



Ah Bank of Hawaii

Corporation

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### Bank of Hawaii Corporation Third Quarter 2019 Financial Results

- Diluted Earnings Per Share \$1.29
- Net Income \$52.1 Million
- Board of Directors Declares Dividend of \$0.67 Per Share

#### FOR IMMEDIATE RELEASE

**HONOLULU, HI** (October 28, 2019) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of \$1.29 for the third quarter of 2019, down from \$1.40 in the second quarter of 2019 and \$1.36 in the third quarter of 2018. Net income for the third quarter of 2019 was \$52.1 million compared with net income of \$56.9 million in the previous quarter and \$56.9 million in the same quarter last year. Net income in the third quarter of 2019 included the previously announced increase in the legal reserve of \$6.0 million related to the tentative settlement of a class action lawsuit regarding the Company's overdraft practices.

Loan and lease balances increased to \$10.9 billion at September 30, 2019, up 1.1 percent from June 30, 2019 and up 6.4 percent compared with September 30, 2018. Deposits were \$15.3 billion at the end of the third quarter of 2019, down 1.0 percent from the previous quarter primarily due to a seasonal decline in public deposits and up 3.4 percent compared with the third quarter last year.

"We were pleased with Bank of Hawaii's overall financial results during the third quarter of 2019," said Peter S. Ho, Chairman, President, and CEO. "Loan balances continue to grow, deposits were in line with our expectations, total revenue increased, asset quality remains strong, and our core expenses were well controlled."

The return on average assets for the third quarter of 2019 was 1.17 percent compared with 1.31 percent in the previous quarter and 1.33 percent in the same quarter last year. The return on average equity for the third quarter of 2019 was 16.02 percent compared with 17.97 percent for the second quarter of 2019 and 18.06 percent in the third quarter of 2018. The efficiency ratio for the third quarter of 2019 was 58.55 percent compared with 54.69 percent in the previous quarter and 55.07 percent in the same quarter last year.

For the nine-month period ended September 30, 2019, net income was \$167.8 million, an increase of \$2.1 million from net income of \$165.7 million for the same period last year. Diluted earnings per share were \$4.11 for the nine-month period in 2019 compared with diluted earnings per share of \$3.93 for the same period in 2018. The 2019 year-to-date return on average assets was 1.29 percent compared with 1.31 percent for the same period in 2018. The 2019 year-to-date return on average equity was 17.58 percent compared with 17.83 percent for the nine months ended September 30, 2018. The efficiency ratio for the nine-month period ended September 30, 2019 was 56.16 percent compared with 56.36 percent for the same period last year.

### **Financial Highlights**

Net interest income, on a taxable equivalent basis, for the third quarter of 2019 was \$125.2 million, an increase of \$0.5 million from net interest income of \$124.7 million in the second quarter of 2019 and an increase of \$1.0 million from net interest income of \$124.2 million in the third quarter of last year. Net interest income for the nine-month period in 2019 was \$375.7 million, an increase of \$9.4 million from net interest income of \$366.3 million for the same period in 2018. Analyses of the changes in net interest income are included in Tables 8a, 8b, and 8c.

The net interest margin was 3.01 percent for the third quarter of 2019, a decrease of 3 basis points from the net interest margin of 3.04 percent in the second quarter of 2019 and a 6 basis point decrease from the net interest margin of 3.07 percent in the third quarter of 2018. The net interest margin for the first nine months of 2019 was 3.05 percent, an increase of 1 basis point compared with 3.04 percent for the same nine-month period last year.

Results for the third quarter of 2019 included a provision for credit losses of \$4.3 million compared with a provision for credit losses of \$4.0 million in the previous quarter and \$3.8 million in the same quarter last year. The provision for credit losses during the first nine months of 2019 was \$11.3 million compared with \$11.4 million during the same period in 2018.

Noninterest income was \$46.5 million in the third quarter of 2019, up \$1.0 million from noninterest income of \$45.5 million in the second quarter of 2019 and up \$5.0 million from \$41.5 million in the same quarter last year. Noninterest income during the third quarter of 2019 included a negative adjustment of \$0.5 million related to a change in the Visa Class B conversion ratio. There were no significant items in noninterest income during the second quarter of 2019 or the third quarter of 2018. The increase in noninterest income compared to the third quarter of 2018 was largely due to an increase in mortgage banking income and customer derivative activity. Noninterest income for the nine-months ended September 30, 2019 was \$135.6 million, an increase of \$8.8 million compared with noninterest income of \$126.8 million for the same period in 2018.

Noninterest expense was \$100.3 million in the third quarter of 2019, up \$7.6 million from noninterest expense of \$92.7 million in the previous quarter and up \$9.8 million from \$90.5 million in the same quarter last year. Noninterest expense during the third quarter of 2019 included the previously mentioned \$6.0 million increase in the legal reserve. There were no significant items in noninterest expense during the second quarter of 2019 or the third quarter of 2018. Noninterest expense for the nine-months ended September 30, 2019 was \$286.1 million compared with noninterest expense of \$275.7 million for the same period in 2018. An analysis of noninterest expenses related to salaries and benefits is included in Table 9.

The effective tax rate for the third quarter of 2019 was 22.08 percent compared with 21.84 percent in the previous quarter and 18.75 percent during the same quarter last year. The effective tax

rate for the nine-month period ended September 30, 2019 was 20.89 percent compared with 18.00 percent for the same period last year.

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

### **Asset Quality**

The Company's overall asset quality remained strong during the third quarter of 2019. Total non-performing assets were \$21.6 million at September 30, 2019, down from \$21.8 million at June 30, 2019 and up from \$13.8 million at September 30, 2018. As a percentage of total loans and leases and foreclosed real estate, non-performing assets were 0.20 percent at September 30, 2019, unchanged from June 30, 2019 and up from 0.13 percent at September 30, 2018.

Accruing loans and leases past due 90 days or more were \$6.1 million at September 30, 2019 compared with \$6.4 million at June 30, 2019 and \$8.1 million at September 30, 2018. Restructured loans and leases not included in non-accrual loans or accruing loans past due 90 days or more were \$46.2 million at September 30, 2019, down from \$48.6 million at June 30, 2019 and \$49.5 million at September 30, 2018. More information on non-performing assets and accruing loans and leases past due 90 days or more is presented in Table 11.

Net loans and leases charged off during the third quarter of 2019 were \$3.0 million or 0.11 percent annualized of total average loans and leases outstanding. Loan and lease charge-offs of \$5.8 million during the quarter were partially offset by recoveries of \$2.8 million. Net charge-offs during the second quarter of 2019 were \$2.4 million or 0.09 percent annualized of total average loans and leases outstanding and were comprised of \$5.1 million in charge-offs partially offset by recoveries of \$2.8 million. Net charge-offs during the third quarter of 2018 were \$3.3 million or 0.13 percent annualized of total average loans and leases outstanding and were comprised of \$6.0 million in charge-offs partially offset by recoveries of \$2.7 million. Net charge-offs in the nine-month period ended September 30, 2019 were \$9.0 million, or 0.11 percent annualized of total average loans and leases outstanding compared with net charge-offs of \$10.1 million, or 0.14 percent annualized of total average loans and leases outstanding for the same period in 2018.

The allowance for loan and lease losses was \$108.9 million at September 30, 2019 compared with \$107.7 million at June 30, 2019 and \$108.7 million at September 30, 2018. The ratio of the allowance for loan and lease losses to total loans and leases outstanding was 1.00 percent at September 30, 2019, unchanged from the previous quarter and down 6 basis points from the end of the same quarter last year. The reserve for unfunded commitments at September 30, 2019 of \$6.8 million was unchanged from June 30, 2019 and September 30, 2018. Details of loan and lease charge-offs, recoveries and the components of the total reserve for credit losses are summarized in Table 12.

### Other Financial Highlights

Total assets were \$17.7 billion at September 30, 2019, down \$16.7 million from June 30, 2019 and up \$680.4 million from total assets of \$17.0 billion at September 30, 2018. Average total assets were \$17.6 billion during the third quarter of 2019 compared with \$17.5 billion during the previous quarter and \$17.0 billion during the same quarter last year.

The investment securities portfolio was \$5.5 billion at September 30, 2019, a decrease of \$68.3 million from total securities of \$5.6 billion at June 30, 2019 and a decrease of \$172.9 million from total securities of \$5.7 billion at September 30, 2018. The portfolio remains largely comprised of securities issued by U. S. government agencies and included \$2.9 billion in securities held to maturity and \$2.6 billion in securities available for sale at September 30, 2019.

Total loans and leases were \$10.9 billion at September 30, 2019, an increase of \$122.2 million from total loans and leases of \$10.8 billion at June 30, 2019 and up \$650.2 million from total loans and leases of \$10.2 billion at September 30, 2018. Average total loans and leases were \$10.8 billion during the third quarter of 2019 compared with \$10.6 billion during the previous quarter and \$10.1 billion during the same quarter last year. The commercial loan portfolio increased to \$4.2 billion at the end of the third quarter of 2019, up \$54.4 million from \$4.1 billion at the end of the previous quarter and up \$256.4 million from \$3.9 billion at the end of the third quarter last year. Total consumer loans increased to \$6.7 billion at the end of the third quarter of 2019, up \$67.8 million from \$6.7 billion at the end of the previous quarter and up \$393.8 million from \$6.3 billion at the end of the third quarter last year. Loan and lease portfolio balances are summarized in Table 10.

Total deposits were \$15.3 billion at September 30, 2019, a decrease of \$148.1 million from total deposits of \$15.5 billion at June 30, 2019 and an increase of \$497.4 million from total deposits of \$14.8 billion at September 30, 2018. Average total deposits were \$15.3 billion during the third quarter of 2019 compared with \$15.2 billion during the previous quarter and \$14.8 billion during the same quarter last year. Consumer deposits were \$7.9 billion at the end of the third quarter of 2019, up \$13.2 million from \$7.9 billion at the end of the previous quarter and up \$265.9 million from \$7.6 billion at the end of the same quarter last year. Commercial deposits were \$6.2 billion at the end of the third quarter of 2019, down \$25.5 million from \$6.2 billion at the end of the previous quarter and up \$186.1 million from \$6.0 billion at the end of the same quarter last year. Other deposits, including public funds, were \$1.3 billion at September 30, 2019, down \$135.7 million from \$1.4 billion at June 30, 2019 and up \$45.3 million from \$1.2 billion at September 30, 2018. Deposit balances are summarized in Tables 7 and 10.

During the third quarter of 2019, the Company repurchased 0.4 million shares of common stock at a total cost of \$29.9 million under its share repurchase program. The average cost was \$83.07 per share repurchased. From the beginning of the share repurchase program initiated during July 2001 through September 30, 2019, the Company has repurchased 56.6 million shares and returned \$2.3 billion to shareholders at an average cost of \$40.09 per share. Remaining buyback authority under the share repurchase program was \$57.0 million at September 30, 2019. From October 1 through October 25, 2019 the Company repurchased an additional 92.0 thousand shares of common stock at an average cost of \$84.46 per share.

Total shareholders' equity was \$1.29 billion at September 30, 2019, up slightly from \$1.29 billion at June 30, 2019 and up from \$1.25 billion at September 30, 2018. The Tier 1 Capital Ratio was 12.33 percent at September 30, 2019 compared with 12.46 percent at June 30, 2019 and 13.20 percent at September 30, 2018. The Tier 1 leverage ratio at September 30, 2019 was 7.32 percent compared with 7.36 percent at June 30, 2019 and 7.55 percent at September 30, 2018.

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 December 13, 2019 to shareholders of record at the close of business on November 29, 2019.

#### Hawaii Economy

General economic conditions in Hawaii remained positive during the third quarter of 2019 although recent trends indicate a more modest growth rate for the State going forward. The statewide seasonally-adjusted unemployment rate continues to remain low at 2.7 percent in September 2019 compared to 3.5 percent nationally. Total visitor arrivals increased 5.2 percent in the first eight months of 2019 compared to the same eight-month period in 2018 supported by strong growth in air seat capacity. Total visitor spending decreased 0.5 percent for the eight-month period in 2019 compared with the same eight-month period in 2018. The real estate market remains active with strong growth in single-family home sales during the third quarter of 2019. For the first nine months of 2019, the median sales price of a single-family home on Oahu decreased 0.5 percent and the median price of a condominium on Oahu decreased 1.0 percent compared with the same period in 2018. The volume of single-family home sales on Oahu increased 0.8 percent and the volume of condominium sales on Oahu decreased 6.7 percent for the first nine months of 2019 compared to the same ninemonth period in 2018. As of September 30, 2019, months of inventory of single-family homes and condominiums on Oahu were 3.5 months and 3.9 months, respectively. More information on current Hawaii economic trends is presented in Table 15.

#### **Conference Call Information**

The call will be accessible via teleconference and via the investor relations link of Bank of Hawaii Corporation's website, <a href="https://www.boh.com">www.boh.com</a>. The toll-free number is 1 (844) 543-5235 in the United States and Canada and 1 (703) 318-2209 for other international callers. Use the 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, October 28, 2019. The replay number is 1 (855) 859-2056 in the United States and Canada and 1 (404) 537-3406 from other international locations. Enter the conference ID 2768225 when prompted. In addition, a replay will be available on the Company's website, <a href="https://www.boh.com">www.boh.com</a>.

### **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, 2018, which was filed with the U.S. Securities and Exchange Commission. We have not committed to update forward-looking statements to reflect later events or circumstances.

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

Financial Highlights Table 1

			Three	Months End				Nine Mo		
	Se	ptember 30,		June 30,	S	eptember 30,		-	mber :	
(dollars in thousands, except per share amounts)		2019		2019		2018		2019		2018
For the Period:										
Operating Results	•	404.000	•	101.007	•	400 007	•	070.000	•	000.070
Net Interest Income	\$	124,896	\$	124,097	\$	122,927	\$	373,830	\$	362,379
Provision for Credit Losses		4,250		4,000		3,800		11,250		11,425
Total Noninterest Income		46,507		45,450		41,482		135,636		126,815
Total Noninterest Expense		100,349		92,725		90,538		286,131		275,713
Net Income		52,052		56,919		56,933		167,770		165,691
Basic Earnings Per Share		1.30		1.40		1.37		4.14		3.96
Diluted Earnings Per Share Dividends Declared Per Share		1.29 0.65		1.40 0.65		1.36 0.60		4.11 1.92		3.93 1.72
Performance Ratios										
Return on Average Assets		1.17	%	1.31	%	1.33	%	1.29	%	1.31
Return on Average Shareholders' Equity		16.02		17.97		18.06		17.58		17.83
Efficiency Ratio <sup>1</sup>		58.55		54.69		55.07		56.16		56.36
Net Interest Margin <sup>2</sup>		3.01		3.04		3.07		3.05		3.04
Dividend Payout Ratio <sup>3</sup>		50.00		46.43		43.80		46.38		43.43
Average Shareholders' Equity to Average Assets		7.32		7.27		7.35		7.31		7.32
Average Balances										
Average Loans and Leases	\$	10,770,720	\$	10,631,558	\$	10,081,886	\$	10,624,311	\$	9,950,518
Average Assets		17,605,394		17,480,651		17,015,340		17,442,054		16,965,075
Average Deposits		15,330,691		15,162,782		14,820,480		15,156,275		14,750,382
Average Shareholders' Equity		1,289,417		1,270,162		1,250,500		1,275,753		1,242,629
Per Share of Common Stock	Φ.	00.00	•	04.04	•	20.00	•	00.00	Φ.	00.00
Book Value	\$	32.00	\$	31.61	\$	29.98	\$	32.00	\$	29.98
Γangible Book Value		31.22		30.83		29.22		31.22		29.22
Market Value										
Closing		85.93		82.91		78.91		85.93		78.91
High Low		88.20 79.13		84.53 75.24		86.53 78.30		88.20 66.54		89.09 78.30
LOW		19.13		75.24		76.30		00.54		
										<b>7</b> 4
			S	September 30, 2019		June 30, 2019		December 31, 2018		September 30, 2018
			S	•		•		•		-
As of Period End: Balance Sheet Totals				2019		2019		2018		2018
Balance Sheet Totals Loans and Leases			\$	10,881,298		<b>2019</b> 10,759,129		<b>2018</b> 10,448,774		<b>2018</b> 10,231,062
Balance Sheet Totals  Loans and Leases  Total Assets				10,881,298 17,672,140		2019 10,759,129 17,688,845		10,448,774 17,143,974		10,231,062 16,991,734
Balance Sheet Totals Loans and Leases Fotal Assets Fotal Deposits				10,881,298 17,672,140 15,340,752		10,759,129 17,688,845 15,488,821		10,448,774 17,143,974 15,027,242		10,231,062 16,991,734 14,843,335
Balance Sheet Totals Loans and Leases Fotal Assets Fotal Deposits Other Debt				10,881,298 17,672,140 15,340,752 110,585		10,759,129 17,688,845 15,488,821 110,605		10,448,774 17,143,974 15,027,242 135,643		10,231,062 16,991,734 14,843,335 185,662
Balance Sheet Totals Loans and Leases Fotal Assets Fotal Deposits Other Debt				10,881,298 17,672,140 15,340,752		10,759,129 17,688,845 15,488,821		10,448,774 17,143,974 15,027,242		10,231,062 16,991,734 14,843,335
Balance Sheet Totals Loans and Leases Fotal Assets Fotal Deposits Other Debt Fotal Shareholders' Equity				10,881,298 17,672,140 15,340,752 110,585		10,759,129 17,688,845 15,488,821 110,605		10,448,774 17,143,974 15,027,242 135,643		10,231,062 16,991,734 14,843,335 185,662
Balance Sheet Totals Loans and Leases Fotal Assets Fotal Deposits Other Debt Fotal Shareholders' Equity  Asset Quality				10,881,298 17,672,140 15,340,752 110,585		10,759,129 17,688,845 15,488,821 110,605		10,448,774 17,143,974 15,027,242 135,643		10,231,062 16,991,734 14,843,335 185,662
Balance Sheet Totals  Loans and Leases  Total Assets  Total Deposits  Other Debt  Total Shareholders' Equity  Asset Quality  Non-Performing Assets			\$	10,881,298 17,672,140 15,340,752 110,585 1,291,490	\$	10,759,129 17,688,845 15,488,821 110,605 1,285,948	\$	10,448,774 17,143,974 15,027,242 135,643 1,268,200	\$	10,231,062 16,991,734 14,843,335 185,662 1,253,327
			\$	10,881,298 17,672,140 15,340,752 110,585 1,291,490	\$	10,759,129 17,688,845 15,488,821 110,605 1,285,948	\$	10,448,774 17,143,974 15,027,242 135,643 1,268,200	\$	10,231,062 16,991,734 14,843,335 185,662 1,253,327
Balance Sheet Totals Loans and Leases Fotal Assets Fotal Deposits Other Debt Fotal Shareholders' Equity  Asset Quality Non-Performing Assets Allowance for Loan and Lease Losses Allowance to Loans and Leases Outstanding  Capital Ratios			\$	10,881,298 17,672,140 15,340,752 110,585 1,291,490 21,645 108,936 1.00	\$ \$	2019 10,759,129 17,688,845 15,488,821 110,605 1,285,948 21,782 107,672 1.00	\$	10,448,774 17,143,974 15,027,242 135,643 1,268,200 12,930 106,693 1.02	\$ \$	10,231,062 16,991,734 14,843,335 185,662 1,253,327 13,798 108,690 1.06
Balance Sheet Totals Loans and Leases Fotal Assets Fotal Deposits Other Debt Fotal Shareholders' Equity  Asset Quality Non-Performing Assets Allowance for Loan and Lease Losses Allowance to Loans and Leases Outstanding  Capital Ratios Common Equity Tier 1 Capital Ratio			\$	10,881,298 17,672,140 15,340,752 110,585 1,291,490 21,645 108,936 1.00	\$ \$	2019 10,759,129 17,688,845 15,488,821 110,605 1,285,948 21,782 107,672 1.00	\$	10,448,774 17,143,974 15,027,242 135,643 1,268,200 12,930 106,693 1.02	\$ \$	10,231,062 16,991,734 14,843,335 185,662 1,253,327 13,798 108,690 1.06
Balance Sheet Totals Loans and Leases Fotal Assets Fotal Deposits Other Debt Fotal Shareholders' Equity  Asset Quality Non-Performing Assets Allowance for Loan and Lease Losses Allowance to Loans and Leases Outstanding  Capital Ratios Common Equity Tier 1 Capital Ratio Fier 1 Capital Ratio			\$	10,881,298 17,672,140 15,340,752 110,585 1,291,490 21,645 108,936 1.00	\$ \$	2019 10,759,129 17,688,845 15,488,821 110,605 1,285,948 21,782 107,672 1.00 12.46 12.46	\$	10,448,774 17,143,974 15,027,242 135,643 1,268,200 12,930 106,693 1.02	\$ \$	10,231,062 16,991,734 14,843,335 185,662 1,253,327 13,798 108,690 1.06
Balance Sheet Totals Loans and Leases Total Assets Total Deposits Other Debt Total Shareholders' Equity  Asset Quality Non-Performing Assets Allowance for Loan and Lease Losses Allowance to Loans and Leases Outstanding  Capital Ratios Common Equity Tier 1 Capital Ratio Tier 1 Capital Ratio  Total Capital Ratio			\$	10,881,298 17,672,140 15,340,752 110,585 1,291,490 21,645 108,936 1.00 12.33 12.33 13.44	\$ \$	2019  10,759,129 17,688,845 15,488,821 110,605 1,285,948  21,782 107,672 1.00  12.46 12.46 13.57	\$	10,448,774 17,143,974 15,027,242 135,643 1,268,200 12,930 106,693 1.02 13.07 13.07 14.21	\$ \$	10,231,062 16,991,734 14,843,335 185,662 1,253,327 13,798 108,690 1.06
Balance Sheet Totals Loans and Leases Fotal Assets Fotal Deposits Other Debt Fotal Shareholders' Equity  Asset Quality Non-Performing Assets Allowance for Loan and Lease Losses Allowance to Loans and Leases Outstanding  Capital Ratios Common Equity Tier 1 Capital Ratio Fier 1 Capital Ratio Fotal Capital Ratio Fotal Capital Ratio			\$	2019  10,881,298 17,672,140 15,340,752 110,585 1,291,490  21,645 108,936 1.00  12.33 12.33 13.44 7.32	\$ \$	2019 10,759,129 17,688,845 15,488,821 110,605 1,285,948 21,782 107,672 1.00 12.46 12.46 13.57 7.36	\$	10,448,774 17,143,974 15,027,242 135,643 1,268,200 12,930 106,693 1.02 13.07 13.07 14.21 7.60	\$ \$	10,231,062 16,991,734 14,843,335 185,662 1,253,327 13,798 108,690 1.06 13.20 13.20 14.38 7.55
Galance Sheet Totals  Loans and Leases  Fotal Assets  Fotal Deposits  Other Debt  Fotal Shareholders' Equity  Asset Quality  Non-Performing Assets  Allowance for Loan and Lease Losses  Allowance to Loans and Leases Outstanding  Capital Ratios  Common Equity Tier 1 Capital Ratio  Fier 1 Capital Ratio  Fotal Capital Ratio  Fotal Shareholders' Equity to Total Assets			\$	10,881,298 17,672,140 15,340,752 110,585 1,291,490 21,645 108,936 1.00 12.33 12.33 13.44	\$ \$	2019  10,759,129 17,688,845 15,488,821 110,605 1,285,948  21,782 107,672 1.00  12.46 12.46 13.57	\$	10,448,774 17,143,974 15,027,242 135,643 1,268,200 12,930 106,693 1.02 13.07 13.07 14.21	\$ \$	10,231,062 16,991,734 14,843,335 185,662 1,253,327 13,798 108,690 1.06
Galance Sheet Totals  Loans and Leases  Fotal Assets  Fotal Deposits  Other Debt  Fotal Shareholders' Equity  Asset Quality  Non-Performing Assets  Allowance for Loan and Lease Losses  Allowance to Loans and Leases Outstanding  Capital Ratios  Common Equity Tier 1 Capital Ratio  Fier 1 Capital Ratio  Fotal Capital Ratio  Fotal Capital Ratio  Fotal Shareholders' Equity to Total Assets  Fangible Common Equity to Tangible Assets  Fangible Common Equity to Tangible Assets			\$	2019  10,881,298 17,672,140 15,340,752 110,585 1,291,490  21,645 108,936 1.00  12.33 12.33 13.44 7.32 7.31 7.14	\$ \$	2019 10,759,129 17,688,845 15,488,821 110,605 1,285,948 21,782 107,672 1.00 12.46 12.46 13.57 7.36 7.27 7.10	\$	10,448,774 17,143,974 15,027,242 135,643 1,268,200 12,930 106,693 1.02 13.07 13.07 14.21 7.60 7.40 7.23	\$ \$	10,231,062 16,991,734 14,843,335 185,662 1,253,327 13,798 108,690 1.06 13.20 13.20 14.38 7.55 7.38 7.20
Balance Sheet Totals  Loans and Leases  Total Assets  Total Deposits  Other Debt  Total Shareholders' Equity  Asset Quality  Non-Performing Assets Allowance for Loan and Lease Losses Allowance to Loans and Leases Outstanding  Capital Ratios  Common Equity Tier 1 Capital Ratio  Tier 1 Capital Ratio  Total Capital Ratio  Total Capital Ratio  Total Shareholders' Equity to Total Assets  Tangible Common Equity to Tangible Assets  Tangible Common Equity to Tangible Assets			\$	2019  10,881,298 17,672,140 15,340,752 110,585 1,291,490  21,645 108,936 1.00  12.33 12.33 12.33 13.44 7.32 7.31	\$ \$	2019 10,759,129 17,688,845 15,488,821 110,605 1,285,948 21,782 107,672 1.00 12.46 12.46 13.57 7.36 7.27	\$	10,448,774 17,143,974 15,027,242 135,643 1,268,200 12,930 106,693 1.02 13.07 13.07 14.21 7.60 7.40	\$ \$	10,231,062 16,991,734 14,843,335 185,662 1,253,327 13,798 108,690 1.06 13.20 13.20 14.38 7.55 7.38
Balance Sheet Totals Loans and Leases Fotal Assets Fotal Deposits Other Debt Fotal Shareholders' Equity  Asset Quality Non-Performing Assets Allowance for Loan and Lease Losses Allowance to Loans and Leases Outstanding  Capital Ratios Common Equity Tier 1 Capital Ratio Fotal Capital Ratio Fotal Capital Ratio Fotal Capital Ratio Fotal Shareholders' Equity to Total Assets Fangible Common Equity to Tangible Assets Fangible Common Equity to Risk-Weighted Assets  Non-Financial Data			\$	2019  10,881,298 17,672,140 15,340,752 110,585 1,291,490  21,645 108,936 1.00  12.33 12.33 12.33 13.44 7.32 7.31 7.14 12.10	\$ \$	2019 10,759,129 17,688,845 15,488,821 110,605 1,285,948 21,782 107,672 1.00 12.46 13.57 7.36 7.27 7.10 12.17	\$	10,448,774 17,143,974 15,027,242 135,643 1,268,200 12,930 106,693 1.02 13.07 13.07 14.21 7.60 7.40 7.23 12.52	\$ \$	10,231,062 16,991,734 14,843,335 185,662 1,253,327 13,798 108,690 1.06 13.20 14.38 7.55 7.38 7.20 12.56
Balance Sheet Totals Loans and Leases Total Assets Total Deposits Other Debt Total Shareholders' Equity  Asset Quality Non-Performing Assets Allowance for Loan and Lease Losses			\$	2019  10,881,298 17,672,140 15,340,752 110,585 1,291,490  21,645 108,936 1.00  12.33 12.33 13.44 7.32 7.31 7.14	\$ \$	2019 10,759,129 17,688,845 15,488,821 110,605 1,285,948 21,782 107,672 1.00 12.46 12.46 13.57 7.36 7.27 7.10	\$	10,448,774 17,143,974 15,027,242 135,643 1,268,200 12,930 106,693 1.02 13.07 13.07 14.21 7.60 7.40 7.23	\$ \$	10,231,062 16,991,734 14,843,335 185,662 1,253,327 13,798 108,690 1.06 13.20 13.20 14.38 7.55 7.38 7.20

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

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

 $<sup>^{3}\,</sup>$  Dividend payout ratio is defined as dividends declared per share divided by basic earnings per share.

<sup>&</sup>lt;sup>4</sup> Tangible common equity to tangible assets and tangible common equity to risk-weighted assets are Non-GAAP financial measures. See Table 2 "Reconciliation of Non-GAAP Financial Measures." Note: Common Equity Tier 1 and Tier 1 Capital Ratios were revised from 13.19% and Tangible Common Equity to Risk-Weighted Assets was revised from 12.55% as of September 30, 2018.

### **Reconciliation of Non-GAAP Financial Measures**

		September 30,		June 30,		December 31,		September 30,
(dollars in thousands)		2019		2019		2018		2018
Total Shareholders' Equity	\$	1,291,490	\$	1,285,948	\$	1,268,200	\$	1,253,327
Less: Goodwill	Ψ	31,517	Ψ	31,517	Ψ	31,517	Ψ	31,517
Tangible Common Equity	\$	1,259,973	\$	1,254,431	\$	1,236,683	\$	1,221,810
Total Assets	\$	17,672,140	\$	17,688,845	\$	17,143,974	\$	16,991,734
Less: Goodwill	·	31,517		31,517		31,517	·	31,517
Tangible Assets	\$	17,640,623	\$	17,657,328	\$	17,112,457	\$	16,960,217
Risk-Weighted Assets, determined in accordance								
with prescribed regulatory requirements	\$	10,416,560	\$	10,309,085	\$	9,878,904	\$	9,731,082
Total Shareholders' Equity to Total Assets		7.31%		7.27%		7.40%		7.38%
Tangible Common Equity to Tangible Assets (Non-GAAP)		7.14%		7.10%		7.23%		7.20%
Tier 1 Capital Ratio		12.33%		12.46%		13.07%		13.20%
Tangible Common Equity to Risk-Weighted Assets (Non-GAAP)		12.10%		12.17%		12.52%		12.56%

Note: Risk-Weighted Assets was revised from \$9,732,618, Tier 1 Capital Ratio was revised from 13.19%, and Tangible Common Equity to Risk-Weighted Assets was revised from 12.55% as of September 30, 2018.

Table 2

**Consolidated Statements of Income** 

_	_			_	
_	Γa	h	Δ	3	

		TI	hree	Months Ende	ed			Nine Mon	ths	Ended
	Se	ptember 30,		June 30,	Se	ptember 30,		Septen	nber	30,
(dollars in thousands, except per share amounts)		2019		2019		2018		2019		2018
Interest Income										
Interest and Fees on Loans and Leases	\$	110,877	\$	110,401	\$	104,248	\$	329,789	\$	303,193
Income on Investment Securities										
Available-for-Sale		17,512		15,072		12,588		46,016		37,109
Held-to-Maturity		18,796		22,149		20,821		62,866		62,828
Deposits		9		9		10		33		24
Funds Sold		656		730		1,393		2,830		2,996
Other		233		210		364		762		1,005
Total Interest Income		148,083		148,571		139,424		442,296		407,155
Interest Expense										
Deposits		18,055		18,628		10,931		51,967		27,971
Securities Sold Under Agreements to Repurchase		4,257		4,623		4,667		13,451		13,848
Funds Purchased		146		512		33		815		169
Short-Term Borrowings		1		1		28		38		57
Other Debt		728		710		838		2,195		2,731
Total Interest Expense		23,187		24,474		16,497		68,466		44,776
Net Interest Income		124,896		124,097		122,927		373,830		362,379
Provision for Credit Losses		4,250		4,000		3,800		11,250		11,425
Net Interest Income After Provision for Credit Losses		120,646		120,097		119,127		362,580		350,954
Noninterest Income		•		·		·				
Trust and Asset Management		10,930		11,385		10,782		33,076		33,319
Mortgage Banking		4,864		3,336		1,965		10,487		6,289
Service Charges on Deposit Accounts		7,592		7,283		7,255		22,239		21,249
Fees, Exchange, and Other Service Charges		14,900		14,252		14,173		43,360		42,906
Investment Securities Gains (Losses), Net		(1,469)		(776)		(729)		(3,080)		(3,097)
Annuity and Insurance		1,278		1,806		1,360		5,662		4,413
Bank-Owned Life Insurance		1,647		1,779		1,620		5,136		5,258
Other		6,765		6,385		5,056		18,756		16,478
Total Noninterest Income		46,507		45,450		41,482		135,636		126,815
Noninterest Expense		•		•		,		,		,
Salaries and Benefits		54,345		53,511		51,782		164,442		158,352
Net Occupancy		8,803		8,579		8,702		24,976		25,824
Net Equipment		7,637		6,895		6,116		21,365		17,488
Data Processing		4,676		4,727		4,241		13,929		12,695
Professional Fees		2,184		2,177		2,206		6,814		7,525
FDIC Insurance		1,257		1,290		2,057		3,816		6,396
Other		21,447		15,546		15,434		50,789		47,433
Total Noninterest Expense		100,349		92,725		90,538		286,131		275,713
Income Before Provision for Income Taxes		66,804		72,822		70,071		212,085		202,056
Provision for Income Taxes		14,752		15,903		13,138		44,315		36,365
Net Income	\$	52,052	\$	56,919	\$	56,933	\$	167,770	\$	165,691
Basic Earnings Per Share	\$	1.30	\$	1.40	\$	1.37	\$	4.14	\$	3.96
Diluted Earnings Per Share	\$	1.29	\$	1.40	\$	1.36	\$	4.11	\$	3.93
Dividends Declared Per Share		0	*	5	~		7		+	3.00
		0.65	\$	0.65	\$	0.60	\$	1.92	\$	1.72
Basic Weighted Average Shares	\$	0.65 40,190,508	\$	0.65 40,541,594	\$	0.60 41,620,776	\$	1.92 40,554,036	\$	1.72 41,846,080

## **Consolidated Statements of Comprehensive Income**

		7	Γhre	e Months Ende	d		Nine Mon	ths I	Ended
	Sep	tember 30,		June 30,	Se	eptember 30,	 Septen	nber	30,
(dollars in thousands)		2019		2019		2018	2019		2018
Net Income	\$	52,052	\$	56,919	\$	56,933	\$ 167,770	\$	165,691
Other Comprehensive Income (Loss), Net of Tax:									
Net Unrealized Gains (Losses) on Investment Securities		5,405		16,209		(5,599)	28,533		(17,694)
Defined Benefit Plans		245		245		216	736		648
Other Comprehensive Income (Loss)		5,650		16,454		(5,383)	29,269		(17,046)
Comprehensive Income	\$	57,702	\$	73,373	\$	51,550	\$ 197,039	\$	148,645

Table 4

	S	eptember 30,	June 30,	December 31,	September 30,
(dollars in thousands)		2019	2019	2018	2018
Assets					
Interest-Bearing Deposits in Other Banks	\$	2,946	\$ 3,859	\$ 3,028	\$ 3,725
Funds Sold		108,446	204,340	198,860	104,199
Investment Securities					
Available-for-Sale		2,594,394	2,649,949	2,007,942	2,049,687
Held-to-Maturity (Fair Value of \$2,972,273; \$2,973,229; \$3,413,994; and \$3,549,235)		2,946,910	2,959,611	3,482,092	3,664,487
Loans Held for Sale		36,720	22,706	10,987	18,063
Loans and Leases		10,881,298	10,759,129	10,448,774	10,231,062
Allowance for Loan and Lease Losses		(108,936)	(107,672)	(106,693)	(108,690)
Net Loans and Leases		10,772,362	10,651,457	10,342,081	10,122,372
Total Earning Assets		16,461,778	16,491,922	16,044,990	15,962,533
Cash and Due from Banks		259,492	282,164	324,081	227,049
Premises and Equipment, Net		179,453	169,671	151,837	142,928
Operating Lease Right-of-Use Assets		101,005	103,336	-	-
Accrued Interest Receivable		47,897	49,726	51,230	54,839
Foreclosed Real Estate		2,939	2,737	1,356	1,909
Mortgage Servicing Rights		24,408	24,233	24,310	24,463
Goodwill		31,517	31,517	31,517	31,517
Bank-Owned Life Insurance		286,936	285,295	283,771	282,637
Other Assets		276,715	248,244	230,882	263,859
Total Assets	\$		\$ 17,688,845	\$ 17,143,974	\$ 16,991,734
Interest-Bearing Demand Savings Time  Total Deposits  Short-Term Borrowings  Securities Sold Under Agreements to Repurchase Other Debt Operating Lease Liabilities Retirement Benefits Payable Accrued Interest Payable Taxes Payable and Deferred Taxes		3,000,865 6,141,098 1,806,083 15,340,752 - 604,299 110,585 108,264 39,682 8,435 21,089	3,033,066 6,004,528 1,922,976 15,488,821 - 504,299 110,605 110,483 40,047 9,454 21,337	3,002,925 5,539,199 1,745,522 15,027,242 199 504,296 135,643 - 40,494 8,253 19,736	2,975,069 5,444,053 1,745,232 14,843,335 629 504,293 185,662 - 36,288 7,689 15,549
Other Liabilities		147,544	117,851	139,911	144,962
Total Liabilities		16,380,650	16,402,897	15,875,774	15,738,407
Shareholders' Equity				·	
Common Stock (\$.01 par value; authorized 500,000,000 shares;					
issued / outstanding: September 30, 2019 - 58,176,305 / 40,359,259;					
June 30, 2019 - 58,175,367 / 40,687,719; December 31, 2018 - 58,063,689 / 41,499,898;					
and September 30, 2018 - 58,070,578 / 41,809,551)		579	579	577	577
Capital Surplus		580,200	577,346	571,704	569,223
Accumulated Other Comprehensive Loss		(21,774)	(27,424)		(59,238)
Retained Earnings		1,730,437	1,704,993	1,641,314	1,612,998
Treasury Stock, at Cost (Shares: September 30, 2019 - 17,817,046; June 30, 2019 - 17,487	7 6/18·	1,730,737	1,104,993	1,071,014	1,012,990
·	,040,	(007.050)	(000 540)	(004.050)	(070,000)
December 31, 2018 - 16,563,791; and September 30, 2018 - 16,261,027)		(997,952)	(969,546)	, ,	(870,233)
Total Shareholders' Equity	<u>.</u>	1,291,490	1,285,948	1,268,200	1,253,327 \$ 16,991,734
Total Liabilities and Shareholders' Equity	\$	17,672,140			43,974

## **Consolidated Statements of Shareholders' Equity**

				Accum.			_
				Other			
				Compre-			
				hensive			
	Common Shares	Common	Capital	Income	Retained	Treasury	
(dollars in thousands)	Outstanding	Stock	Surplus	(Loss)	Earnings	Stock	Total
Balance as of December 31, 2018	41,499,898	\$ 577	\$ 571,704	\$ (51,043)	\$ 1,641,314	\$ (894,352)	\$ 1,268,200
Net Income	-	-	-	-	167,770	-	167,770
Other Comprehensive Income	-	-	-	29,269	-	-	29,269
Share-Based Compensation	-	-	6,662	-	-	-	6,662
Common Stock Issued under Purchase and Equity							
Compensation Plans	200,984	2	1,834	-	(109)	4,275	6,002
Common Stock Repurchased	(1,341,623)	-	-	-	-	(107,875)	(107,875)
Cash Dividends Declared (\$1.92 per share)	-	-	-	-	(78,538)	-	(78,538)
Balance as of September 30, 2019	40,359,259	\$ 579	\$ 580,200	\$ (21,774)	\$ 1,730,437	\$ (997,952)	\$ 1,291,490
Balance as of December 31, 2017	42,401,443	\$ 576	\$ 561,161	\$ (34,715)	\$ 1,512,218	\$ (807,372)	\$ 1,231,868
Net Income	-	-	-	-	165,691	-	165,691
Other Comprehensive Loss	-	-	-	(17,046)	-	-	(17,046)
Reclassification of the Income Tax Effects of the							
Tax Cuts and Jobs Act from AOCI	-	-	-	(7,477)	7,477	-	-
Share-Based Compensation	-	-	6,208	-	-	-	6,208
Common Stock Issued under Purchase and Equity							
Compensation Plans	203,289	1	1,854	-	251	4,127	6,233
Common Stock Repurchased	(795,181)	-	-	-	-	(66,988)	(66,988)
Cash Dividends Declared (\$1.72 per share)	-	-	-	-	(72,639)	-	(72,639)
Balance as of September 30, 2018	41,809,551	\$ 577	\$ 569,223	\$ (59,238)	\$ 1,612,998	\$ (870,233)	\$ 1,253,327

		onths End				lonths Ende	ed		lonths End	
	-	nber 30, 201				e 30, 2019			nber 30, 201	
Adallana to as the as	Average	Income/			Average	Income/	Yield/	Average	Income/	
(dollars in millions)	Balance	Expense	Rate		Balance	Expense	Rate	Balance	Expense	Rate
Earning Assets	Φ 0.4	Φ.	4.40	ο, φ	0.0	Φ.	4.05	o/	Φ.	4.00
Interest-Bearing Deposits in Other Banks	\$ 3.1	•		% \$	2.9	•	1.25		•	1.09
Funds Sold	121.1	0.7	2.12		123.6	0.8	2.34	281.9	1.4	1.93
Investment Securities										
Available-for-Sale										
Taxable	2,647.9	17.1	2.59		2,004.3	14.3	2.87	1,512.1	9.5	2.51
Non-Taxable	42.6	0.5	4.45		86.8	0.9	4.15	567.5	3.9	2.75
Held-to-Maturity										
Taxable	2,873.7	18.5	2.57		3,358.0	21.0	2.50	3,413.7	19.3	2.26
Non-Taxable	65.2	0.4	2.72		193.0	1.5	3.08	236.1	1.9	3.16
Total Investment Securities	5,629.4	36.5	2.59		5,642.1	37.7	2.68	5,729.4	34.6	2.41
Loans Held for Sale	24.3	0.2	3.94		18.7	0.2	4.05	14.9	0.2	4.45
Loans and Leases <sup>1</sup>										
Commercial and Industrial	1,383.8	14.4	4.14		1,385.7	14.9	4.31	1,279.4	13.0	4.04
Commercial Mortgage	2,423.7	26.2	4.28		2,386.3	25.9	4.35	2,180.5	23.0	4.19
Construction	126.0	1.6	5.10		125.3	1.7	5.51	187.0	2.2	4.65
Commercial Lease Financing	161.8	1.0	2.57		159.9	1.0	2.49	175.0	1.0	2.30
Residential Mortgage	3,809.6	36.5	3.83		3,730.4	36.0	3.87	3,563.5	34.0	3.82
Home Equity	1,689.2	16.1	3.79		1,694.9	16.2	3.83	1,622.4	15.7	3.83
Automobile	707.0	6.4	3.59		688.5	6.2	3.62	606.3	5.9	3.84
Other <sup>2</sup>	469.6	8.5	7.16		460.6	8.4	7.33	467.8	9.3	7.90
Total Loans and Leases	10,770.7	110.7	4.09		10,631.6	110.3	4.16	10,081.9	104.1	4.11
Other	35.0	0.3	2.66		35.0	0.2	2.40	38.9	0.4	3.74
Total Earning Assets <sup>3</sup>	16,583.6	148.4	3.56		16,453.9	149.2	3.63	16,150.6	140.7	3.47
Cash and Due from Banks	231.5				241.6			252.1		
Other Assets	790.3				785.2			612.6		
Total Assets	\$ 17,605.4			\$	17,480.7			\$ 17,015.3		
Interest-Bearing Liabilities										
Interest-Bearing Deposits										
Demand	\$ 2,950.2	1.1	0.15	\$	2,902.5	1.4	0.19	\$ 2,999.5	1.3	0.17
Savings	6,122.0	8.8	0.57		6,002.0	8.9	0.60	5,482.4	3.8	0.28
Time	1,851.0	8.2	1.75		1,866.6	8.3	1.79	1,683.0	5.8	1.37
Total Interest-Bearing Deposits	10,923.2	18.1	0.66		10,771.1	18.6	0.69	10,164.9	10.9	0.43
Short-Term Borrowings	27.1	0.1	2.13		82.3	0.5	2.46	11.6	0.1	2.06
Securities Sold Under Agreements to Repurchase	513.8	4.3	3.24		504.3	4.7	3.63	504.3	4.7	3.62
Other Debt	110.6	0.7	2.62		110.6	0.7	2.57	208.5	0.8	1.60
Total Interest-Bearing Liabilities	11,574.7	23.2	0.79		11,468.3	24.5	0.85	10,889.3	16.5	0.60
Net Interest Income	•	\$ 125.2			·	\$ 124.7		•	\$ 124.2	
Interest Rate Spread	:		2.77	%	:		2.78	%		2.87

			lonths Ended				onths Ended	
		•	mber 30, 2019				nber 30, 2018	
		Average	Income/	Yield/		Average	Income/	Yield/
(dollars in millions)		Balance	Expense	Rate		Balance	Expense	Rate
Earning Assets					_			
Interest-Bearing Deposits in Other Banks	\$	3.0		1.49 %	\$	3.2		0.99
Funds Sold		161.7	2.8	2.31		224.3	3.0	1.76
Investment Securities								
Available-for-Sale								
Taxable		2,086.5	43.0	2.75		1,556.9	27.6	2.36
Non-Taxable		135.3	3.8	3.73		585.1	12.1	2.76
Held-to-Maturity								
Taxable		3,199.9	59.9	2.50		3,504.8	58.4	2.22
Non-Taxable		163.5	3.8	3.08		237.0	5.6	3.17
Total Investment Securities		5,585.2	110.5	2.64		5,883.8	103.7	2.35
Loans Held for Sale		18.5	0.6	4.06		14.6	0.5	4.23
Loans and Leases <sup>1</sup>								
Commercial and Industrial		1,375.9	44.6	4.33		1,289.3	37.6	3.90
Commercial Mortgage		2,373.9	76.9	4.33		2,133.8	65.5	4.10
Construction		133.8	5.2	5.22		186.6	6.5	4.64
Commercial Lease Financing		160.9	3.0	2.45		178.0	3.0	2.25
Residential Mortgage		3,740.5	108.0	3.85		3,523.1	100.9	3.82
Home Equity		1,691.4	48.4	3.83		1,610.2	45.4	3.77
Automobile		688.0	18.6	3.62		574.1	17.1	3.99
Other <sup>2</sup>		459.9	24.8	7.21		455.4	26.9	7.89
Total Loans and Leases		10,624.3	329.5	4.14		9,950.5	302.9	4.07
Other		35.2	0.8	2.89		39.8	1.0	3.37
Total Earning Assets <sup>3</sup>		16,427.9	444.2	3.61		16,116.2	411.1	3.41
Cash and Due from Banks		237.9	777.2	3.01		244.0	711.1	5.41
Other Assets		776.3				604.9		
Total Assets	\$	17,442.1			\$	16,965.1		
Total Assets	Ψ	17,442.1			Ψ	10,903.1		
Interest-Bearing Liabilities								
Interest-Bearing Deposits								
Demand	\$	2,930.9	4.0	0.18	\$	2,982.5	3.2	0.15
Savings		5,962.9	24.4	0.55		5,414.1	9.1	0.22
Time		1,807.6	23.6	1.75		1,700.6	15.7	1.23
Total Interest-Bearing Deposits		10,701.4	52.0	0.65		10,097.2	28.0	0.37
Short-Term Borrowings		46.8	0.9	2.40		17.2	0.2	1.73
Securities Sold Under Agreements to Repurchase		507.5	13.4	3.50		504.9	13.9	3.62
Other Debt		113.7	2.2	2.58		233.6	2.7	1.56
Total Interest-Bearing Liabilities		11,369.4	68.5	0.80		10,852.9	44.8	0.55
Net Interest Income			\$ 375.7			·	\$ 366.3	
Interest Rate Spread		=		2.81 %		=		2.86
Net Interest Margin				3.05 %				3.04
Noninterest-Bearing Demand Deposits		4,454.9		5.55 /0		4,653.2		0.04
Other Liabilities		342.0				4,055.2 216.4		
Shareholders' Equity		342.0 1,275.8				1,242.6		
Total Liabilities and Shareholders' Equity	\$	17,442.1			\$	16,965.1		

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

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

<sup>&</sup>lt;sup>3</sup> Interest income includes taxable-equivalent basis adjustments, based upon a federal statutory tax rate of 21%, of \$1,878,000 and \$3,907,000 for the nine months ended September 30, 2019 and September 30, 2018, respectively.

	TI	ree Months End	ed September 30,	2019
		Compared t	o June 30, 2019	
(dollars in millions)		Volume <sup>1</sup>	Rate 1	Total
Change in Interest Income:				
Funds Sold	\$	- \$	(0.1) \$	(0.1)
Investment Securities				
Available-for-Sale				
Taxable		4.3	(1.5)	2.8
Non-Taxable		(0.5)	0.1	(0.4)
Held-to-Maturity				
Taxable		(3.0)	0.5	(2.5)
Non-Taxable		(0.9)	(0.2)	(1.1)
Total Investment Securities		(0.1)	(1.1)	(1.2)
Loans and Leases				
Commercial and Industrial		(0.1)	(0.4)	(0.5)
Commercial Mortgage		0.6	(0.3)	0.3
Construction		-	(0.1)	(0.1)
Residential Mortgage		0.8	(0.3)	0.5
Home Equity		-	(0.1)	(0.1)
Automobile		0.2	-	0.2
Other <sup>2</sup>		0.2	(0.1)	0.1
Total Loans and Leases		1.7	(1.3)	0.4
Other		-	0.1	0.1
Total Change in Interest Income		1.6	(2.4)	(8.0)
Change in Interest Expense:				
Interest-Bearing Deposits				
Demand		-	(0.3)	(0.3)
Savings		0.2	(0.3)	(0.1)
Time		-	(0.1)	(0.1)
Total Interest-Bearing Deposits		0.2	(0.7)	(0.5)
Short-Term Borrowings		(0.3)	(0.1)	(0.4)
Securities Sold Under Agreements to Repurchase		0.1	(0.5)	(0.4)
Total Change in Interest Expense		-	(1.3)	(1.3)
Change in Net Interest Income	\$	1.6 \$	(1.1) \$	0.5

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

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

Table 8b

	TI	hree Months End	led September 30,	2019
		Compared to S	September 30, 201	8
(dollars in millions)		Volume <sup>1</sup>	Rate 1	Total
Change in Interest Income:				
Funds Sold	\$	(0.9) \$	0.2 \$	(0.7)
Investment Securities				
Available-for-Sale				
Taxable		7.3	0.3	7.6
Non-Taxable		(4.9)	1.5	(3.4)
Held-to-Maturity				
Taxable		(3.2)	2.4	(0.8)
Non-Taxable		(1.3)	(0.2)	(1.5)
Total Investment Securities		(2.1)	4.0	1.9
Loans Held for Sale		0.1	(0.1)	-
Loans and Leases				
Commercial and Industrial		1.1	0.3	1.4
Commercial Mortgage		2.6	0.6	3.2
Construction		(8.0)	0.2	(0.6)
Commercial Lease Financing		(0.1)	0.1	-
Residential Mortgage		2.4	0.1	2.5
Home Equity		0.6	(0.2)	0.4
Automobile		0.9	(0.4)	0.5
Other <sup>2</sup>		0.1	(0.9)	(0.8)
Total Loans and Leases		6.8	(0.2)	6.6
Other		-	(0.1)	(0.1)
Total Change in Interest Income		3.9	3.8	7.7
Change in Interest Expense:				
Interest-Bearing Deposits				
Demand		-	(0.2)	(0.2)
Savings		0.5	4.5	5.0
Time		0.6	1.8	2.4
Total Interest-Bearing Deposits		1.1	6.1	7.2
Securities Sold Under Agreements to Repurchase		0.1	(0.5)	(0.4)
Other Debt		(0.5)	0.4	(0.1)
Total Change in Interest Expense		0.7	6.0	6.7
Change in Net Interest Income	\$	3.2 \$	(2.2) \$	1.0

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

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

	Nine Months Ende	ed September 30,	2019
	 Compared to S	September 30, 201	8
(dollars in millions)	Volume <sup>1</sup>	Rate 1	Total
Change in Interest Income:			
Funds Sold	\$ (1.0) \$	0.8 \$	(0.2)
Investment Securities			
Available-for-Sale			
Taxable	10.4	5.0	15.4
Non-Taxable	(11.5)	3.2	(8.3)
Held-to-Maturity			
Taxable	(5.3)	6.8	1.5
Non-Taxable	(1.7)	(0.1)	(1.8)
Total Investment Securities	(8.1)	14.9	6.8
Loans Held for Sale	0.1	-	0.1
Loans and Leases			
Commercial and Industrial	2.6	4.4	7.0
Commercial Mortgage	7.6	3.8	11.4
Construction	(2.0)	0.7	(1.3)
Commercial Lease Financing	(0.3)	0.3	-
Residential Mortgage	6.3	0.8	7.1
Home Equity	2.3	0.7	3.0
Automobile	3.2	(1.7)	1.5
Other <sup>2</sup>	0.3	(2.4)	(2.1)
Total Loans and Leases	20.0	6.6	26.6
Other	(0.1)	(0.1)	(0.2)
Total Change in Interest Income	10.9	22.2	33.1
Change in Interest Expense:			
Interest-Bearing Deposits			
Demand	-	0.8	0.8
Savings	1.0	14.3	15.3
Time	1.0	6.9	7.9
Total Interest-Bearing Deposits	2.0	22.0	24.0
Short-Term Borrowings	0.5	0.2	0.7
Securities Sold Under Agreements to Repurchase	0.1	(0.6)	(0.5)
Other Debt	 (1.8)	1.3	(0.5)
Total Change in Interest Expense	 0.8	22.9	23.7
Change in Net Interest Income	\$ 10.1 \$	(0.7) \$	9.4

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

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

Salaries and Benefits

Table 9

		Thr	 Nine Months Ended					
	Sept	ember 30,	June 30,	September 30,	Septemb	er 30,		
(dollars in thousands)		2019	2019	2018	2019	2018		
Salaries	\$	33,458 \$	32,834	\$ 33,308	\$ 98,772	99,281		
Incentive Compensation		5,681	5,464	5,378	17,049	14,972		
Share-Based Compensation		2,025	1,994	2,153	7,098	6,657		
Commission Expense		1,760	1,704	1,034	4,394	3,260		
Retirement and Other Benefits		4,185	4,580	3,925	13,872	12,944		
Payroll Taxes		2,519	2,643	2,372	9,409	9,112		
Medical, Dental, and Life Insurance		3,908	3,926	3,616	12,299	10,897		
Separation Expense		809	366	(4)	1,549	1,229		
Total Salaries and Benefits	\$	54,345 \$	53,511	\$ 51,782	\$ 164,442	158,352		

## Loan and Lease Portfolio Balances

Table 10

	S	September 30,	June 30,	March 31,	December 31,	September 30,
(dollars in thousands)		2019	2019	2019	2018	2018
Commercial						
Commercial and Industrial	\$	1,361,011	\$ 1,408,729	\$ 1,331,345	\$ 1,331,149	\$ 1,314,609
Commercial Mortgage		2,477,296	2,411,289	2,381,213	2,302,356	2,237,020
Construction		154,754	119,228	132,775	170,061	176,447
Lease Financing		163,672	163,070	154,919	176,226	172,232
Total Commercial		4,156,733	4,102,316	4,000,252	3,979,792	3,900,308
Consumer						
Residential Mortgage		3,846,511	3,785,006	3,702,553	3,673,796	3,596,627
Home Equity		1,681,951	1,694,577	1,698,666	1,681,442	1,625,208
Automobile		713,424	703,523	676,730	658,133	625,086
Other <sup>1</sup>		482,679	473,707	470,408	455,611	483,833
Total Consumer	•	6,724,565	6,656,813	6,548,357	6,468,982	6,330,754
Total Loans and Leases	\$	10,881,298	\$ 10,759,129	\$ 10,548,609	\$ 10,448,774	\$ 10,231,062

## Deposits

	S	eptember 30,	June 30,	March 31,	December 31,	,	September 30,
(dollars in thousands)		2019	2019	2019	2018		2018
Consumer	\$	7,893,454	\$ 7,880,284	\$ 7,944,793	\$ 7,726,731	\$	7,627,527
Commercial		6,153,492	6,178,984	6,162,042	6,098,186		5,967,343
Public and Other		1,293,806	1,429,553	1,160,475	1,202,325		1,248,465
Total Deposits	\$	15,340,752	\$ 15,488,821	\$ 15,267,310	\$ 15,027,242	\$	14,843,335

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

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

Table 11

Non-Performing Assets and Accruing Loans and Leases F								Table
(dollars in thousands)	S	eptember 30, 2019	June 30, 2019		March 31, 2019	D	ecember 31, 2018	September 3 20
Non-Performing Assets								
Non-Accrual Loans and Leases								
Commercial								
Commercial and Industrial	\$	573	\$ 552	\$	393	\$	542	\$ 1,20
Commercial Mortgage		11,088	11,310		5,911		2,040	65
Total Commercial		11,661	11,862		6,304		2,582	1,85
Consumer								
Residential Mortgage		4,258	4,697		5,599		5,321	6,35
Home Equity		2,787	2,486		2,797		3,671	3,67
Total Consumer		7,045	7,183		8,396		8,992	10,03
Total Non-Accrual Loans and Leases		18,706	19,045		14,700		11,574	11,88
Foreclosed Real Estate		2,939	2,737		3,225		1,356	1,90
Total Non-Performing Assets	\$	21,645	\$ 21,782	\$	17,925	\$	12,930	\$ 13,79
Accruing Loans and Leases Past Due 90 Days or More								
Commercial								
Commercial and Industrial	\$	81	\$ _	\$	66	\$	10	\$
Total Commercial		81	_	·	66		10	•
Consumer		-					-	
Residential Mortgage		2,032	1,859		903		2,446	2,42
Home Equity		2,320	2,981		3,381		2,684	3,11
Automobile		582	607		734		513	82
Other <sup>1</sup>		1,076	963		1,033		914	1,72
Total Consumer		6,010	6,410		6,051		6,557	8,09
Total Accruing Loans and Leases Past Due 90 Days or More	\$	6,091	\$ 6,410	\$	6,117	\$	•	\$ 8,09
Restructured Loans on Accrual Status								
and Not Past Due 90 Days or More	\$	46,178	\$ 48,563	\$	48,571	\$	48,731	\$ 49,46
Total Loans and Leases	\$	10,881,298	\$ 10,759,129	\$	10,548,609	\$	10,448,774	\$ 10,231,06
Ratio of Non-Accrual Loans and Leases to Total Loans and Leases		0.17%	0.18%		0.14%		0.11%	0.12
Ratio of Non-Performing Assets to Total Loans and Leases								
and Foreclosed Real Estate		0.20%	0.20%		0.17%		0.12%	0.13
Ratio of Commercial Non-Performing Assets to Total Commercial Loans								
and Leases and Commercial Foreclosed Real Estate		0.28%	0.29%		0.16%		0.06%	0.05
Ratio of Consumer Non-Performing Assets to Total Consumer Loans								
and Leases and Consumer Foreclosed Real Estate		0.15%	0.15%		0.18%		0.16%	0.19
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		0.25%	0.26%		0.23%		0.19%	0.21
Quarter to Quarter Changes in Non-Performing Assets								
Balance at Beginning of Quarter	\$	21,782	\$ 17,925	\$	12,930	\$	13,798	\$ 15,15
Additions		1,035	6,186		8,217		4,509	2,03
Reductions								
Payments		(984)	(441)		(989)		(3,759)	(41
Return to Accrual Status		-	(1,344)		(316)		(605)	(1,42
Sales of Foreclosed Real Estate		-	(374)		-		(653)	(1,30
Charge-offs/Write-downs		(188)	 (170)		(1,917)		(360)	(25
Total Paduations			<del></del>		(0.000)		(5.033)	(2.20
Total Reductions		(1,172)	(2,329)		(3,222)		(5,377)	(3,38

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

Reserve for Credit Losses \_\_\_\_\_ Table 12

		Th	ree	Months End	led			Nine Mont	hs	Ended
	Se	eptember 30,		June 30,	Se	ptember 30,		Septem	ber	30,
(dollars in thousands)		2019		2019		2018		2019		2018
Balance at Beginning of Period	\$	114,494	\$	112,845	\$	115,010	\$	113,515		114,168
Loans and Leases Charged-Off										
Commercial										
Commercial and Industrial		(239)		(206)		(449)		(815)		(1,140)
Commercial Mortgage		-		-		-		(1,616)		-
Consumer										
Residential Mortgage		(7)		(51)		-		(62)		(100)
Home Equity		(215)		(145)		(124)		(655)		(259)
Automobile		(1,696)		(1,691)		(2,114)		(5,140)		(5,883)
Other <sup>1</sup>		(3,598)		(3,036)		(3,340)		(9,424)		(10,294)
Total Loans and Leases Charged-Off		(5,755)		(5,129)		(6,027)		(17,712)		(17,676)
Recoveries on Loans and Leases Previously Charged-Off										
Commercial										
Commercial and Industrial		318		401		542		1,220		1,236
Consumer										
Residential Mortgage		649		95		261		1,228		695
Home Equity		428		746		558		1,762		1,634
Automobile		660		908		616		2,449		1,953
Other <sup>1</sup>		714		628		752		2,046		2,077
Total Recoveries on Loans and Leases Previously Charged-Off		2,769		2,778		2,729		8,705		7,595
Net Loans and Leases Charged-Off		(2,986)		(2,351)		(3,298)		(9,007)		(10,081)
Provision for Credit Losses		4,250		4,000		3,800		11,250		11,425
Provision for Unfunded Commitments		-		-		-		-		-
Balance at End of Period <sup>2</sup>	\$	115,758	\$	114,494	\$	115,512	\$	115,758	\$	115,512
Components	•	400.000	•	407.070	•	400.000	•	100.000		100.000
Allowance for Loan and Lease Losses	\$	108,936	\$	107,672	\$	108,690	\$	108,936		108,690
Reserve for Unfunded Commitments		6,822		6,822		6,822		6,822		6,822
Total Reserve for Credit Losses	\$	115,758	<b>\$</b>	114,494	\$	115,512	\$	115,758	\$	115,512
Average Loans and Leases Outstanding	\$	10,770,720	\$	10,631,558	\$	10,081,886	\$ ^	10,624,311	\$	9,950,518
Ratio of Net Loans and Leases Charged-Off to										
Average Loans and Leases Outstanding (annualized)		0.11%		0.09%		0.13%		0.11%		0.14%
Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding		1.00%		1.00%		1.06%		1.00%		1.06%
Tradio of Allowanios for Loan and Lease Losses to Loans and Leases Outstanding		1.00 /0		1.00 /0		1.00 /0		1.00 /0		1.00 /0

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

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

Total Assets as of September 30, 2018

6,531,361 \$ 16,991,734

Dusiness Segments Selected i mancial infor	mation						Table 13a
				Investment			
				\$ Services and			
		Retail	Commercial	Private	Treasury	(	Consolidated
(dollars in thousands)		Banking	Banking	Banking	and Other		Total
Three Months Ended September 30, 2019							
Net Interest Income	\$	66,648	\$ 46,791	\$ 9,641	\$ 1,816	\$	124,896
Provision for Credit Losses		3,084	(130)	32	1,264		4,250
Net Interest Income After Provision for Credit Losses		63,564	46,921	9,609	552		120,646
Noninterest Income		22,964	8,739	13,663	1,141		46,507
Noninterest Expense		(59,358)	(21,330)	(15,840)	(3,821)		(100,349)
Income Before Provision for Income Taxes		27,170	34,330	7,432	(2,128)		66,804
Provision for Income Taxes		(6,547)	(8,560)	(1,959)	2,314		(14,752)
Net Income	\$	20,623	\$ 25,770	\$ 5,473	\$ 186	\$	52,052
Total Assets as of September 30, 2019	\$	6,668,902	\$ 4,145,717	\$ 324,388	\$ 6,533,133	\$	17,672,140
Three Months Ended September 30, 2018							
Net Interest Income	\$	66,927	\$ 46,240	\$ 10,574	\$ (814)	\$	122,927
Provision for Credit Losses		3,229	69	-	502		3,800
Net Interest Income After Provision for Credit Losses		63,698	46,171	10,574	(1,316)		119,127
Noninterest Income		19,814	6,241	13,526	1,901		41,482
Noninterest Expense		(51,806)	(20,242)	(15,657)	(2,833)		(90,538)
Income Before Provision for Income Taxes		31,706	32,170	8,443	(2,248)		70,071
Provision for Income Taxes		(7,943)	(7,218)	(2,226)	4,249		(13,138)
Net Income	\$	23,763	\$ 24,952	\$ 6,217	\$ 2,001	\$	56,933

6,246,126 \$

\$

3,873,454 \$

340,793 \$

Total Assets as of September 30, 2018

Dusiness Segments Selected I mancial infor				Investment				
				Services and				
	Retail		Commercial	Private		Treasury		Consolidated
(dollars in thousands)	Banking		Banking	Banking		and Other	`	Total
Nine Months Ended September 30, 2019	Danking		Danking	Danking		una Gunoi		10141
Net Interest Income	\$ 200,019	\$	139,784	\$ 29,685	\$	4,342	\$	373,830
Provision for Credit Losses	7,852	·	1,141	14	-	2,243		11,250
Net Interest Income After Provision for Credit Losses	192,167		138,643	29,671		2,099		362,580
Noninterest Income	65,305		22,738	41,767		5,826		135,636
Noninterest Expense	(163,968)		(63,545)	(49,200)		(9,418)		(286,131)
Income Before Provision for Income Taxes	93,504		97,836	22,238		(1,493)		212,085
Provision for Income Taxes	(22,883)		(22,507)	(5,862)		6,937		(44,315)
Net Income	\$ 70,621	\$	75,329	\$ 16,376	\$	5,444	\$	167,770
Total Assets as of September 30, 2019	\$ 6,668,902	\$	4,145,717	\$ 324,388	\$	6,533,133	\$	17,672,140
Nine Months Ended September 30, 2018								
Net Interest Income	\$ 197,007	\$	133,148	\$ 30,987	\$	1,237	\$	362,379
Provision for Credit Losses	10,417		(276)	(60)		1,344		11,425
Net Interest Income After Provision for Credit Losses	186,590		133,424	31,047		(107)		350,954
Noninterest Income	58,665		17,395	41,941		8,814		126,815
Noninterest Expense	(158,344)		(60,432)	(48,264)		(8,673)		(275,713)
Income Before Provision for Income Taxes	86,911		90,387	24,724		34		202,056
Provision for Income Taxes	 (21,707)		(20,782)	(6,518)		12,642		(36,365)
Net Income	\$ 65,204	\$	69,605	\$ 18,206	\$	12,676	\$	165,691

6,246,126 \$

3,873,454 \$

340,793 \$

6,531,361 \$ 16,991,734

\$

						e Months En						_
	Septe	ember 30,		June 30	•	March 31,		December 31,		Septembe		
(dollars in thousands, except per share amounts)		2019		2019	9	2019		2018		2	2018	_
Quarterly Operating Results												
Interest Income	ф	110 077		110 101		t 100 E11	đ	107.404		ф 404 <i>1</i>	240	
Interest and Fees on Loans and Leases	\$	110,877	9	110,401	,	\$ 108,511	\$	107,404		\$ 104,2	248	
Income on Investment Securities  Available-for-Sale		17,512		15,072		12 422		13,043		10	588	
		18,796		•		13,432 21,921		21,482			821	
Held-to-Maturity Deposits		10,790		22,149 9		15		10		20,0	10	
Funds Sold		656		730		1,444		727		1 :	393	
Other		233		210		319		352			364	
Total Interest Income		148,083		148,571		145,642		143,018		139,		_
Interest Expense		140,000		140,57 1		143,042		143,010		100,	727	_
Deposits Deposits		18,055		18,628		15,284		13,172		10.9	931	
Securities Sold Under Agreements to Repurchase		4,257		4,623		4,571		4,671			667	
Funds Purchased		146		512		157		440		т,	33	
Short-Term Borrowings		1 1 1		1		36		88			28	
Other Debt		728		710		757		674		;	838	
Total Interest Expense		23,187		24,474		20,805		19,045			497	-
Net Interest Income		124,896		124,097		124,837		123,973		122,9		-
Provision for Credit Losses		4,250		4,000		3,000		2,000			800	
Net Interest Income After Provision for Credit Losses		120,646		120,097		121,837		121,973		119,		
Noninterest Income		0,0.0		0,00.		,		,		,	·	-
Trust and Asset Management		10,930		11,385		10,761		10,558		10.	782	
Mortgage Banking		4,864		3,336		2,287		2,148			965	
Service Charges on Deposit Accounts		7,592		7,283		7,364		7,562			255	
Fees, Exchange, and Other Service Charges		14,900		14,252		14,208		14,576			173	
Investment Securities Gains (Losses), Net		(1,469)		(776		(835)		(841)			729)	)
Annuity and Insurance		1,278		1,806	•	2,578		1,409		•	360	
Bank-Owned Life Insurance		1,647		1,779		1,710		1,941			620	
Other		6,765		6,385		5,606		4,755			056	
Total Noninterest Income		46,507		45,450		43,679		42,108			482	-
Noninterest Expense		-,		-,		- ,		,		,		-
Salaries and Benefits		54,345		53,511		56,586		54,856		51.	782	
Net Occupancy		8,803		8,579		7,594		8,918			702	
Net Equipment		7,637		6,895		6,833		6,364			116	
Data Processing		4,676		4,727		4,526		5,151			241	
Professional Fees		2,184		2,177		2,453		2,467			206	
FDIC Insurance		1,257		1,290		1,269		1,336			057	
Other		21,447		15,546		13,796		16,819			434	
Total Noninterest Expense		100,349		92,725		93,057		95,911			538	_
Income Before Provision for Income Taxes		66,804		72,822		72,459		68,170			071	-
Provision for Income Taxes		14,752		15,903		13,660		14,259			138	
Net Income	\$	52,052	Ç	56,919	,	\$ 58,799	\$	53,911		\$ 56,	933	_
Basic Earnings Per Share	\$	1.30	9			\$ 1.44	\$				1.37	
Diluted Earnings Per Share	\$	1.29	5	1.40	;	\$ 1.43	\$	1.30		\$ 1	1.36	
Balance Sheet Totals												
Loans and Leases	\$ 10	),881,298	¢	10,759,129		\$ 10,548,609	<b>¢</b>	10,448,774		\$ 10,231,0	062	
Total Assets		7,672,140	Ψ	17,688,845		17,446,413	Ψ	17,143,974		16,991,		
Total Deposits		5,340,752		15,488,821		15,267,310		15,027,242		14,843,		
Total Shareholders' Equity		1,291,490		1,285,948		1,269,690		1,268,200		1,253,		
• •		, , , , ,		,,-		,,		, ,		,,		
Performance Ratios												
Return on Average Assets		1.17	%	1.31	%	1.38	%	1.26	%	1	1.33	(
Return on Average Shareholders' Equity		16.02		17.97		18.81		17.05		18	3.06	
<b>F</b> (()   1   1   1   1   1   1   1   1   1		EO EE		<b>54.00</b>		FF 00		F7 7F			5.07	
Efficiency Ratio <sup>1</sup>		58.55		54.69		55.22		57.75		55	J.U1	

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

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

**Hawaii Economic Trends** Table 15

	Eight Months Ended			Year Ended								
in millions; jobs in thousands)	August 31, 2019 December 31, 2018		December 31, 2017									
ławaii Economic Trends												
State General Fund Revenues <sup>1</sup>	\$	4,972.8	6.3	%	\$	6,933.1	6.9	%	\$	6,485.0	4.3	%
General Excise and Use Tax Revenue <sup>1</sup>	\$	2,442.7	6.3	%	\$	3,426.5	2.3	%	\$	3,349.8	4.5	%
Jobs <sup>2</sup>		643.1				660.0				664.5		

September 30,	December 31,			
2019	2018	2017		
2.7 %	2.5 %	2.1 %		
2.6	2.2	1.7		
3.5	2.9	2.0		
2.7	2.3	1.8		
2.7	2.3	1.7		
	2019  2.7 %  2.6  3.5  2.7	2019     2018       2.7 %     2.5 %       2.6 2.2     2.2       3.5 2.9     2.7 2.3		

	September 30,	December 31,					
(percentage change, except months of inventory)	2019	2018	2017	2016			
Housing Trends (Single Family Oahu) <sup>4</sup>							
Median Home Price	(0.5) %	4.6 %	2.7 %	5.0 %			
Home Sales Volume (units)	0.8 %	(7.7) %	6.3 %	6.5 %			
Months of Inventory	3.5	2.8	2.1	2.5			

	Monthly Visitor Arrivals,	Percentage Change
n thousands)	Not Seasonally Adjusted	from Previous Year
ourism <sup>5</sup>		
August 31, 2019	928.2	9.8
July 31, 2019	997.9	6.2
June 30, 2019	951.6	6.1
May 31, 2019	841.4	4.6
April 30, 2019	856.3	6.6
March 31, 2019	939.1	3.9
February 28, 2019	782.6	0.5
January 31, 2019	820.6	3.0
December 31, 2018	910.1	3.4
November 30, 2018	782.0	4.3
October 31, 2018	770.4	4.4
September 30, 2018	724.9	3.5
August 31, 2018	845.1	3.2
July 31, 2018	939.4	5.3
June 30, 2018	897.1	7.3
May 31, 2018	804.1	7.0
April 30, 2018	803.0	6.6
March 31, 2018	903.6	12.5
February 28, 2018	778.6	10.3
January 31, 2018	796.5	5.4
December 31, 2017	879.7	6.2
November 30, 2017	749.5	7.5
October 31, 2017	737.6	2.9
September 30, 2017	700.5	4.9
August 31, 2017	818.6	4.8
July 31, 2017	891.9	6.8
June 30, 2017	835.9	4.5
May 31, 2017	751.2	4.5
April 30, 2017	753.0	7.5
March 31, 2017	802.8	2.1
February 28, 2017	706.1	2.5
January 31, 2017	756.0	4.9

 $<sup>^{\</sup>rm 1}$  Source: Hawaii Department of Business, Economic Development & Tourism  $^{\rm 2}$  Source: U. S. Bureau of Labor Statistics

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

<sup>&</sup>lt;sup>4</sup> Source: Honolulu Board of REALTORS

<sup>&</sup>lt;sup>5</sup> Source: Hawaii Tourism Authority