 31, 2015. Average total loans and leases were $\$ 7.94$ billion during the first quarter of 2016 , up from $\$ 7.79$ billion during the fourth quarter of 2015 and $\$ 7.05$ billion during the same quarter last year.

The commercial loan portfolio was $\$ 3.26$ billion at the end of the first quarter of 2016, an increase of 3.2 percent from commercial loans of $\$ 3.15$ billion at the end of the fourth quarter of 2015 and up 10.2 percent from commercial loans of $\$ 2.96$ billion at the end of the same quarter last year. The consumer loan portfolio increased to $\$ 4.81$ billion at the end of the first quarter of 2016, up 1.8 percent from consumer loans of $\$ 4.73$ billion at the end of the fourth quarter of 2015 and up 13.9 percent from $\$ 4.22$ billion at the end of the same quarter last year. Loan and lease portfolio balances are summarized in Table 10.

Total deposits increased to $\$ 13.49$ billion at March 31, 2016 compared with $\$ 13.25$ billion at December 31, 2015 and $\$ 12.98$ billion at March 31, 2015. Average total deposits were $\$ 13.33$ billion during the first quarter of 2016, up from $\$ 13.04$ billion during the previous quarter and $\$ 12.79$ billion during the same quarter last year.

Consumer deposits increased to $\$ 6.57$ billion at the end of the first quarter of 2016, up 1.9 percent from the previous quarter and up 5.6 percent compared with the first quarter last year. Commercial deposits increased to $\$ 5.68$ billion at the end of the first quarter of 2016, up 3.2 percent from the previous quarter and up 4.3 percent compared with the first quarter last year. Other deposits, including public funds, were $\$ 1.24$ billion at the end of the first quarter, a decrease of 4.7 percent from the previous quarter and down 5.6 percent compared with the same quarter last year. Deposit balances are summarized in Tables 7 and 10.

Total shareholders' equity increased to $\$ 1.14$ billion at March 31, 2016 compared with $\$ 1.12$ billion at December 31, 2015 and $\$ 1.08$ billion at March 31, 2015. The Tier 1 Capital Ratio was 13.85 percent at March 31, 2016 compared with 13.97 percent at December 31, 2015 and 14.62 percent at March 31, 2015. The Tier 1 Leverage Ratio at March 31, 2016 was 7.25 percent compared with 7.26 percent at December 31, 2015 and 7.17 percent at March 31, 2015.

During the first quarter of 2016, the Company repurchased 297.0 thousand shares of common stock at a total cost of $\$ 18.7$ million under its share repurchase program. The average cost was $\$ 62.92$ per share repurchased. From the beginning of the share repurchase program initiated during July 2001 through March 31, 2016, the Company has repurchased 53.1 million shares and returned nearly $\$ 2.0$ billion to shareholders at an average cost of $\$ 37.50$ per share.

The Company's Board of Directors increased the authorization under the share repurchase program by an additional $\$ 100.0$ million. This authorization, combined with previously announced authorizations of $\$ 2.0$ billion, brings the total repurchase authority to $\$ 2.1$ billion. From April 1 through April 22, 2016 the Company repurchased an additional 51.0 thousand shares of common stock at an average cost of $\$ 67.56$ per share. Remaining buyback authority under the share repurchase program was $\$ 100.9$ million at April 22, 2016.

## Hawaii Economy

General economic conditions in Hawaii remained positive during the first quarter of 2016 due to a continuation of the strong tourism market, active construction industry, relatively low unemployment levels, and robust real estate market. For the first two months of 2016, total visitor arrivals increased 5.2 percent and visitor spending increased 3.8 percent compared to the same period in 2015. The statewide seasonally-adjusted unemployment rate was 3.1 percent in March 2016 compared to 5.0 percent nationally.

For the first quarter of 2016, the volume of single-family home sales on Oahu increased 17.4 percent and the volume of condominium sales on Oahu increased 17.8 percent compared with the same period last year. During the first quarter of 2016, the median sales price of a singlefamily home on Oahu increased 7.2 percent and the median sales price of a condominium on Oahu increased 4.5 percent compared with the same period last year. As of March 31, 2016, months of inventory of single-family homes and condominiums on Oahu remained extremely low at 2.1 months and 2.3 months, respectively. More information on current Hawaii economic trends is presented in Table 15.

## Conference Call Information

The Company will review its first quarter financial results today at 2:00 p.m. Eastern Time (8:00 a.m. Hawaii 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. The toll-free number is 1 (877) 783-7534 in the United States and 1 (530) 379-4714 for international callers. Use the pass code "Bank of Hawaii" to access the call. A replay will be available for one week beginning approximately 11:00 a.m. Hawaii Time on Monday, April 25, 2016. The replay number is 1 (855) 859-2056 in the United States and 1 (404) 537-3406 from international locations. Enter the pass code 83894304 when prompted. Participants can also dial 1 (800) 585-8367 to access the replay. In addition, a replay of the conference call will be available via the Investor Relations link on the Company's website, www.boh.com.

## 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, 2015, 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.

| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2015 \end{gathered}$ |  |  |  | $\begin{gathered} \hline \text { March 31, } \\ 2015 \end{gathered}$ |
| For the Period: |  |  |  |  |  |  |  |
| Operating Results |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 103,024 |  | \$ | 101,644 | \$ | \$ 96,770 |
| Provision for Credit Losses |  | $(2,000)$ |  |  | 1,000 |  | - |
| Total Noninterest Income |  | 56,207 |  |  | 44,766 |  | 52,307 |
| Total Noninterest Expense |  | 87,386 |  |  | 85,727 |  | 86,915 |
| Net Income |  | 50,210 |  |  | 42,832 |  | 42,442 |
| Basic Earnings Per Share |  | 1.17 |  |  | 1.00 |  | 0.98 |
| Diluted Earnings Per Share |  | 1.16 |  |  | 0.99 |  | 0.97 |
| Dividends Declared Per Share |  | 0.45 |  |  | 0.45 |  | 0.45 |
| Performance Ratios |  |  |  |  |  |  |  |
| Return on Average Assets |  | 1.30 | \% |  | 1.11 | \% | 1.15 |
| Return on Average Shareholders' Equity |  | 17.88 |  |  | 15.41 |  | 16.18 |
| Efficiency Ratio ${ }^{1}$ |  | 54.88 |  |  | 58.55 |  | 58.30 |
| Net Interest Margin ${ }^{2}$ |  | 2.86 |  |  | 2.85 |  | 2.81 |
| Dividend Payout Ratio ${ }^{3}$ |  | 38.46 |  |  | 45.00 |  | 45.92 |
| Average Shareholders' Equity to Average Assets |  | 7.27 |  |  | 7.19 |  | 7.12 |
| Average Balances |  |  |  |  |  |  |  |
| Average Loans and Leases | \$ | 7,940,097 |  | \$ | 7,785,346 |  | \$ 7,053,061 |
| Average Assets |  | 15,537,073 |  |  | 15,335,574 |  | 14,946,037 |
| Average Deposits |  | 13,334,550 |  |  | 13,038,637 |  | 12,786,449 |
| Average Shareholders' Equity |  | 1,129,561 |  |  | 1,102,548 |  | 1,064,112 |
| Per Share of Common Stock |  |  |  |  |  |  |  |
| Book Value | \$ | 26.43 |  | \$ | 25.79 |  | \$ 24.63 |
| Tangible Book Value |  | 25.70 |  |  | 25.06 |  | 23.91 |
| Market Value |  |  |  |  |  |  |  |
| Closing |  | 68.28 |  |  | 62.90 |  | 61.21 |
| High |  | 69.37 |  |  | 70.07 |  | 62.58 |
| Low |  | 54.55 |  |  | 60.55 |  | 53.90 |
|  |  | March 31 |  |  | cember 31, |  | March 31, |
|  |  |  |  |  |  |  |  |
| As of Period End: |  |  |  |  |  |  |  |
| Balance Sheet Totals |  |  |  |  |  |  |  |
| Loans and Leases | \$ | 8,065,610 |  |  | 7,878,985 |  | \$ 7,178,628 |
| Total Assets |  | 15,654,695 |  |  | 15,455,016 |  | 15,139,179 |
| Total Deposits |  | 13,488,892 |  |  | 13,251,103 |  | 12,979,616 |
| Other Debt |  | 220,771 |  |  | 245,786 |  | 173,898 |
| Total Shareholders' Equity |  | 1,138,753 |  |  | 1,116,260 |  | 1,075,251 |
| Asset Quality |  |  |  |  |  |  |  |
| Non-Performing Assets | \$ | 22,015 |  | \$ | 28,801 | \$ | \$ 28,777 |
| Allowance for Loan and Lease Losses |  | 104,677 |  |  | 102,880 |  | 107,461 |
| Allowance to Loans and Leases Outstanding |  | 1.30 | \% |  | 1.31 | \% | 1.50 |
| Capital Ratios |  |  |  |  |  |  |  |
| Common Equity Tier 1 Capital Ratio |  | 13.85 | \% |  | 13.97 | \% | 14.62 |
| Tier 1 Capital Ratio |  | 13.85 |  |  | 13.97 |  | 14.62 |
| Total Capital Ratio |  | 15.10 |  |  | 15.22 |  | 15.87 |
| Tier 1 Leverage Ratio |  | 7.25 |  |  | 7.26 |  | 7.17 |
| Total Shareholders' Equity to Total Assets |  | 7.27 |  |  | 7.22 |  | 7.10 |
| Tangible Common Equity to Tangible Assets ${ }^{4}$ |  | 7.09 |  |  | 7.03 |  | 6.91 |
| Tangible Common Equity to Risk-Weighted Assets ${ }^{4}$ |  | 13.62 |  |  | 13.62 |  | 14.27 |
| Non-Financial Data |  |  |  |  |  |  |  |
| Full-Time Equivalent Employees |  | 2,139 |  |  | 2,164 |  | 2,156 |
| Branches |  | 70 |  |  | 70 |  | 74 |
| ATMs |  | 452 |  |  | 456 |  | 456 |

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## Bank of Hawaii Corporation and Subsidiaries

Reconciliation of Non-GAAP Financial Measures
Table 2

| (dollars in thousands) |  | $\begin{array}{r} \text { March 31, } \\ 2016 \end{array}$ | December 31, |  |  | $\begin{array}{r} \text { March 31, } \\ 2015 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Shareholders' Equity | \$ | 1,138,753 | \$ | 1,116,260 | \$ | 1,075,251 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |
| Tangible Common Equity | \$ | 1,107,236 | \$ | 1,084,743 | \$ | 1,043,734 |
| Total Assets | \$ | 15,654,695 | \$ | 15,455,016 | \$ | 15,139,179 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |
| Tangible Assets | \$ | 15,623,178 | \$ | 15,423,499 | \$ | 15,107,662 |
| Risk-Weighted Assets, determined in accordance with prescribed regulatory requirements | \$ | 8,130,093 | \$ | 7,962,484 | \$ | 7,313,682 |
| Total Shareholders' Equity to Total Assets |  | 7.27\% |  | 7.22\% |  | 7.10\% |
| Tangible Common Equity to Tangible Assets (Non-GAAP) |  | 7.09\% |  | 7.03\% |  | 6.91\% |
| Tier 1 Capital Ratio |  | 13.85\% |  | 13.97\% |  | 14.62\% |
| Tangible Common Equity to Risk-Weighted Assets (Non-GAAP) |  | 13.62\% |  | 13.62\% |  | 14.27\% |


| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2016 \\ \hline \end{gathered}$ |  | December 31, 2015 |  | $\begin{gathered} \text { March 31, } \\ 2015 \\ \hline \end{gathered}$ |  |
| Interest Income |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 80,895 | \$ | 78,122 | \$ | 70,961 |
| Income on Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  | 10,814 |  | 10,829 |  | 10,198 |
| Held-to-Maturity |  | 20,391 |  | 21,722 |  | 24,407 |
| Deposits |  | 4 |  | 1 |  | 3 |
| Funds Sold |  | 753 |  | 315 |  | 259 |
| Other |  | 212 |  | 381 |  | 302 |
| Total Interest Income |  | 113,069 |  | 111,370 |  | 106,130 |
| Interest Expense |  |  |  |  |  |  |
| Deposits |  | 2,886 |  | 2,443 |  | 2,368 |
| Securities Sold Under Agreements to Repurchase |  | 6,153 |  | 6,246 |  | 6,371 |
| Funds Purchased |  | 3 |  | 3 |  | 3 |
| Other Debt |  | 1,003 |  | 1,034 |  | 618 |
| Total Interest Expense |  | 10,045 |  | 9,726 |  | 9,360 |
| Net Interest Income |  | 103,024 |  | 101,644 |  | 96,770 |
| Provision for Credit Losses |  | $(2,000)$ |  | 1,000 |  | - |
| Net Interest Income After Provision for Credit Losses |  | 105,024 |  | 100,644 |  | 96,770 |
| Noninterest Income |  |  |  |  |  |  |
| Trust and Asset Management |  | 11,256 |  | 11,243 |  | 12,180 |
| Mortgage Banking |  | 3,189 |  | 3,130 |  | 1,693 |
| Service Charges on Deposit Accounts |  | 8,443 |  | 8,663 |  | 8,537 |
| Fees, Exchange, and Other Service Charges |  | 13,444 |  | 13,764 |  | 12,897 |
| Investment Securities Gains, Net |  | 11,180 |  | (181) |  | 10,231 |
| Annuity and Insurance |  | 1,901 |  | 2,014 |  | 2,044 |
| Bank-Owned Life Insurance |  | 1,548 |  | 1,608 |  | 1,734 |
| Other |  | 5,246 |  | 4,525 |  | 2,991 |
| Total Noninterest Income |  | 56,207 |  | 44,766 |  | 52,307 |
| Noninterest Expense |  |  |  |  |  |  |
| Salaries and Benefits |  | 50,514 |  | 47,997 |  | 49,780 |
| Net Occupancy |  | 7,003 |  | 4,876 |  | 9,333 |
| Net Equipment |  | 5,409 |  | 5,244 |  | 5,288 |
| Data Processing |  | 3,951 |  | 5,106 |  | 3,773 |
| Professional Fees |  | 2,639 |  | 2,803 |  | 2,334 |
| FDIC Insurance |  | 2,352 |  | 2,322 |  | 2,140 |
| Other |  | 15,518 |  | 17,379 |  | 14,267 |
| Total Noninterest Expense |  | 87,386 |  | 85,727 |  | 86,915 |
| Income Before Provision for Income Taxes |  | 73,845 |  | 59,683 |  | 62,162 |
| Provision for Income Taxes |  | 23,635 |  | 16,851 |  | 19,720 |
| Net Income | \$ | 50,210 | \$ | 42,832 | \$ | 42,442 |
| Basic Earnings Per Share | \$ | 1.17 | \$ | 1.00 | \$ | 0.98 |
| Diluted Earnings Per Share | \$ | 1.16 | \$ | 0.99 | \$ | 0.97 |
| Dividends Declared Per Share | \$ | 0.45 | \$ | 0.45 | \$ | 0.45 |
| Basic Weighted Average Shares |  | 42,920,794 |  | 43,003,191 |  | 43,386,402 |
| Diluted Weighted Average Shares |  | 43,126,526 |  | 43,275,377 |  | 43,597,504 |


| (dollars in thousands) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2015 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2015 \\ \hline \end{gathered}$ |  |
| Net Income | \$ | 50,210 | \$ | 42,832 | \$ | 42,442 |
| Other Comprehensive Income (Loss), Net of Tax: |  |  |  |  |  |  |
| Net Unrealized Gains (Losses) on Investment Securities |  | 8,694 |  | $(6,860)$ |  | 5,294 |
| Defined Benefit Plans |  | 141 |  | 4,595 |  | 220 |
| Total Other Comprehensive Income (Loss) |  | 8,835 |  | $(2,265)$ |  | 5,514 |
| Comprehensive Income | \$ | 59,045 | \$ | 40,567 | \$ | 47,956 |

## Bank of Hawaii Corporation and Subsidiaries

Consolidated Statements of Condition
Table 5

| (dollars in thousands) |  | $\begin{array}{r} \text { March 31, } \\ 2016 \\ \hline \end{array}$ | December 31, 2015 |  | March 31, <br> 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ | 4,453 | \$ | 4,130 | \$ | 3,383 |
| Funds Sold |  | 626,206 |  | 592,892 |  | 620,331 |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  | 2,293,751 |  | 2,256,818 |  | 2,271,186 |
| Held-to-Maturity (Fair Value of \$3,981,830; \$4,006,412; and \$4,378,007) |  | 3,911,703 |  | 3,982,736 |  | 4,306,353 |
| Loans Held for Sale |  | 16,854 |  | 4,808 |  | 1,951 |
| Loans and Leases |  | 8,065,610 |  | 7,878,985 |  | 7,178,628 |
| Allowance for Loan and Lease Losses |  | $(104,677)$ |  | $(102,880)$ |  | $(107,461)$ |
| Net Loans and Leases |  | 7,960,933 |  | 7,776,105 |  | 7,071,167 |
| Total Earning Assets |  | 14,813,900 |  | 14,617,489 |  | 14,274,371 |
| Cash and Due from Banks |  | 164,012 |  | 158,699 |  | 151,793 |
| Premises and Equipment, Net |  | 111,086 |  | 111,199 |  | 109,223 |
| Accrued Interest Receivable |  | 47,504 |  | 44,719 |  | 47,017 |
| Foreclosed Real Estate |  | 1,728 |  | 824 |  | 2,095 |
| Mortgage Servicing Rights |  | 22,663 |  | 23,002 |  | 23,643 |
| Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |
| Bank-Owned Life Insurance |  | 269,723 |  | 268,175 |  | 264,228 |
| Other Assets |  | 192,562 |  | 199,392 |  | 235,292 |
| Total Assets | \$ | 15,654,695 | \$ | 15,455,016 | \$ | 15,139,179 |

Liabilities
Deposits

| Noninterest-Bearing Demand | \$ | 4,329,321 | \$ | 4,286,331 | \$ | 4,047,334 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-Bearing Demand |  | 2,759,357 |  | 2,761,930 |  | 2,608,664 |
| Savings |  | 5,172,206 |  | 5,025,191 |  | 5,014,686 |
| Time |  | 1,228,008 |  | 1,177,651 |  | 1,308,932 |
| Total Deposits |  | 13,488,892 |  | 13,251,103 |  | 12,979,616 |
| Funds Purchased |  | 7,333 |  | 7,333 |  | 8,459 |
| Short-Term Borrowings |  | 408 |  | - |  |  |
| Securities Sold Under Agreements to Repurchase |  | 586,785 |  | 628,857 |  | 672,329 |
| Other Debt |  | 220,771 |  | 245,786 |  | 173,898 |
| Retirement Benefits Payable |  | 47,408 |  | 47,374 |  | 55,197 |
| Accrued Interest Payable |  | 5,661 |  | 5,032 |  | 5,836 |
| Taxes Payable and Deferred Taxes |  | 43,134 |  | 17,737 |  | 46,987 |
| Other Liabilities |  | 115,550 |  | 135,534 |  | 121,606 |
| Total Liabilities |  | 14,515,942 |  | 14,338,756 |  | 14,063,928 |
| Shareholders' Equity |  |  |  |  |  |  |
| Common Stock (\$. 01 par value; authorized 500,000,000 shares; issued / outstanding: March 31, 2016 - 57,849,536 / 43,080,503; December 31, 2015-57,749,071 / 43,282,153; and March 31, 2015-57,733,267 / 43,652,628) |  | 576 |  | 575 |  | 575 |
| Capital Surplus |  | 544,267 |  | 542,041 |  | 534,141 |
| Accumulated Other Comprehensive Loss |  | $(14,722)$ |  | $(23,557)$ |  | $(21,172)$ |
| Retained Earnings |  | 1,347,374 |  | 1,316,260 |  | 1,257,341 |
| Treasury Stock, at Cost (Shares: March 31, 2016-14,769,033; December 31, 2015 - 14,466,918; and March 31, 2015-14,080,639) |  | $(738,742)$ |  | $(719,059)$ |  | $(695,634)$ |
| Total Shareholders' Equity |  | 1,138,753 |  | 1,116,260 |  | 1,075,251 |
| Total Liabilities and Shareholders' Equity | \$ | 15,654,695 | \$ | 15,455,016 | \$ | 15,139,179 |

Accum.
Other
Compre-


|  | Three Months Ended March 31, 2016 |  |  | Three Months Ended December 31, 2015 |  |  | Three Months Ended March 31, 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | Average Balance | Incomel Expense | Yield/ <br> Rate | Average <br> Balance | Incomel Expense | Yield/ Rate | Average <br> Balance | Incomel Expense | Yield/ Rate |

## Earning Assets



Investment Securities

| Available-for-Sale |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Taxable | 1,588.5 | 7.2 | 1.80 | 1,573.3 | 7.1 | 1.81 | 1,560.8 | 6.5 | 1.67 |
| Non-Taxable | 715.0 | 5.6 | 3.15 | 718.5 | 5.7 | 3.18 | 723.3 | 5.7 | 3.16 |
| Held-to-Maturity |  |  |  |  |  |  |  |  |  |
| Taxable | 3,679.6 | 18.8 | 2.05 | 3,827.9 | 20.2 | 2.10 | 4,140.9 | 22.8 | 2.21 |
| Non-Taxable | 245.5 | 2.4 | 3.91 | 246.6 | 2.4 | 3.92 | 249.1 | 2.5 | 3.94 |
| Total Investment Securities | 6,228.6 | 34.0 | 2.19 | 6,366.3 | 35.4 | 2.22 | 6,674.1 | 37.5 | 2.25 |
| Loans Held for Sale | 12.2 | 0.1 | 3.89 | 7.1 | 0.1 | 4.26 | 3.1 | - | 3.63 |
| Loans and Leases ${ }^{1}$ |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | 1,127.4 | 10.8 | 3.84 | 1,155.2 | 9.4 | 3.22 | 1,130.5 | 8.9 | 3.18 |
| Commercial Mortgage | 1,689.2 | 15.7 | 3.74 | 1,653.9 | 15.5 | 3.71 | 1,449.5 | 13.7 | 3.83 |
| Construction | 170.0 | 2.0 | 4.63 | 140.9 | 1.7 | 4.90 | 103.8 | 1.1 | 4.39 |
| Commercial Lease Financing | 198.9 | 1.3 | 2.69 | 204.2 | 1.8 | 3.46 | 225.9 | 1.9 | 3.42 |
| Residential Mortgage | 2,918.5 | 29.6 | 4.05 | 2,895.3 | 29.2 | 4.04 | 2,631.3 | 27.5 | 4.18 |
| Home Equity | 1,103.5 | 10.1 | 3.69 | 1,027.4 | 9.3 | 3.61 | 878.5 | 8.1 | 3.72 |
| Automobile | 388.6 | 5.0 | 5.19 | 373.7 | 4.9 | 5.19 | 331.5 | 4.3 | 5.25 |
| Other ${ }^{2}$ | 344.0 | 6.5 | 7.64 | 334.7 | 6.4 | 7.57 | 302.1 | 5.5 | 7.36 |
| Total Loans and Leases | 7,940.1 | 81.0 | 4.09 | 7,785.3 | 78.2 | 4.00 | 7,053.1 | 71.0 | 4.06 |
| Other | 38.4 | 0.2 | 2.21 | 41.1 | 0.4 | 3.71 | 66.0 | 0.3 | 1.83 |
| Total Earning Assets ${ }^{3}$ | 14,871.4 | 116.1 | 3.13 | 14,669.9 | 114.4 | 3.11 | 14,283.7 | 109.0 | 3.07 |
| Cash and Due from Banks | 131.0 |  |  | 126.2 |  |  | 136.5 |  |  |
| Other Assets | 534.7 |  |  | 539.5 |  |  | 525.8 |  |  |
| Total Assets | \$ 15,537.1 |  |  | \$ 15,335.6 |  |  | \$ 14,946.0 |  |  |

Interest-Bearing Liabilities
Interest-Bearing Deposits


[^1]| (dollars in millions) | Three Months Ended March 31, 2016 Compared to December 31, 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | 0.2 | \$ | 0.3 | \$ | 0.5 |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |
| Taxable |  | 0.1 |  | - |  | 0.1 |
| Non-Taxable |  | - |  | (0.1) |  | (0.1) |
| Held-to-Maturity |  |  |  |  |  |  |
| Taxable |  | (0.9) |  | (0.5) |  | (1.4) |
| Total Investment Securities |  | (0.8) |  | (0.6) |  | (1.4) |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | (0.2) |  | 1.6 |  | 1.4 |
| Commercial Mortgage |  | 0.1 |  | 0.1 |  | 0.2 |
| Construction |  | 0.4 |  | (0.1) |  | 0.3 |
| Commercial Lease Financing |  | - |  | (0.5) |  | (0.5) |
| Residential Mortgage |  | 0.2 |  | 0.2 |  | 0.4 |
| Home Equity |  | 0.6 |  | 0.2 |  | 0.8 |
| Automobile |  | 0.1 |  | - |  | 0.1 |
| Other ${ }^{2}$ |  | 0.1 |  | - |  | 0.1 |
| Total Loans and Leases |  | 1.3 |  | 1.5 |  | 2.8 |
| Other |  | - |  | (0.2) |  | (0.2) |
| Total Change in Interest Income |  | 0.7 |  | 1.0 |  | 1.7 |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Demand |  | 0.1 |  | - |  | 0.1 |
| Time |  | - |  | 0.4 |  | 0.4 |
| Total Interest-Bearing Deposits |  | 0.1 |  | 0.4 |  | 0.5 |
| Securities Sold Under Agreements to Repurchase |  | (0.3) |  | 0.2 |  | (0.1) |
| Other Debt |  | (0.3) |  | 0.3 |  | - |
| Total Change in Interest Expense |  | (0.5) |  | 0.9 |  | 0.4 |
| Change in Net Interest Income | \$ | 1.2 | \$ | 0.1 | \$ | 1.3 |

[^2]| (dollars in millions) | Three Months Ended March 31, 2016 Compared to March 31, 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | 0.1 | \$ | 0.5 | \$ | 0.6 |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |
| Taxable |  | 0.1 |  | 0.6 |  | 0.7 |
| Non-Taxable |  | (0.1) |  | - |  | (0.1) |
| Held-to-Maturity |  |  |  |  |  |  |
| Taxable |  | (2.4) |  | (1.6) |  | (4.0) |
| Non-Taxable |  | (0.1) |  | - |  | (0.1) |
| Total Investment Securities |  | (2.5) |  | (1.0) |  | (3.5) |
| Loans Held for Sale |  | 0.1 |  | - |  | 0.1 |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | - |  | 1.9 |  | 1.9 |
| Commercial Mortgage |  | 2.3 |  | (0.3) |  | 2.0 |
| Construction |  | 0.8 |  | 0.1 |  | 0.9 |
| Commercial Lease Financing |  | (0.2) |  | (0.4) |  | (0.6) |
| Residential Mortgage |  | 3.0 |  | (0.9) |  | 2.1 |
| Home Equity |  | 2.1 |  | (0.1) |  | 2.0 |
| Automobile |  | 0.8 |  | (0.1) |  | 0.7 |
| Other ${ }^{2}$ |  | 0.8 |  | 0.2 |  | 1.0 |
| Total Loans and Leases |  | 9.6 |  | 0.4 |  | 10.0 |
| Other |  | (0.1) |  | - |  | (0.1) |
| Total Change in Interest Income |  | 7.2 |  | (0.1) |  | 7.1 |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Demand |  | 0.1 |  | - |  | 0.1 |
| Time |  | (0.2) |  | 0.6 |  | 0.4 |
| Total Interest-Bearing Deposits |  | (0.1) |  | 0.6 |  | 0.5 |
| Securities Sold Under Agreements to Repurchase |  | (0.7) |  | 0.5 |  | (0.2) |
| Other Debt |  | 0.2 |  | 0.2 |  | 0.4 |
| Total Change in Interest Expense |  | (0.6) |  | 1.3 |  | 0.7 |
| Change in Net Interest Income | \$ | 7.8 | \$ | (1.4) | \$ | 6.4 |

[^3]| (dollars in thousands) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2015 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2015 \end{gathered}$ |  |
| Salaries | \$ | 29,141 | \$ | 29,356 | \$ | 27,914 |
| Incentive Compensation |  | 5,965 |  | 4,971 |  | 4,514 |
| Share-Based Compensation |  | 2,310 |  | 2,678 |  | 2,345 |
| Commission Expense |  | 1,357 |  | 1,375 |  | 1,592 |
| Retirement and Other Benefits |  | 4,954 |  | 4,056 |  | 4,731 |
| Payroll Taxes |  | 3,577 |  | 2,032 |  | 3,585 |
| Medical, Dental, and Life Insurance |  | 2,892 |  | 3,077 |  | 3,184 |
| Separation Expense |  | 318 |  | 452 |  | 1,915 |
| Total Salaries and Benefits | \$ | 50,514 | \$ | 47,997 | \$ | 49,780 |

## Bank of Hawaii Corporation and Subsidiaries

Loan and Lease Portfolio Balances
Table 10

| (dollars in thousands) |  | $\begin{array}{r} \text { March 31, } \\ 2016 \end{array}$ |  | December 31, 2015 | September 30, 2015 |  |  | $\begin{array}{r} \text { June } 30, \\ 2015 \end{array}$ |  | $\begin{array}{r} \text { March 31, } \\ 2015 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 1,180,341 | \$ | 1,115,168 | \$ | 1,169,817 | \$ | 1,173,259 | \$ | 1,141,408 |
| Commercial Mortgage |  | 1,687,199 |  | 1,677,147 |  | 1,622,119 |  | 1,528,685 |  | 1,477,902 |
| Construction |  | 192,909 |  | 156,660 |  | 129,254 |  | 118,714 |  | 111,381 |
| Lease Financing |  | 195,804 |  | 204,877 |  | 202,055 |  | 222,113 |  | 224,419 |
| Total Commercial |  | 3,256,253 |  | 3,153,852 |  | 3,123,245 |  | 3,042,771 |  | 2,955,110 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 2,929,388 |  | 2,925,605 |  | 2,875,605 |  | 2,787,847 |  | 2,699,434 |
| Home Equity |  | 1,131,796 |  | 1,069,400 |  | 993,817 |  | 931,191 |  | 884,742 |
| Automobile |  | 399,825 |  | 381,735 |  | 367,640 |  | 352,128 |  | 339,686 |
| Other ${ }^{1}$ |  | 348,348 |  | 348,393 |  | 329,465 |  | 314,501 |  | 299,656 |
| Total Consumer |  | 4,809,357 |  | 4,725,133 |  | 4,566,527 |  | 4,385,667 |  | 4,223,518 |
| Total Loans and Leases | \$ | 8,065,610 | \$ | 7,878,985 | \$ | 7,689,772 | \$ | 7,428,438 | \$ | 7,178,628 |

Deposits

|  |  | March 31, | December 31, | September 30, | June 30, | March 31, |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| (dollars in thousands) |  | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 5}$ |  |  |  |
| Consumer | $\$$ | $6,568,651$ | $\$$ | $6,445,510$ | $\$$ | $6,254,862$ | $\$$ | $6,221,691$ |
| Commercial |  | $5,678,987$ |  | $5,502,739$ | $6,220,391$ |  |  |  |
| Public and Other |  | $1,241,254$ | $5,397,857$ | $5,524,153$ | $5,444,814$ |  |  |  |
| Total Deposits | $\$$ | $13,488,892$ | $\$$ | $1,302,854$ | $1,284,243$ | $1,344,851$ | $1,314,411$ |  |

[^4]|  | March 31, | December 31, | September 30, | June 30, | March 31, |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 2016 | 2015 | 2015 | 2015 | 2015 |

Non-Performing Assets

| Non-Accrual Loans and Leases |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Commercial |  |  |  |  |  |  |

Accruing Loans and Leases Past Due 90 Days or More
Commercial

Ratio of Non-Accrual Loans and Leases to Total Loans and Leases $\quad 0.25 \% \quad 0.37 \% \quad 0.37 \%$

Ratio of Non-Performing Assets to Total Loans and Leases

| and Foreclosed Real Estate | 0.27\% |  |  | 0.37\% |  | 0.38\% |  | 0.40\% |  | 0.40\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ratio of Commercial Non-Performing Assets to Total Commercial |  |  |  |  |  |  |  |  |  |  |
| Ratio of Consumer Non-Performing Assets to Total Consumer Loans <br> $\begin{array}{lllll}\text { and Leases and Consumer Foreclosed Real Estate } & 0.37 \% & 0.41 \% & 0.44 \% & 0.45 \%\end{array}$ |  |  |  |  |  |  |  |  |  |  |
| Ratio of Non-Performing Assets and Accruing Loans and Leases <br> Past Due 90 Days or More to Total Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Quarter to Quarter Changes in Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Balance at Beginning of Quarter | \$ | 28,801 | \$ | 29,545 | \$ | 29,450 | \$ | 28,777 | \$ | 30,082 |
| Additions |  | 4,002 |  | 2,353 |  | 4,427 |  | 1,909 |  | 621 |
| Reductions |  |  |  |  |  |  |  |  |  |  |
| Payments |  | $(6,012)$ |  | $(2,473)$ |  | $(1,191)$ |  | $(1,020)$ |  | $(1,427)$ |
| Return to Accrual Status |  | $(4,272)$ |  | (24) |  | $(1,748)$ |  | - |  | (187) |
| Sales of Foreclosed Real Estate |  | (248) |  | (458) |  | $(1,300)$ |  | (83) |  | (37) |
| Charge-offs/Write-downs |  | (256) |  | (142) |  | (93) |  | (133) |  | (275) |
| Total Reductions |  | $(10,788)$ |  | $(3,097)$ |  | $(4,332)$ |  | $(1,236)$ |  | $(1,926)$ |
| Balance at End of Quarter | \$ | 22,015 | \$ | 28,801 | \$ | 29,545 | \$ | 29,450 | \$ | 28,777 |

[^5]| (dollars in thousands) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2016 \\ \hline \end{gathered}$ |  | December 31,2015 |  | $\begin{gathered} \text { March 31, } \\ 2015 \\ \hline \end{gathered}$ |  |
| Balance at Beginning of Period | \$ | 108,952 | \$ | 110,110 | \$ | 114,575 |
| Loans and Leases Charged-Off |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |
| Commercial and Industrial |  | (257) |  | (304) |  | (235) |
| Consumer |  |  |  |  |  |  |
| Residential Mortgage |  | (205) |  | - |  | (559) |
| Home Equity |  | (643) |  | (269) |  | (216) |
| Automobile |  | $(1,560)$ |  | $(1,719)$ |  | $(1,428)$ |
| Other ${ }^{1}$ |  | $(2,222)$ |  | $(2,170)$ |  | $(1,650)$ |
| Total Loans and Leases Charged-Off |  | $(4,887)$ |  | $(4,462)$ |  | $(4,088)$ |
| Recoveries on Loans and Leases Previously Charged-Off |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |
| Commercial and Industrial |  | 6,867 |  | 420 |  | 646 |
| Commercial Mortgage |  | 14 |  | 18 |  | 14 |
| Construction |  | 23 |  | 8 |  | 8 |
| Lease Financing |  | 1 |  | 1 |  | 68 |
| Consumer |  |  |  |  |  |  |
| Residential Mortgage |  | 201 |  | 577 |  | 342 |
| Home Equity |  | 513 |  | 349 |  | 881 |
| Automobile |  | 592 |  | 519 |  | 494 |
| Other ${ }^{1}$ |  | 473 |  | 412 |  | 408 |
| Total Recoveries on Loans and Leases Previously Charged-Off |  | 8,684 |  | 2,304 |  | 2,861 |
| Net Loans and Leases Recovered (Charged-Off) |  | 3,797 |  | $(2,158)$ |  | $(1,227)$ |
| Provision for Credit Losses |  | $(2,000)$ |  | 1,000 |  | - |
| Provision for Unfunded Commitments |  | 500 |  | - |  | - |
| Balance at End of Period ${ }^{2}$ | \$ | 111,249 | \$ | 108,952 | \$ | 113,348 |

## Components

| Allowance for Loan and Lease Losses | \$ | 104,677 | \$ | 102,880 | \$ | 107,461 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reserve for Unfunded Commitments |  | 6,572 |  | 6,072 |  | 5,887 |
| Total Reserve for Credit Losses | \$ | 111,249 | \$ | 108,952 | \$ | 113,348 |
| Average Loans and Leases Outstanding | \$ | 7,940,097 | \$ | 7,785,346 | \$ | 7,053,061 |
| Ratio of Net Loans and Leases Charged-Off (Recovered) to |  |  |  |  |  |  |
| Average Loans and Leases Outstanding (annualized) |  | -0.19\% |  | 0.11\% |  | 0.07\% |
| Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding |  | 1.30\% |  | 1.31\% |  | 1.50\% |

[^6]
## Bank of Hawaii Corporation and Subsidiaries

Business Segments Selected Financial Information
Table 13

| (dollars in thousands) |  | Retail Banking |  | Commercial Banking |  | Investment Services |  | Treasury and Other | Consolidated Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Three Months Ended March 31, 2016 |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 58,010 | \$ | 38,348 | \$ | 6,452 | \$ | 214 | \$ | 103,024 |
| Provision for Credit Losses |  | 2,835 |  | $(6,626)$ |  | (6) |  | 1,797 |  | $(2,000)$ |
| Net Interest Income After Provision for Credit Losses |  | 55,175 |  | 44,974 |  | 6,458 |  | $(1,583)$ |  | 105,024 |
| Noninterest Income |  | 20,807 |  | 7,600 |  | 14,024 |  | 13,776 |  | 56,207 |
| Noninterest Expense |  | $(52,741)$ |  | $(17,268)$ |  | $(15,427)$ |  | $(1,950)$ |  | $(87,386)$ |
| Income Before Provision for Income Taxes |  | 23,241 |  | 35,306 |  | 5,055 |  | 10,243 |  | 73,845 |
| Provision for Income Taxes |  | $(8,227)$ |  | $(12,656)$ |  | $(1,870)$ |  | (882) |  | $(23,635)$ |
| Net Income | \$ | 15,014 | \$ | 22,650 | \$ | 3,185 | \$ | 9,361 | \$ | 50,210 |
| Total Assets as of March 31, 2016 | \$ | 4,763,749 | \$ | 3,196,413 | \$ | 284,891 | \$ | 7,409,642 | \$ | 15,654,695 |

## Three Months Ended March 31, $2015{ }^{1}$

| Net Interest Income | \$ | 48,349 | \$ | 34,274 | \$ | 4,300 | \$ | 9,847 | \$ | 96,770 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for Credit Losses |  | 1,723 |  | (464) |  | (8) |  | $(1,251)$ |  | - |
| Net Interest Income After Provision for Credit Losses |  | 46,626 |  | 34,738 |  | 4,308 |  | 11,098 |  | 96,770 |
| Noninterest Income |  | 19,108 |  | 5,651 |  | 14,726 |  | 12,822 |  | 52,307 |
| Noninterest Expense |  | $(50,340)$ |  | $(17,886)$ |  | $(14,590)$ |  | $(4,099)$ |  | $(86,915)$ |
| Income Before Provision for Income Taxes |  | 15,394 |  | 22,503 |  | 4,444 |  | 19,821 |  | 62,162 |
| Provision for Income Taxes |  | $(5,526)$ |  | $(7,865)$ |  | $(1,644)$ |  | $(4,685)$ |  | $(19,720)$ |
| Net Income | \$ | 9,868 | \$ | 14,638 | \$ | 2,800 | \$ | 15,136 | \$ | 42,442 |
| Total Assets as of March 31, $2015{ }^{1}$ | \$ | 4,239,641 | \$ | 2,910,911 | \$ | 188,399 | \$ | 7,800,228 | \$ | 15,139,179 |

[^7]| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { March 31, } \\ 2016 \end{array}$ |  | $\begin{array}{r} \text { December 31, } \\ 2015 \\ \hline \end{array}$ |  |  | $\begin{array}{r} \text { September 30, } \\ 2015 \\ \hline \end{array}$ |  |  |  | $\begin{array}{r} \text { June 30, } \\ 2015 \\ \hline \end{array}$ |  | $\begin{array}{r} \hline \text { March 31, } \\ 2015 \\ \hline \end{array}$ |  |  |
| Quarterly Operating Results |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 80,895 |  | \$ | 78,122 |  | \$ | 75,874 |  | \$ | 73,565 |  | \$ | 70,961 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 10,814 |  |  | 10,829 |  |  | 10,192 |  |  | 10,273 |  |  | 10,198 |
| Held-to-Maturity |  | 20,391 |  |  | 21,722 |  |  | 20,689 |  |  | 22,832 |  |  | 24,407 |
| Deposits |  | 4 |  |  | 1 |  |  | 2 |  |  | 2 |  |  | 3 |
| Funds Sold |  | 753 |  |  | 315 |  |  | 291 |  |  | 268 |  |  | 259 |
| Other |  | 212 |  |  | 381 |  |  | 312 |  |  | 310 |  |  | 302 |
| Total Interest Income |  | 113,069 |  |  | 111,370 |  |  | 107,360 |  |  | 107,250 |  |  | 106,130 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 2,886 |  |  | 2,443 |  |  | 2,410 |  |  | 2,405 |  |  | 2,368 |
| Securities Sold Under Agreements to Repurchase |  | 6,153 |  |  | 6,246 |  |  | 6,307 |  |  | 6,440 |  |  | 6,371 |
| Funds Purchased |  | 3 |  |  | 3 |  |  | 3 |  |  | 3 |  |  | 3 |
| Other Debt |  | 1,003 |  |  | 1,034 |  |  | 749 |  |  | 620 |  |  | 618 |
| Total Interest Expense |  | 10,045 |  |  | 9,726 |  |  | 9,469 |  |  | 9,468 |  |  | 9,360 |
| Net Interest Income |  | 103,024 |  |  | 101,644 |  |  | 97,891 |  |  | 97,782 |  |  | 96,770 |
| Provision for Credit Losses |  | $(2,000)$ |  |  | 1,000 |  |  | - |  |  | - |  |  | - |
| Net Interest Income After Provision for Credit Losses |  | 105,024 |  |  | 100,644 |  |  | 97,891 |  |  | 97,782 |  |  | 96,770 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 11,256 |  |  | 11,243 |  |  | 11,907 |  |  | 12,355 |  |  | 12,180 |
| Mortgage Banking |  | 3,189 |  |  | 3,130 |  |  | 3,291 |  |  | 3,469 |  |  | 1,693 |
| Service Charges on Deposit Accounts |  | 8,443 |  |  | 8,663 |  |  | 8,669 |  |  | 8,203 |  |  | 8,537 |
| Fees, Exchange, and Other Service Charges |  | 13,444 |  |  | 13,764 |  |  | 13,340 |  |  | 13,352 |  |  | 12,897 |
| Investment Securities Gains, Net |  | 11,180 |  |  | (181) |  |  | 24 |  |  | 86 |  |  | 10,231 |
| Annuity and Insurance |  | 1,901 |  |  | 2,014 |  |  | 1,721 |  |  | 1,885 |  |  | 2,044 |
| Bank-Owned Life Insurance |  | 1,548 |  |  | 1,608 |  |  | 1,609 |  |  | 2,088 |  |  | 1,734 |
| Other |  | 5,246 |  |  | 4,525 |  |  | 2,660 |  |  | 4,487 |  |  | 2,991 |
| Total Noninterest Income |  | 56,207 |  |  | 44,766 |  |  | 43,221 |  |  | 45,925 |  |  | 52,307 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 50,514 |  |  | 47,997 |  |  | 46,576 |  |  | 47,610 |  |  | 49,780 |
| Net Occupancy |  | 7,003 |  |  | 4,876 |  |  | 7,403 |  |  | 8,605 |  |  | 9,333 |
| Net Equipment |  | 5,409 |  |  | 5,244 |  |  | 4,804 |  |  | 4,826 |  |  | 5,288 |
| Data Processing |  | 3,951 |  |  | 5,106 |  |  | 3,920 |  |  | 3,673 |  |  | 3,773 |
| Professional Fees |  | 2,639 |  |  | 2,803 |  |  | 2,258 |  |  | 2,265 |  |  | 2,334 |
| FDIC Insurance |  | 2,352 |  |  | 2,322 |  |  | 2,139 |  |  | 2,068 |  |  | 2,140 |
| Other |  | 15,518 |  |  | 17,379 |  |  | 24,788 |  |  | 14,527 |  |  | 14,267 |
| Total Noninterest Expense |  | 87,386 |  |  | 85,727 |  |  | 91,888 |  |  | 83,574 |  |  | 86,915 |
| Income Before Provision for Income Taxes |  | 73,845 |  |  | 59,683 |  |  | 49,224 |  |  | 60,133 |  |  | 62,162 |
| Provision for Income Taxes |  | 23,635 |  |  | 16,851 |  |  | 14,948 |  |  | 18,979 |  |  | 19,720 |
| Net Income | \$ | 50,210 |  | \$ | 42,832 |  | \$ | 34,276 |  | \$ | 41,154 |  | \$ | 42,442 |
| Basic Earnings Per Share | \$ | 1.17 |  | \$ | 1.00 |  | \$ | 0.79 |  | \$ | 0.95 |  | \$ | 0.98 |
| Diluted Earnings Per Share | \$ | 1.16 |  | \$ | 0.99 |  | \$ | 0.79 |  | \$ | 0.95 |  | \$ | 0.97 |
| Balance Sheet Totals |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans and Leases |  | 8,065,610 |  |  | 7,878,985 |  |  | 7,689,772 |  |  | 7,428,438 |  |  | 7,178,628 |
| Total Assets |  | 15,654,695 |  |  | 15,455,016 |  |  | 15,164,123 |  |  | 15,248,043 |  |  | 15,139,179 |
| Total Deposits |  | 13,488,892 |  |  | 13,251,103 |  |  | 12,936,962 |  |  | 13,090,695 |  |  | 12,979,616 |
| Total Shareholders' Equity |  | 1,138,753 |  |  | 1,116,260 |  |  | 1,098,354 |  |  | 1,082,939 |  |  | 1,075,251 |
| Performance Ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on Average Assets |  | 1.30 | \% |  | 1.11 | \% |  | 0.89 | \% |  | 1.10 | \% |  | 1.15 |
| Return on Average Shareholders' Equity |  | 17.88 |  |  | 15.41 |  |  | 12.45 |  |  | 15.33 |  |  | 16.18 |
| Efficiency Ratio ${ }^{1}$ |  | 54.88 |  |  | 58.55 |  |  | 65.12 |  |  | 58.16 |  |  | 58.30 |
| Net Interest Margin ${ }^{2}$ |  | 2.86 |  |  | 2.85 |  |  | 2.77 |  |  | 2.81 |  |  | 2.81 |

[^8]

## Tourism ${ }^{5}$

| February 29, 2016 | 688.8 | 4.1 |
| :---: | :---: | :---: |
| January 31, 2016 | 721.0 | 6.2 |
| December 31, 2015 | 794.2 | 3.7 |
| November 30, 2015 | 661.4 | 3.7 |
| October 31, 2015 | 692.9 | 4.8 |
| September 30, 2015 | 652.6 | 4.7 |
| August 31, 2015 | 755.9 | 2.9 |
| July 31, 2015 | 816.3 | 5.6 |
| June 30, 2015 | 767.9 | 6.0 |
| May 31, 2015 | 709.7 | 9.3 |
| April 30, 2015 | 677.8 | 2.3 |
| March 31, 2015 | 780.1 | 7.0 |
| February 28, 2015 | 661.7 | 2.3 |
| January 31, 2015 | 678.9 | (0.6) |
| December 31, 2014 | 766.0 | 6.3 |
| November 30, 2014 | 638.0 | 2.2 |
| October 31, 2014 | 661.0 | 3.2 |
| September 30, 2014 | 623.1 | 4.2 |
| August 31, 2014 | 734.7 | (1.9) |
| July 31, 2014 | 772.8 | 2.0 |
| June 30, 2014 | 724.5 | 1.1 |
| May 31, 2014 | 649.1 | 1.8 |
| April 30, 2014 | 662.6 | (0.7) |
| March 31, 2014 | 728.8 | (5.2) |
| February 28, 2014 | 646.8 | (4.3) |
| January 31, 2014 | 682.6 | 0.1 |

[^9]Note: Certain prior period seasonally adjusted information has been revised.


[^0]:    ${ }^{1}$ 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.
    ${ }^{3}$ Dividend payout ratio is defined as dividends declared per share divided by basic earnings per share.
    ${ }^{4}$ 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."

[^1]:    ${ }^{1}$ 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 $\$ 3,013,000, \$ 3,016,000$ and $\$ 2,878,000$ for the three months ended March 31, 2016, December 31, 2015, and March 31, 2015, respectively.

[^2]:    ${ }^{1}$ 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.

[^3]:    ${ }^{1}$ 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.

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

[^5]:    ${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.

[^6]:    ${ }^{1}$ 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.

[^7]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.

[^8]:    ${ }^{1}$ Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and noninterest income).
    ${ }^{2}$ Net interest margin is defined as net interest income, on a taxable-equivalent basis, as a percentage of average earning assets.

[^9]:    ${ }^{1}$ Source: Hawaii Department of Business, Economic Development \& Tourism
    ${ }^{2}$ Source: U. S. Bureau of Labor
    ${ }^{3}$ 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

