NYSE: BOH

## Ah Bank of Hawaii <br> Corporation

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# Bank of Hawaii Corporation Second Quarter 2012 Financial Results 

- Diluted Earnings Per Share $\$ 0.90$
- Net Income $\$ 40.7$ Million
- Board of Directors Declares Dividend of \$0.45 Per Share
- Board of Directors Increases Repurchase Authorization by $\$ 75.0$ Million


## FOR IMMEDIATE RELEASE

HONOLULU, HI (July 23, 2012) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of $\$ 0.90$ for the second quarter of 2012 , down from $\$ 0.95$ in the previous quarter, and up from $\$ 0.74$ in the same quarter last year. Net income for the second quarter of 2012 was $\$ 40.7$ million, a decrease of $\$ 3.1$ million or 7.0 percent compared with net income of $\$ 43.8$ million in the first quarter of 2012 , and up $\$ 5.6$ million or 15.9 percent from net income of $\$ 35.1$ million in the second quarter of 2011.

Loan and lease balances increased to $\$ 5.7$ billion during the second quarter of 2012, up 1.3 percent compared with the end of the first quarter of 2012 and up 6.0 percent compared with the end of the same quarter last year. Deposit growth continued, increasing to $\$ 11.5$ billion at June 30, 2012. The allowance for loan and lease losses declined to $\$ 132.4$ million and currently represents 2.34 percent of outstanding loans and leases.
"Bank of Hawaii Corporation continued to perform well in the second quarter of 2012," said Peter Ho, Chairman, President and CEO. "Loan balances continued to grow and deposits remained strong. The net interest margin declined however due to continuing low interest rates. We remain committed to risk and expense management and were pleased to see continued improvement in these areas in the second quarter."

The return on average assets for the second quarter of 2012 was 1.19 percent, down from 1.29 percent in the previous quarter, and up from 1.09 percent for the same quarter last year. The return on average equity for the second quarter of 2012 was 16.19 percent compared with 17.26 percent for the first quarter of 2012 and 13.86 percent in the second quarter of 2011. The efficiency ratio for the second quarter of 2012 was 56.77 percent, an improvement from 58.35 percent in the previous quarter and 63.81 percent in the same quarter last year.

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For the six month period ended June 30, 2012, net income was $\$ 84.6$ million, up from net income of $\$ 77.5$ million for the same period last year. Net income in the first half of 2011 included net gains of $\$ 6.1$ million on the sales of investment securities which was offset by a litigation settlement of $\$ 9.0$ million. Diluted earnings per share were $\$ 1.85$ for the first half of 2012 , up from diluted earnings per share of $\$ 1.62$ for the first half of 2011 . The year-to-date return on average assets was 1.24 percent, up from 1.21 percent for the same six months in 2011. The year-to-date return on average equity was 16.73 percent, up from 15.36 percent for the six months ended June 30, 2011. The efficiency ratio for the first half of 2012 was 57.57 percent compared with 59.84 percent in the same period last year.

## Financial Highlights

Net interest income, on a taxable equivalent basis, for the second quarter of 2012 was $\$ 97.9$ million, down $\$ 2.1$ million from net interest income of $\$ 100.0$ million in the first quarter of 2012 and essentially flat with the second quarter of 2011. Net interest income for the first half of 2012 was $\$ 197.9$ million compared with net interest income of $\$ 198.0$ million for the first half of 2011. Analyses of the changes in net interest income are included in Tables 8a, 8b, and 8c.

The net interest margin was 2.98 percent for the second quarter of 2012 , an 8 basis point decrease from the net interest margin of 3.06 percent in the first quarter of 2012 and an 18 basis point decrease from 3.16 percent in the second quarter of 2011. The net interest margin for the first six months of 2012 was 3.02 percent compared with 3.20 percent for the same six-month period last year primarily due to increased levels of liquidity and lower yields on loans and investment securities.

Results for the second quarter of 2012 included a provision for credit losses of $\$ 0.6$ million, or $\$ 3.2$ million less than net charge-offs. The provision for credit losses during the first quarter of 2012 was $\$ 0.4$ million, or $\$ 3.0$ million less than net charge-offs. The provision for credit losses during the second quarter of 2011 was $\$ 3.6$ million, or $\$ 2.4$ million less than net charge-offs.

Noninterest income was $\$ 46.8$ million for the second quarter of 2012, a decrease of $\$ 1.2$ million compared with noninterest income of $\$ 48.1$ million in the first quarter of 2012, and a decrease of $\$ 2.6$ million compared with noninterest income of $\$ 49.5$ million in the second quarter of 2011. Mortgage banking continues to be strong and produced income of $\$ 7.6$ million in the second quarter of 2012 compared with $\$ 5.1$ million in the first quarter of 2012 and $\$ 2.7$ million in the second quarter last year. There were no significant nonrecurring noninterest income items during the second quarter of 2012 and 2011. Noninterest income in the first quarter of 2012 included a gain of $\$ 3.5$ million on the early termination of leveraged leases for two cargo ships and a loss of $\$ 1.0$ million on the sale and termination of an aircraft lease. Noninterest income for the first half of 2012 was $\$ 94.9$ million compared with noninterest income of $\$ 103.4$ million for the first half of 2011.

Noninterest expense was $\$ 80.7$ million for the second quarter of 2012, down $\$ 4.5$ million from noninterest expense of $\$ 85.2$ million in the first quarter of 2012 , and down $\$ 13.0$ million from noninterest expense of $\$ 93.8$ million in the same quarter last year. There were no significant nonrecurring noninterest expense items during the second quarter of 2012. Noninterest expense in the first quarter of 2012 included an expense of $\$ 1.2$ million related to the final phase of a refresh of the Company's personal computers. Noninterest expense in the second quarter of 2011 included a litigation settlement of $\$ 9.0$ million related to overdraft claims. Noninterest expense for the first
half of 2012 was $\$ 166.0$ million, a decrease of $\$ 13.9$ million compared with noninterest expense of $\$ 179.9$ million for the first half of 2011. An analysis of noninterest expenses related to salaries and benefits is included in Table 9.

The effective tax rate for the second quarter of 2012 was 33.04 percent compared with 27.55 percent in the previous quarter and 29.12 percent during the same quarter last year. The lower effective tax rate in the first quarter of 2012 was due to a $\$ 2.7$ million credit related to the early termination of leveraged leases. The lower effective tax rate for the second quarter of 2011 was primarily due to the release of reserves related to the closing of Internal Revenue Service audits.

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

## Asset Quality

The Company's overall asset quality remained strong during the second quarter of 2012 and reflects the improving Hawaii economy. Total non-performing assets were $\$ 41.5$ million at June 30, 2012, up slightly from $\$ 41.4$ million at March 31, 2012. Non-performing assets continue to be impacted by the lengthy judiciary foreclosure process for residential mortgage loans. As a percentage of total loans and leases and foreclosed real estate, non-performing assets were 0.73 percent at June 30, 2012, down slightly from 0.74 percent at March 31, 2012 and up from 0.64 percent at June 30, 2011.

Accruing loans and leases past due 90 days or more were $\$ 7.2$ million at June 30, 2012, down from $\$ 10.1$ million at March 31, 2012 and $\$ 7.8$ million at June 30, 2011. Restructured loans not included in non-accrual loans or accruing loans past due 90 days or more were $\$ 31.1$ million at June 30, 2012 and was primarily comprised of residential mortgage loans with lowered monthly payments to accommodate the borrowers' financial needs for a period of time. 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 second quarter of 2012 were $\$ 3.8$ million or 0.27 percent annualized of total average loans and leases outstanding. Loan and lease charge-offs of $\$ 5.9$ million during the quarter were partially offset by recoveries of $\$ 2.1$ million. Net charge-offs in the first quarter of 2012 were $\$ 3.4$ million, or 0.24 percent annualized of total average loans and leases outstanding, and were comprised of $\$ 7.8$ million in charge-offs partially offset by recoveries of $\$ 4.4$ million. Net charge-offs during the second quarter of 2011 were $\$ 6.0$ million or 0.45 percent annualized of total average loans and leases outstanding, and were comprised of $\$ 9.0$ million in charge-offs partially offset by recoveries of $\$ 3.0$ million. Net charge-offs in the first half of 2012 were $\$ 7.1$ million, or 0.26 percent annualized of total average loans and leases outstanding compared with net charge-offs of $\$ 10.7$ million, or 0.40 percent annualized of total average loans and leases outstanding for the first half of 2011.

The allowance for loan and lease losses was reduced to $\$ 132.4$ million at June 30, 2012. The ratio of the allowance for loan and lease losses to total loans and leases was 2.34 percent at June 30, 2012, a decrease of 8 basis points from the previous quarter, commensurate with improvements in credit quality and a generally improving Hawaii economy. The reserve for
unfunded commitments at June 30, 2012 was unchanged at $\$ 5.4$ million. 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 increased to $\$ 13.92$ billion at June 30, 2012, up from total assets of $\$ 13.76$ billion at March 31, 2012 and total assets of $\$ 13.16$ billion at June 30, 2011. Average total assets were $\$ 13.75$ billion during the second quarter of 2012, up from $\$ 13.68$ billion during the previous quarter and $\$ 12.97$ billion during the same quarter last year.

The total investment securities portfolio totaled $\$ 7.07$ billion at June 30, 2012, down from $\$ 7.25$ billion at March 31,2012 , and up from $\$ 6.62$ billion at June 30, 2011. The portfolio remains largely comprised of securities issued by U.S. government agencies.

Total loans and leases increased to $\$ 5.67$ billion at June 30, 2012, up from total loans and leases of $\$ 5.60$ billion at March 31, 2012 and $\$ 5.35$ billion at June 30, 2011. Average total loans and leases were $\$ 5.64$ billion during the second quarter of 2012, up from $\$ 5.56$ billion during the previous quarter, and up from $\$ 5.33$ billion during the same quarter last year. Loan and lease portfolio balances, including the higher risk loans outstanding, are summarized in Table 10.

Total deposits increased to $\$ 11.55$ billion at June 30, 2012, up from total deposits of $\$ 10.62$ billion at March 31, 2012 and total deposits of $\$ 9.98$ billion at June 30, 2011. The growth was primarily due to a $\$ 720.3$ million increase in public time deposits, mainly the result of local government entities transferring funds from repurchase agreements to time deposits. Average total deposits were $\$ 10.62$ billion in the second quarter of 2012, up from average deposits of $\$ 10.43$ billion during the previous quarter, and up from average deposits of $\$ 9.79$ billion during the same quarter last year.

During the second quarter of 2012, the Company repurchased 424.9 thousand shares of common stock at a total cost of $\$ 20.0$ million under its share repurchase program. The average cost was $\$ 46.97$ per share repurchased. From the beginning of the share repurchase program initiated during July 2001 through June 30, 2012, the Company has repurchased 49.6 million shares and returned $\$ 1.8$ billion to shareholders at an average cost of $\$ 36.22$ per share.

The Company's Board of Directors increased the authorization under the share repurchase program by an additional $\$ 75.0$ million. This authorization, combined with previously announced authorizations of $\$ 1.82$ billion, brings the total repurchase authority to $\$ 1.90$ billion. From July 2 through July 20, 2012, the Company repurchased an additional 70.0 thousand shares of common stock at an average cost of $\$ 46.10$ per share repurchased. Remaining buyback authority under the share repurchase program was $\$ 95.8$ million at July 20, 2012.

Total shareholders' equity was $\$ 1.0$ billion at June 30, 2012, up from total shareholders' equity of $\$ 995.9$ million at March 31, 2012 and essentially flat with shareholders' equity of $\$ 1.0$ billion at June 30, 2011. The ratio of tangible common equity to risk-weighted assets was 17.57 percent at the end of the second quarter of 2012, compared with 17.62 percent at the end of the first quarter of 2012 , and 18.95 percent at the end of the same quarter last year. The Tier 1 leverage ratio at June 30, 2012 was 6.57 percent, unchanged from March 31, 2012, and down from 7.07 percent at June 30, 2011.

The Company's Board of Directors declared a quarterly cash dividend of $\$ 0.45$ per share on the Company's outstanding shares. The dividend will be payable on September 17, 2012 to shareholders of record at the close of business on August 31, 2012.

## Hawaii Economy

Hawaii's economy was stable during the second quarter with continued improvement in tourism, the State's largest industry. For the first five months of 2012, total visitor arrivals increased by $10.0 \%$ and visitor spending increased by $16.8 \%$ compared to the same period in 2011 . The increase in visitor spending was primarily due to strong growth from international visitors. Hotel occupancy and revenue per available room also continued to improve. Statewide seasonally adjusted unemployment was $6.4 \%$ in June 2012, compared to $8.2 \%$ nationally. For the first six months of 2012, the volume of single-family home sales on Oahu was relatively unchanged from the same period in 2011, while the median price of single-family homes sold was $8.7 \%$ higher compared to the same period in 2011. Single-family home inventory on Oahu continued to shrink and was at approximately four months as of June 30, 2012. More information on current Hawaii economic trends is presented in Table 15.

## Conference Call Information

The Company will review its second quarter 2012 financial results today at 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. Conference call participants located in the United States should dial 800-237-9752. International participants should dial 617-847-8706. Use the pass code "Bank of Hawaii" to access the call. A replay will be available for one week beginning Monday, July 23, 2012 by calling 888-286-8010 in the United States or 617-8016888 internationally and entering the pass code number 86421715 when prompted. A replay will also be available via the Investor Relations link on the Company's web site.

## Forward-Looking Statements

This news release, and other statements made by the Company in connection with it may contain "forwardlooking 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, 2011, 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 |  |  |  |  |  |  |  | Six Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2012 |  |  | $\begin{gathered} \text { March 31, } \\ 2012 \\ \hline \end{gathered}$ |  | June 30, <br> 2011 |  |  | June 30, |  |  |  |  |  |
| For the Period: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating Results |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 95,381 |  | \$ | 97,948 |  | \$ | 97,499 |  | \$ | 193,329 |  | \$ | 197,196 |
| Provision for Credit Losses |  | 628 |  |  | 351 |  |  | 3,600 |  |  | 979 |  |  | 8,291 |
| Total Noninterest Income |  | 46,848 |  |  | 48,082 |  |  | 49,463 |  |  | 94,930 |  |  | 103,385 |
| Total Noninterest Expense |  | 80,747 |  |  | 85,207 |  |  | 93,774 |  |  | 165,954 |  |  | 179,856 |
| Net Income |  | 40,747 |  |  | 43,810 |  |  | 35,148 |  |  | 84,557 |  |  | 77,508 |
| Basic Earnings Per Share |  | 0.90 |  |  | 0.96 |  |  | 0.74 |  |  | 1.86 |  |  | 1.63 |
| Diluted Earnings Per Share |  | 0.90 |  |  | 0.95 |  |  | 0.74 |  |  | 1.85 |  |  | 1.62 |
| Dividends Declared Per Share |  | 0.45 |  |  | 0.45 |  |  | 0.45 |  |  | 0.90 |  |  | 0.90 |
| Performance Ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on Average Assets |  | 1.19 | \% |  | 1.29 | \% |  | 1.09 | \% |  | 1.24 | \% |  | 1.21 \% |
| Return on Average Shareholders' Equity |  | 16.19 |  |  | 17.26 |  |  | 13.86 |  |  | 16.73 |  |  | 15.36 |
| Efficiency Ratio ${ }^{1}$ |  | 56.77 |  |  | 58.35 |  |  | 63.81 |  |  | 57.57 |  |  | 59.84 |
| Net Interest Margin ${ }^{2}$ |  | 2.98 |  |  | 3.06 |  |  | 3.16 |  |  | 3.02 |  |  | 3.20 |
| Dividend Payout Ratio ${ }^{3}$ |  | 50.00 |  |  | 46.88 |  |  | 60.81 |  |  | 48.39 |  |  | 55.21 |
| Average Shareholders' Equity to Average Assets |  | 7.36 |  |  | 7.46 |  |  | 7.84 |  |  | 7.41 |  |  | 7.85 |
| Average Balances |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Loans and Leases | \$ | 5,641,588 |  | \$ | 5,563,358 |  | \$ | 5,326,123 |  | \$ | 5,602,473 |  | \$ | 5,318,993 |
| Average Assets |  | 13,750,488 |  |  | 13,681,229 |  |  | 12,967,232 |  |  | 13,715,859 |  |  | 12,966,437 |
| Average Deposits |  | 10,622,420 |  |  | 10,430,215 |  |  | 9,790,349 |  |  | 10,526,317 |  |  | 9,831,809 |
| Average Shareholders' Equity |  | 1,012,182 |  |  | 1,020,668 |  |  | 1,016,813 |  |  | 1,016,425 |  |  | 1,017,795 |
| Market Price Per Share of Common Stock |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Closing | \$ | 45.95 |  | \$ | 48.35 |  | \$ | 46.52 |  | \$ | 45.95 |  | \$ | 46.52 |
| High |  | 49.99 |  |  | 48.75 |  |  | 49.26 |  |  | 49.99 |  |  | 49.26 |
| Low |  | 44.02 |  |  | 44.08 |  |  | 44.90 |  |  | 44.02 |  |  | 44.32 |
|  |  |  |  |  | June 30, $2012$ |  |  | March 31, $2012$ |  |  | cember 31, $2011$ |  |  | June 30, $2011$ |

As of Period End:
Balance Sheet Totals
Loans and Leases
Total Assets
Total Deposits
Long-Term Debt
Total Shareholders' Equity

| \$ | $5,671,483$ | $\$$ | $5,598,932$ | $\$$ | $5,538,304$ | $\$$ | $5,351,473$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $13,915,626$ |  | $13,759,409$ |  | $13,846,391$ |  | $13,161,204$ |
|  | $11,547,993$ |  | $10,621,170$ |  | $10,592,623$ |  | $9,979,034$ |
|  | 28,075 |  | 30,687 |  | 30,696 |  | 30,714 |
|  | $1,003,825$ |  | 995,897 |  | $1,002,667$ |  | $1,003,450$ |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  | 132,443 | $\$$ | 135,606 | $\$$ | 138,606 | $\$$ | 144,976 |
|  | 41,494 |  | 41,406 |  | 40,790 |  | 34,156 |

Financial Ratios

| Allowance to Loans and Leases Outstanding | 2.34 \% | 2.42 \% | 2.50 \% | 2.71 |
| :---: | :---: | :---: | :---: | :---: |
| Tier 1 Capital Ratio | 16.41 | 16.50 | 16.68 | 17.96 |
| Total Capital Ratio | 17.67 | 17.76 | 17.95 | 19.23 |
| Tier 1 Leverage Ratio | 6.57 | 6.57 | 6.73 | 7.07 |
| Total Shareholders' Equity to Total Assets | 7.21 | 7.24 | 7.24 | 7.62 |
| Tangible Common Equity to Tangible Assets ${ }^{4}$ | 7.00 | 7.02 | 7.03 | 7.40 |
| Tangible Common Equity to Risk-Weighted Assets ${ }^{4}$ | 17.57 | 17.62 | 17.93 | 18.95 |
| Non-Financial Data |  |  |  |  |
| Full-Time Equivalent Employees | 2,312 | 2,318 | 2,370 | 2,405 |
| Branches and Offices | 77 | 81 | 81 | 82 |
| ATMs | 494 | 498 | 506 | 508 |

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## Bank of Hawaii Corporation and Subsidiaries

Reconciliation of Non-GAAP Financial Measures

| (dollars in thousands) |  | June 30, $2012$ |  | $\begin{array}{r} \text { March 31, } \\ 2012 \\ \hline \end{array}$ | December 31, <br> 2011 |  | June 30,$\qquad$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Shareholders' Equity | \$ | 1,003,825 | \$ | 995,897 | \$ | 1,002,667 | \$ | 1,003,450 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |  | 31,517 |
| Intangible Assets |  | 58 |  | 71 |  | 83 |  | 108 |
| Tangible Common Equity | \$ | 972,250 | \$ | 964,309 | \$ | 971,067 | \$ | 971,825 |
| Total Assets | \$ | 13,915,626 | \$ | 13,759,409 | \$ | 13,846,391 | \$ | 13,161,204 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |  | 31,517 |
| Intangible Assets |  | 58 |  | 71 |  | 83 |  | 108 |
| Tangible Assets | \$ | 13,884,051 | \$ | 13,727,821 | \$ | 13,814,791 | \$ | 13,129,579 |

Risk-Weighted Assets, determined in accordance

| with prescribed regulatory requirements | \$ | 5,532,285 | \$ | 5,473,661 | \$ | 5,414,481 | \$ | 5,128,368 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Shareholders' Equity to Total Assets |  | 7.21\% |  | 7.24\% |  | 7.24\% |  | 7.62\% |
| Tangible Common Equity to Tangible Assets (Non-GAAP) |  | 7.00\% |  | 7.02\% |  | 7.03\% |  | 7.40\% |
| Tier 1 Capital Ratio |  | 16.41\% |  | 16.50\% |  | 16.68\% |  | 17.96\% |
| Tangible Common Equity to Risk-Weighted Assets (Non-GAAP) |  | 17.57\% |  | 17.62\% |  | 17.93\% |  | 18.95\% |

## Bank of Hawaii Corporation and Subsidiaries

Net Significant Income (Expense) Items
Table 2

| (dollars in thousands) | Three Months Ended |  |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, $2012$ | $\begin{gathered} \text { March 31, } \\ 2012 \\ \hline \end{gathered}$ | June 30, 2011 | $2012$ | $\begin{aligned} & 30, \\ & 2011 \\ & \hline \end{aligned}$ |
| Investment Securities Gains, Net | - | - | - | - | 6,084 |
| Gains (Losses) on Disposal of Leased Equipment | - | 2,473 | - | 2,473 | - |
| Decrease in Allowance for Loan and Lease Losses | 3,163 | 3,000 | 2,382 | 6,163 | 2,382 |
| PC Refresh | - | $(1,163)$ | - | $(1,163)$ | - |
| Legal Settlement Related to OD Claims | - | - | $(9,000)$ | - | $(9,000)$ |
| Significant Income (Expense) Items Before the Provision (Benefit) for Income Taxes | 3,163 | 4,310 | $(6,618)$ | 7,473 | (534) |
| Income Taxes Impact Related to Lease Transactions | - | $(2,733)$ | - | $(2,733)$ | - |
| Income Tax Impact | 1,107 | 293 | $(2,316)$ | 1,400 | (187) |
| Net Significant Income (Expense) Items | \$ 2,056 | \$ 6,750 | \$ $(4,302)$ | \$ 8,806 | \$ (347) |


| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30,$2012$ |  | $\begin{gathered} \text { March 31, } \\ 2012 \\ \hline \end{gathered}$ |  | June 30,$2011$ |  | June 30, |  |  |  |
| Interest Income |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 63,910 | \$ | 64,691 | \$ | 65,542 | \$ | 128,601 | \$ | 132,135 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 16,988 |  | 17,713 |  | 23,490 |  | 34,701 |  | 61,159 |
| Held-to-Maturity |  | 25,054 |  | 26,413 |  | 20,553 |  | 51,467 |  | 28,186 |
| Deposits |  | 1 |  | 2 |  | 2 |  | 3 |  | - |
| Funds Sold |  | 119 |  | 129 |  | 297 |  | 248 |  | 548 |
| Other |  | 281 |  | 280 |  | 279 |  | 561 |  | 558 |
| Total Interest Income |  | 106,353 |  | 109,228 |  | 110,163 |  | 215,581 |  | 222,586 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 3,219 |  | 3,473 |  | 4,792 |  | 6,692 |  | 10,024 |
| Securities Sold Under Agreements to Repurchase |  | 7,250 |  | 7,304 |  | 7,338 |  | 14,554 |  | 14,379 |
| Funds Purchased |  | 5 |  | 5 |  | 5 |  | 10 |  | 11 |
| Long-Term Debt |  | 498 |  | 498 |  | 529 |  | 996 |  | 976 |
| Total Interest Expense |  | 10,972 |  | 11,280 |  | 12,664 |  | 22,252 |  | 25,390 |
| Net Interest Income |  | 95,381 |  | 97,948 |  | 97,499 |  | 193,329 |  | 197,196 |
| Provision for Credit Losses |  | 628 |  | 351 |  | 3,600 |  | 979 |  | 8,291 |
| Net Interest Income After Provision for Credit Losses |  | 94,753 |  | 97,597 |  | 93,899 |  | 192,350 |  | 188,905 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 11,195 |  | 10,918 |  | 11,427 |  | 22,113 |  | 23,233 |
| Mortgage Banking |  | 7,581 |  | 5,050 |  | 2,661 |  | 12,631 |  | 5,783 |
| Service Charges on Deposit Accounts |  | 9,225 |  | 9,591 |  | 9,375 |  | 18,816 |  | 19,307 |
| Fees, Exchange, and Other Service Charges |  | 12,326 |  | 12,399 |  | 16,662 |  | 24,725 |  | 31,607 |
| Investment Securities Gains (Losses), Net |  | - |  | (90) |  | - |  | (90) |  | 6,084 |
| Insurance |  | 2,399 |  | 2,278 |  | 3,210 |  | 4,677 |  | 5,981 |
| Other |  | 4,122 |  | 7,936 |  | 6,128 |  | 12,058 |  | 11,390 |
| Total Noninterest Income |  | 46,848 |  | 48,082 |  | 49,463 |  | 94,930 |  | 103,385 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 44,037 |  | 47,024 |  | 46,800 |  | 91,061 |  | 93,582 |
| Net Occupancy |  | 10,058 |  | 10,516 |  | 10,476 |  | 20,574 |  | 20,803 |
| Net Equipment |  | 4,669 |  | 5,826 |  | 4,741 |  | 10,495 |  | 9,439 |
| Professional Fees |  | 2,386 |  | 2,132 |  | 2,294 |  | 4,518 |  | 4,452 |
| FDIC Insurance |  | 2,088 |  | 2,071 |  | 2,010 |  | 4,159 |  | 5,254 |
| Other |  | 17,509 |  | 17,638 |  | 27,453 |  | 35,147 |  | 46,326 |
| Total Noninterest Expense |  | 80,747 |  | 85,207 |  | 93,774 |  | 165,954 |  | 179,856 |
| Income Before Provision for Income Taxes |  | 60,854 |  | 60,472 |  | 49,588 |  | 121,326 |  | 112,434 |
| Provision for Income Taxes |  | 20,107 |  | 16,662 |  | 14,440 |  | 36,769 |  | 34,926 |
| Net Income | \$ | 40,747 | \$ | 43,810 | \$ | 35,148 | \$ | 84,557 | \$ | 77,508 |
| Basic Earnings Per Share | \$ | 0.90 | \$ | 0.96 | \$ | 0.74 | \$ | 1.86 | \$ | 1.63 |
| Diluted Earnings Per Share | \$ | 0.90 | \$ | 0.95 | \$ | 0.74 | \$ | 1.85 | \$ | 1.62 |
| Dividends Declared Per Share | \$ | 0.45 | \$ | 0.45 | \$ | 0.45 | \$ | 0.90 | \$ | 0.90 |
| Basic Weighted Average Shares |  | 45,221,293 |  | 45,709,936 |  | 47,428,718 |  | 45,465,910 |  | 47,638,752 |
| Diluted Weighted Average Shares |  | 45,347,368 |  | 45,875,238 |  | 47,607,814 |  | 45,610,489 |  | 47,837,778 |


| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30,$2012$ |  | $\begin{gathered} \text { March 31, } \\ 2012 \\ \hline \end{gathered}$ |  | June 30,$2011$ |  | June 30, |  |  |  |
| Net Income | \$ | 40,747 | \$ | 43,810 | \$ | 35,148 | \$ | 84,557 | \$ | 77,508 |
| Other Comprehensive Income (Loss), Net of Tax: |  |  |  |  |  |  |  |  |  |  |
| Net Unrealized Gains (Losses) on Investment Securities |  | 3,387 |  | $(6,454)$ |  | 19,265 |  | $(3,067)$ |  | (235) |
| Defined Benefit Plans |  | 153 |  | 153 |  | 577 |  | 306 |  | 1,048 |
| Other Comprehensive Income (Loss) |  | 3,540 |  | $(6,301)$ |  | 19,842 |  | $(2,761)$ |  | 813 |
| Comprehensive Income | \$ | 44,287 | \$ | 37,509 | \$ | 54,990 | \$ | 81,796 | \$ | 78,321 |


| Consolidated Statements of Condition |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in thousands) |  | June 30, 2012 |  | $\begin{array}{r} \text { March 31, } \\ 2012 \end{array}$ |  | December 31, 2011 |  | $\begin{array}{r} \text { June 30, } \\ 2011 \\ \hline \end{array}$ |  |
| Assets |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 3,057 | \$ | 3,333 | \$ | 3,036 | \$ | 4,796 |  |
| Funds Sold |  | 499,338 |  | 213,458 |  | 512,384 |  | 449,042 |  |
| Investment Securities |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 3,339,472 |  | 3,469,260 |  | 3,451,885 |  | 4,112,601 |  |
| Held to Maturity (Fair Value of \$3,828,954; \$3,877,269; \$3,754,206; and \$2,566,621) |  | 3,729,665 |  | 3,779,272 |  | 3,657,796 |  | 2,512,024 |  |
| Loans Held for Sale |  | 14,223 |  | 10,655 |  | 18,957 |  | 13,157 |  |
| Loans and Leases |  | 5,671,483 |  | 5,598,932 |  | 5,538,304 |  | 5,351,473 |  |
| Allowance for Loan and Lease Losses |  | $(132,443)$ |  | $(135,606)$ |  | $(138,606)$ |  | $(144,976)$ |  |
| Net Loans and Leases |  | 5,539,040 |  | 5,463,326 |  | 5,399,698 |  | 5,206,497 |  |
| Total Earning Assets |  | 13,124,795 |  | 12,939,304 |  | 13,043,756 |  | 12,298,117 |  |
| Cash and Noninterest-Bearing Deposits |  | 131,845 |  | 154,100 |  | 154,489 |  | 203,326 |  |
| Premises and Equipment |  | 107,421 |  | 106,543 |  | 103,550 |  | 105,785 |  |
| Customers' Acceptances |  | 176 |  | 117 |  | 476 |  | 882 |  |
| Accrued Interest Receivable |  | 45,044 |  | 48,032 |  | 43,510 |  | 40,957 |  |
| Foreclosed Real Estate |  | 2,569 |  | 3,530 |  | 3,042 |  | 2,590 |  |
| Mortgage Servicing Rights |  | 23,254 |  | 23,915 |  | 24,279 |  | 25,072 |  |
| Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |  | 31,517 |  |
| Other Assets |  | 449,005 |  | 452,351 |  | 441,772 |  | 452,958 |  |
| Total Assets | \$ | 13,915,626 | \$ | 13,759,409 | \$ | 13,846,391 | \$ | 13,161,204 |  |

## Liabilities

| Deposits |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Noninterest-Bearing Demand | \$ | 3,105,798 | \$ | 2,964,372 | \$ | 2,850,923 | \$ | 2,507,358 |
| Interest-Bearing Demand |  | 2,063,070 |  | 1,964,487 |  | 2,005,983 |  | 2,023,937 |
| Savings |  | 4,435,894 |  | 4,440,674 |  | 4,398,638 |  | 4,413,390 |
| Time |  | 1,943,231 |  | 1,251,637 |  | 1,337,079 |  | 1,034,349 |
| Total Deposits |  | 11,547,993 |  | 10,621,170 |  | 10,592,623 |  | 9,979,034 |
| Funds Purchased |  | 13,756 |  | 11,024 |  | 10,791 |  | 9,882 |
| Short-Term Borrowings |  | - |  | - |  | - |  | 6,800 |
| Securities Sold Under Agreements to Repurchase |  | 1,065,653 |  | 1,825,646 |  | 1,925,998 |  | 1,873,286 |
| Long-Term Debt |  | 28,075 |  | 30,687 |  | 30,696 |  | 30,714 |
| Banker's Acceptances |  | 176 |  | 117 |  | 476 |  | 882 |
| Retirement Benefits Payable |  | 41,812 |  | 41,862 |  | 46,949 |  | 30,588 |
| Accrued Interest Payable |  | 5,114 |  | 6,318 |  | 5,330 |  | 5,457 |
| Taxes Payable and Deferred Taxes |  | 86,095 |  | 104,259 |  | 95,840 |  | 106,244 |
| Other Liabilities |  | 123,127 |  | 122,429 |  | 135,021 |  | 114,867 |
| Total Liabilities |  | 12,911,801 |  | 12,763,512 |  | 12,843,724 |  | 12,157,754 |
| Shareholders' Equity |  |  |  |  |  |  |  |  |
| Common Stock (\$. 01 par value; authorized 500,000,000 shares; <br> issued / outstanding: June 30, 2012-57,301,892 / 45,248,277; <br> March 31, 2012-57,290,145 / 45,605,881; December 31, 2011-57,134,470/45,947,116; and June 30, 2011-57,132,830/47,225,303) |  | 571 |  | 571 |  | 571 |  | 571 |
| Capital Surplus |  | 511,729 |  | 509,860 |  | 507,558 |  | 502,777 |
| Accumulated Other Comprehensive Income |  | 32,502 |  | 28,962 |  | 35,263 |  | 27,778 |
| Retained Earnings |  | 1,044,588 |  | 1,024,736 |  | 1,003,938 |  | 964,420 |
| Treasury Stock, at Cost (Shares: June 30, 2012-12,053,615; March 31, 2012 -11,684,264; December 31, 2011-11,187,354; and June 30, 2011-9,907,527) |  | $(585,565)$ |  | $(568,232)$ |  | $(544,663)$ |  | $(492,096)$ |
| Total Shareholders' Equity |  | 1,003,825 |  | 995,897 |  | 1,002,667 |  | 1,003,450 |
| Total Liabilities and Shareholders' Equity | \$ | 13,915,626 | \$ | 13,759,409 | \$ | 13,846,391 | \$ | 13,161,204 |



|  | Three Months Ended June 30, 2012 |  |  | Three Months Ended March 31, 2012 |  |  |  |  | Three Months Ended June 30, 2011 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | Average <br> Balance | Income/ Expense | Yield/ Rate |  | Average <br> Balance | Income/ Expense | Yield <br> Rate |  |  | Average <br> Balance | Income/ Expense | Yield/ <br> Rate |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ 3.0 | \$ | 0.12 \% | \$ | 3.2 | \$ | 0.25 | \% | \$ | 5.3 | \$ | 0.15 |
| Funds Sold | 237.8 | 0.1 | 0.20 |  | 262.4 | 0.1 | 0.19 |  |  | 518.4 | 0.3 | 0.23 |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale | 3,410.4 | 19.4 | 2.27 |  | 3,451.6 | 19.7 | 2.28 |  |  | 4,061.4 | 23.9 | 2.35 |
| Held-to-Maturity | 3,788.9 | 25.1 | 2.65 |  | 3,737.3 | 26.4 | 2.83 |  |  | 2,418.0 | 20.6 | 3.40 |
| Loans Held for Sale | 12.1 | 0.1 | 4.22 |  | 12.0 | 0.1 | 4.22 |  |  | 11.5 | 0.1 | 3.25 |
| Loans and Leases ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | 786.3 | 7.7 | 3.93 |  | 805.9 | 8.1 | 4.03 |  |  | 772.4 | 7.8 | 4.02 |
| Commercial Mortgage | 953.5 | 10.4 | 4.40 |  | 941.6 | 10.5 | 4.50 |  |  | 890.9 | 10.8 | 4.87 |
| Construction | 99.7 | 1.3 | 5.07 |  | 103.5 | 1.4 | 5.34 |  |  | 79.3 | 1.0 | 5.24 |
| Commercial Lease Financing | 284.5 | 1.7 | 2.36 |  | 294.3 | 1.7 | 2.33 |  |  | 329.5 | 2.3 | 2.79 |
| Residential Mortgage | 2,371.7 | 27.9 | 4.71 |  | 2,264.4 | 27.7 | 4.90 |  |  | 2,113.3 | 27.7 | 5.25 |
| Home Equity | 772.3 | 8.4 | 4.36 |  | 778.9 | 8.6 | 4.43 |  |  | 785.3 | 9.5 | 4.83 |
| Automobile | 193.7 | 2.9 | 6.03 |  | 193.1 | 3.0 | 6.20 |  |  | 192.8 | 3.3 | 6.92 |
| Other ${ }^{2}$ | 179.9 | 3.6 | 8.12 |  | 181.6 | 3.7 | 8.08 |  |  | 162.6 | 3.0 | 7.50 |
| Total Loans and Leases | 5,641.6 | 63.9 | 4.54 |  | 5,563.3 | 64.7 | 4.66 |  |  | 5,326.1 | 65.4 | 4.92 |
| Other | 80.0 | 0.3 | 1.41 |  | 79.9 | 0.3 | 1.40 |  |  | 79.9 | 0.3 | 1.40 |
| Total Earning Assets ${ }^{3}$ | 13,173.8 | 108.9 | 3.31 |  | 13,109.7 | 111.3 | 3.40 |  |  | 12,420.6 | 110.6 | 3.56 |
| Cash and Noninterest-Bearing Deposits | 131.7 |  |  |  | 137.2 |  |  |  |  | 129.3 |  |  |
| Other Assets | 445.0 |  |  |  | 434.3 |  |  |  |  | 417.3 |  |  |
| Total Assets | \$ 13,750.5 |  |  |  | 13,681.2 |  |  |  |  | 12,967.2 |  |  |

Interest-Bearing Liabilities
Interest-Bearing Deposits


[^1]| (dollars in millions) | Six Months Ended June 30, 2012 |  |  | Six Months Ended June 30, 2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average <br> Balance | Income/ <br> Expense | Yield/ Rate | Average <br> Balance | Income/ <br> Expense | Yield/ <br> Rate |
| Earning Assets |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ 3.1 | \$ | 0.19 \% | \$ 4.7 | \$ | 0.02 \% |
| Funds Sold | 250.1 | 0.2 | 0.20 | 488.0 | 0.6 | 0.22 |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale | 3,431.0 | 39.0 | 2.28 | 4,849.8 | 61.9 | 2.56 |
| Held-to-Maturity | 3,763.1 | 51.5 | 2.74 | 1,663.6 | 28.2 | 3.39 |
| Loans Held for Sale | 12.0 | 0.3 | 4.22 | 10.0 | 0.2 | 4.26 |
| Loans and Leases ${ }^{1}$ |  |  |  |  |  |  |
| Commercial and Industrial | 796.1 | 15.8 | 3.98 | 774.1 | 15.6 | 4.07 |
| Commercial Mortgage | 947.6 | 21.0 | 4.45 | 871.2 | 21.2 | 4.90 |
| Construction | 101.6 | 2.6 | 5.21 | 80.0 | 2.0 | 5.14 |
| Commercial Lease Financing | 289.4 | 3.4 | 2.35 | 331.5 | 4.6 | 2.77 |
| Residential Mortgage | 2,318.0 | 55.7 | 4.80 | 2,107.0 | 56.3 | 5.34 |
| Home Equity | 775.6 | 16.9 | 4.39 | 790.6 | 19.1 | 4.87 |
| Automobile | 193.4 | 5.9 | 6.12 | 197.9 | 6.9 | 7.03 |
| Other ${ }^{2}$ | 180.8 | 7.3 | 8.10 | 166.7 | 6.2 | 7.52 |
| Total Loans and Leases | 5,602.5 | 128.6 | 4.60 | 5,319.0 | 131.9 | 4.98 |
| Other | 80.0 | 0.6 | 1.40 | 79.9 | 0.6 | 1.40 |
| Total Earning Assets ${ }^{3}$ | 13,141.8 | 220.2 | 3.36 | 12,415.0 | 223.4 | 3.61 |
| Cash and Noninterest-Bearing Deposits | 134.5 |  |  | 131.9 |  |  |
| Other Assets | 439.6 |  |  | 419.5 |  |  |
| Total Assets | \$ 13,715.9 |  |  | \$ 12,966.4 |  |  |
| Interest-Bearing Liabilities |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Demand | 1,886.6 | 0.2 | 0.03 | 1,787.2 | 0.4 | 0.04 |
| Savings | 4,441.8 | 2.4 | 0.11 | 4,529.9 | 4.1 | 0.18 |
| Time | 1,257.0 | 4.1 | 0.64 | 1,027.6 | 5.5 | 1.08 |
| Total Interest-Bearing Deposits | 7,585.4 | 6.7 | 0.18 | 7,344.7 | 10.0 | 0.28 |
| Short-Term Borrowings | 15.3 | - | 0.13 | 16.6 | - | 0.13 |
| Securities Sold Under Agreements to Repurchase | 1,862.3 | 14.6 | 1.55 | 1,812.2 | 14.4 | 1.58 |
| Long-Term Debt | 30.7 | 1.0 | 6.50 | 32.6 | 1.0 | 5.99 |
| Total Interest-Bearing Liabilities | 9,493.7 | 22.3 | 0.47 | 9,206.1 | 25.4 | 0.55 |
| Net Interest Income |  | \$ 197.9 |  |  | \$ 198.0 |  |
| Interest Rate Spread |  |  | 2.89 \% |  |  | 3.06 \% |
| Net Interest Margin |  |  | 3.02 \% |  |  | 3.20 \% |
| Noninterest-Bearing Demand Deposits | 2,940.9 |  |  | 2,487.0 |  |  |
| Other Liabilities | 264.9 |  |  | 255.5 |  |  |
| Shareholders' Equity | 1,016.4 |  |  | 1,017.8 |  |  |
| Total Liabilities and Shareholders' Equity | \$ 13,715.9 |  |  | \$ 12,966.4 |  |  |

[^2]Three Months Ended June 30, 2012
Compared to March 31, 2012

| (dollars in millions) | Compared to March 31, 2012 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale | \$ | (0.2) | \$ | (0.1) | \$ | (0.3) |
| Held-to-Maturity |  | 0.4 |  | (1.7) |  | (1.3) |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | (0.2) |  | (0.2) |  | (0.4) |
| Commercial Mortgage |  | 0.1 |  | (0.2) |  | (0.1) |
| Construction |  | - |  | (0.1) |  | (0.1) |
| Residential Mortgage |  | 1.3 |  | (1.1) |  | 0.2 |
| Home Equity |  | (0.1) |  | (0.1) |  | (0.2) |
| Automobile |  | - |  | (0.1) |  | (0.1) |
| Other ${ }^{2}$ |  | (0.1) |  | - |  | (0.1) |
| Total Loans and Leases |  | 1.0 |  | (1.8) |  | (0.8) |
| Total Change in Interest Income |  | 1.2 |  | (3.6) |  | (2.4) |

Change in Interest Expense:
Interest-Bearing Deposits

| Savings | - | $(0.2)$ | $(0.2)$ |
| :--- | :---: | :---: | :---: |
| Time | - | $(0.1)$ | $(0.1)$ |
| Total Interest-Bearing Deposits | - | $(0.3)$ | $(0.3)$ |
| Securities Sold Under Agreements to Repurchase | $(0.4)$ | 0.4 |  |
| Total Change in Interest Expense | $(0.4)$ | 0.1 | $(0.3)$ |
|  |  |  |  |
| Change in Net Interest Income | $\$$ | $1.6 ~ \$ ~$ | $(3.7) \$$ |

[^3]|  | Three Months Ended June 30, 2012 <br> Compared to June 30, 2011 |  |  |
| :--- | :---: | :---: | :---: |
| (dollars in millions) | Volume $^{1}$ | Rate $^{1}$ | Total |

Change in Interest Expense:
Interest-Bearing Deposits

| Demand | - | $(0.1)$ | $(0.1)$ |
| :--- | :---: | :---: | :---: |
| Savings | $(0.1)$ | $(0.7)$ | $(0.8)$ |
| Time | 0.6 | $(1.3)$ | $(0.7)$ |
| Total Interest-Bearing Deposits | 0.5 | $(2.1)$ | $(1.6)$ |
| Securities Sold Under Agreements to Repurchase | $(0.2)$ | 0.1 | $(0.1)$ |
| Total Change in Interest Expense | 0.3 | $(2.0)$ | $(1.7)$ |
|  | $\$$ |  |  |
| Change in Net Interest Income | 9.8 | $\$$ | $(9.8) \$$ |

[^4]| (dollars in millions) | Compared to June 30, 2011 |  |  |
| :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ | Rate ${ }^{1}$ | Total |
| Change in Interest Income: |  |  |  |
| Funds Sold | (0.3) | (0.1) | (0.4) |
| Investment Securities |  |  |  |
| Available-for-Sale | (16.7) | (6.2) | (22.9) |
| Held-to-Maturity | 29.6 | (6.3) | 23.3 |
| Loans Held for Sale | 0.1 | - | 0.1 |
| Loans and Leases |  |  |  |
| Commercial and Industrial | 0.5 | (0.3) | 0.2 |
| Commercial Mortgage | 1.8 | (2.0) | (0.2) |
| Construction | 0.6 | - | 0.6 |
| Commercial Lease Financing | (0.5) | (0.7) | (1.2) |
| Residential Mortgage | 5.4 | (6.0) | (0.6) |
| Home Equity | (0.4) | (1.8) | (2.2) |
| Automobile | (0.2) | (0.8) | (1.0) |
| Other ${ }^{2}$ | 0.6 | 0.5 | 1.1 |
| Total Loans and Leases | 7.8 | (11.1) | (3.3) |
| Total Change in Interest Income | 20.5 | (23.7) | (3.2) |

Change in Interest Expense:
Interest-Bearing Deposits

| Demand | - | $(0.2)$ | $(0.2)$ |
| :--- | :---: | :---: | :---: |
| Savings | $(0.1)$ | $(1.6)$ | $(1.7)$ |
| Time | 1.1 | $(2.5)$ | $(1.4)$ |
| Total Interest-Bearing Deposits | 1.0 | $(4.3)$ | $(3.3)$ |
| Securities Sold Under Agreements to Repurchase | 0.5 | $(0.3)$ | 0.2 |
| Long-Term Debt | $(0.1)$ | 0.1 | - |
| Total Change in Interest Expense | 1.4 | $(4.5)$ | $(3.1)$ |
| Change in Net Interest Income | 19.1 | $(19.2)$ | $(0.1)$ |

[^5]
## Bank of Hawaii Corporation and Subsidiaries

Salaries and Benefits
Table 9

| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30,$2012$ |  | $\begin{gathered} \text { March 31, } \\ 2012 \\ \hline \end{gathered}$ |  | June 30, <br> 2011 |  | June 30, |  |  |  |
| Salaries | \$ | 27,831 | \$ | 28,687 | \$ | 29,142 | \$ | 56,518 | \$ | 58,217 |
| Incentive Compensation |  | 4,132 |  | 4,054 |  | 4,243 |  | 8,186 |  | 7,709 |
| Share-Based Compensation and Cash Grants for the Purchase of Company Stock |  | 1,758 |  | 1,685 |  | 2,483 |  | 3,443 |  | 3,158 |
| Commission Expense |  | 1,754 |  | 1,536 |  | 1,553 |  | 3,290 |  | 3,216 |
| Retirement and Other Benefits |  | 3,481 |  | 4,390 |  | 3,804 |  | 7,871 |  | 8,766 |
| Payroll Taxes |  | 2,437 |  | 3,818 |  | 2,335 |  | 6,255 |  | 6,374 |
| Medical, Dental, and Life Insurance |  | 2,239 |  | 2,437 |  | 2,438 |  | 4,676 |  | 4,661 |
| Separation Expense |  | 405 |  | 417 |  | 802 |  | 822 |  | 1,481 |
| Total Salaries and Benefits | \$ | 44,037 | \$ | 47,024 | \$ | 46,800 | \$ | 91,061 | \$ | 93,582 |

## Bank of Hawaii Corporation and Subsidiaries

Loan and Lease Portfolio Balances
Table 10

| (dollars in thousands) |  | $\begin{array}{r} \text { June 30, } \\ 2012 \\ \hline \end{array}$ |  | $\begin{array}{r} \text { March 31, } \\ 2012 \\ \hline \end{array}$ | December 31, 2011 |  | September 30, 2011 |  |  | $\begin{array}{r} \text { June 30, } \\ 2011 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 781,688 | \$ | 788,718 | \$ | 817,170 | \$ | 790,294 | \$ | 815,912 |
| Commercial Mortgage |  | 961,984 |  | 948,196 |  | 938,250 |  | 922,075 |  | 872,283 |
| Construction |  | 97,668 |  | 110,184 |  | 98,669 |  | 69,635 |  | 81,432 |
| Lease Financing |  | 281,020 |  | 285,860 |  | 311,928 |  | 312,159 |  | 316,776 |
| Total Commercial |  | 2,122,360 |  | 2,132,958 |  | 2,166,017 |  | 2,094,163 |  | 2,086,403 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 2,401,331 |  | 2,319,485 |  | 2,215,892 |  | 2,130,589 |  | 2,130,335 |
| Home Equity |  | 766,839 |  | 773,643 |  | 780,691 |  | 775,105 |  | 783,582 |
| Automobile |  | 194,339 |  | 193,851 |  | 192,506 |  | 191,497 |  | 191,739 |
| Other ${ }^{1}$ |  | 186,614 |  | 178,995 |  | 183,198 |  | 157,118 |  | 159,414 |
| Total Consumer |  | 3,549,123 |  | 3,465,974 |  | 3,372,287 |  | 3,254,309 |  | 3,265,070 |
| Total Loans and Leases | \$ | 5,671,483 | \$ | 5,598,932 | \$ | 5,538,304 | \$ | 5,348,472 | \$ | 5,351,473 |

Higher Risk Loans Outstanding

| (dollars in thousands) | $\begin{array}{r} \text { June 30, } \\ 2012 \\ \hline \end{array}$ |  |  | $\begin{array}{r} \text { March 31, } \\ 2012 \\ \hline \end{array}$ |  | December 31, 2011 |  | ber 30, 2011 |  | $\begin{array}{r} \text { June } 30, \\ 2011 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential Home Building ${ }^{2}$ | \$ | 8,777 | \$ | 13,148 | \$ | 13,475 | \$ | 15,379 | \$ | 16,186 |
| Residential Land Loans ${ }^{3}$ |  | 16,703 |  | 17,602 |  | 18,163 |  | 18,305 |  | 19,960 |
| Home Equity Loans ${ }^{4}$ |  | 22,029 |  | 21,359 |  | 21,413 |  | 22,321 |  | 21,778 |
| Air Transportation ${ }^{5}$ |  | 27,633 |  | 27,548 |  | 36,144 |  | 36,511 |  | 36,961 |
| Total Higher Risk Loans | \$ | 75,142 | \$ | 79,657 | \$ | 89,195 | \$ | 92,516 | \$ | 94,885 |

${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.
${ }^{2}$ Residential home building loans were $\$ 48.6$ million as of June 30, 2012. Higher risk loans within this segment are defined as those loans with a w ell-defined weakness or weaknesses that jeopardizes the orderly repayment of the loan.
${ }^{3}$ We consider all of our residential land loans, which are consumer loans secured by unimproved lots, to be of higher risk due to the volatility in the value of the underlying collateral.
${ }^{4}$ Higher risk home equity loans are defined as those loans originated in 2005 or later, with current monitoring credit scores below 600, and with original loan-to-value ratios greater than $70 \%$.
${ }^{5}$ We consider all of our air transportation leases to be of higher risk due to the w eak financial profile of the industry.

Deposits

| (dollars in thousands) |  | $\begin{array}{r} \text { June 30, } \\ 2012 \\ \hline \end{array}$ |  | $\begin{array}{r} \text { March 31, } \\ 2012 \\ \hline \end{array}$ | December 31, 2011 |  | $\begin{array}{r} \text { September 30, } \\ 2011 \\ \hline \end{array}$ |  |  | $\begin{array}{r} \text { June 30, } \\ 2011 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer | \$ | 5,360,325 | \$ | 5,377,804 | \$ | 5,241,827 | \$ | 5,137,548 | \$ | 5,073,101 |
| Commercial |  | 4,403,095 |  | 4,307,931 |  | 4,320,712 |  | 4,275,915 |  | 4,165,435 |
| Public and Other |  | 1,784,573 |  | 935,435 |  | 1,030,084 |  | 595,550 |  | 740,498 |
| Total Deposits | \$ | 11,547,993 | \$ | 10,621,170 | \$ | 10,592,623 | \$ | 10,009,013 | \$ | 9,979,034 |

## Bank of Hawaii Corporation and Subsidiaries

| (dollars in thousands) | June 30,$2012$ |  |  | March 31, 2012 | December 31, 2011 |  | September 30, 2011 |  |  | June 30, $2011$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Non-Accrual Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 5,778 | \$ | 5,852 | \$ | 6,243 | \$ | 6,593 | \$ | 1,839 |
| Commercial Mortgage |  | 2,737 |  | 2,113 |  | 2,140 |  | 2,188 |  | 3,290 |
| Construction |  | 1,182 |  | 1,482 |  | 2,080 |  |  |  | 288 |
| Lease Financing |  | - |  | 4 |  | 5 |  | 6 |  | 8 |
| Total Commercial |  | 9,697 |  | 9,451 |  | 10,468 |  | 8,787 |  | 5,425 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 26,803 |  | 26,356 |  | 25,256 |  | 23,779 |  | 23,970 |
| Home Equity |  | 2,425 |  | 2,069 |  | 2,024 |  | 1,863 |  | 2,155 |
| Other ${ }^{1}$ |  | - |  | - |  | - |  | - |  | 16 |
| Total Consumer |  | 29,228 |  | 28,425 |  | 27,280 |  | 25,642 |  | 26,141 |
| Total Non-Accrual Loans and Leases |  | 38,925 |  | 37,876 |  | 37,748 |  | 34,429 |  | 31,566 |
| Foreclosed Real Estate |  | 2,569 |  | 3,530 |  | 3,042 |  | 3,341 |  | 2,590 |
| Total Non-Performing Assets | \$ | 41,494 | \$ | 41,406 | \$ | 40,790 | \$ | 37,770 | \$ | 34,156 |

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

Commercial

| Commercial and Industrial | \$ | 1 | \$ | 2 | \$ | 1 | \$ | - | \$ | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Commercial |  | 1 |  | 2 |  | 1 |  | - |  | - |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 4,229 |  | 6,590 |  | 6,422 |  | 7,664 |  | 5,854 |
| Home Equity |  | 2,445 |  | 2,829 |  | 2,194 |  | 2,639 |  | 1,147 |
| Automobile |  | 98 |  | 124 |  | 170 |  | 138 |  | 167 |
| Other ${ }^{1}$ |  | 395 |  | 543 |  | 435 |  | 414 |  | 604 |
| Total Consumer |  | 7,167 |  | 10,086 |  | 9,221 |  | 10,855 |  | 7,772 |
| Total Accruing Loans and Leases Past Due 90 Days or More | \$ | 7,168 | \$ | 10,088 | \$ | 9,222 | \$ | 10,855 | \$ | 7,772 |
| Restructured Loans on Accrual Status and Not Past Due 90 Days or More | \$ | 31,124 | \$ | 29,539 | \$ | 33,703 | \$ | 33,140 | \$ | 28,193 |
| Total Loans and Leases | \$ | 5,671,483 | \$ | 5,598,932 | \$ | 5,538,304 | \$ | 5,348,472 | \$ | 5,351,473 |
| Ratio of Non-Accrual Loans and Leases to Total Loans and Leases |  | 0.69\% |  | 0.68\% |  | 0.68\% |  | 0.64\% |  | 0.59\% |
| Ratio of Non-Performing Assets to Total Loans and Leases and Foreclosed Real Estate |  | 0.73\% |  | 0.74\% |  | 0.74\% |  | 0.71\% |  | 0.64\% |
| Ratio of Commercial Non-Performing Assets to Total Commercial Loans and <br> $\begin{array}{lllllllllllll}\text { Leases and Commercial Foreclosed Real Estate } & 0.51 \% & 0.53 \% & 0.56 \% & 0.52 \% & \end{array}$ |  |  |  |  |  |  |  |  |  |  |
| Ratio of Consumer Non-Performing Assets to Total Consumer Loans and Leases and Consumer Foreclosed Real Estate |  | 0.87\% |  | 0.87\% |  | 0.85\% |  | 0.82\% |  | 0.83\% |
| 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 |  | 0.86\% |  | 0.92\% |  | 0.90\% |  | 0.91\% |  | 0.78\% |
| Quarter to Quarter Changes in Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Balance at Beginning of Quarter | \$ | 41,406 | \$ | 40,790 | \$ | 37,770 | \$ | 34,156 | \$ | 34,592 |
| Additions |  | 7,574 |  | 5,334 |  | 8,653 |  | 8,552 |  | 6,079 |
| Reductions |  |  |  |  |  |  |  |  |  |  |
| Payments |  | $(2,942)$ |  | $(2,524)$ |  | $(1,173)$ |  | $(3,237)$ |  | $(2,363)$ |
| Return to Accrual Status |  | $(2,085)$ |  | (535) |  | $(2,421)$ |  | (401) |  | $(3,226)$ |
| Sales of Foreclosed Real Estate |  | $(2,247)$ |  | $(1,049)$ |  | $(1,320)$ |  | (157) |  | (497) |
| Charge-offs/Write-downs |  | (212) |  | (610) |  | (719) |  | $(1,143)$ |  | (429) |
| Total Reductions |  | $(7,486)$ |  | $(4,718)$ |  | $(5,633)$ |  | $(4,938)$ |  | $(6,515)$ |
| Balance at End of Quarter | \$ | 41,494 | \$ | 41,406 | \$ | 40,790 | \$ | 37,770 | \$ | 34,156 |


| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ 2012 \\ \hline \end{gathered}$ |  | June 30,$2011$ |  |
| Balance at Beginning of Period | \$ | 141,025 | \$ | 144,025 | \$ | 152,777 | \$ | 144,025 | \$ | 152,777 |
| Loans and Leases Charged-Off |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | $(1,078)$ |  | $(1,431)$ |  | $(1,507)$ |  | $(2,509)$ |  | $(3,164)$ |
| Construction |  | - |  | (330) |  | - |  | (330) |  |  |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | $(1,369)$ |  | $(1,580)$ |  | $(1,977)$ |  | $(2,949)$ |  | $(3,728)$ |
| Home Equity |  | $(1,657)$ |  | $(2,441)$ |  | $(3,252)$ |  | $(4,098)$ |  | $(4,611)$ |
| Automobile |  | (438) |  | (526) |  | (797) |  | (964) |  | $(1,826)$ |
| Other ${ }^{1}$ |  | $(1,394)$ |  | $(1,451)$ |  | $(1,488)$ |  | $(2,845)$ |  | $(3,052)$ |
| Total Loans and Leases Charged-Off |  | $(5,936)$ |  | $(7,759)$ |  | $(9,021)$ |  | $(13,695)$ |  | $(16,381)$ |


| Recoveries on Loans and Leases Previously Charged-Off |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 524 |  | 1,933 |  | 399 |  | 2,457 |  | 971 |
| Commercial Mortgage |  | 10 |  | 24 |  | - |  | 34 |  | - |
| Lease Financing |  | 11 |  | 72 |  | 44 |  | 83 |  | 94 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 376 |  | 666 |  | 622 |  | 1,042 |  | 881 |
| Home Equity |  | 165 |  | 570 |  | 750 |  | 735 |  | 1,089 |
| Automobile |  | 482 |  | 538 |  | 652 |  | 1,020 |  | 1,301 |
| Other ${ }^{1}$ |  | 577 |  | 605 |  | 572 |  | 1,182 |  | 1,372 |
| Total Recoveries on Loans and Leases Previously Charged-Off |  | 2,145 |  | 4,408 |  | 3,039 |  | 6,553 |  | 5,708 |
| Net Loans and Leases Charged-Off |  | $(3,791)$ |  | $(3,351)$ |  | $(5,982)$ |  | $(7,142)$ |  | $(10,673)$ |
| Provision for Credit Losses |  | 628 |  | 351 |  | 3,600 |  | 979 |  | 8,291 |
| Balance at End of Period ${ }^{2}$ | \$ | 137,862 | \$ | 141,025 | \$ | 150,395 | \$ | 137,862 | \$ | 150,395 |

## Components

| Allowance for Loan and Lease Losses | $\$$ | 132,443 | $\$$ | 135,606 | $\$$ | 144,976 | $\$$ | 132,443 | $\$$ | 144,976 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Reserve for Unfunded Commitments |  | 5,419 | 5,419 | 5,419 | 5,419 | 5,419 |  |  |  |  |
| Total Reserve for Credit Losses |  |  |  |  |  |  |  |  |  |  |

Average Loans and Leases Outstanding
\$ 5,641,588 \$ 5,563,358 \$ 5,326,123 \$ 5,602,473 \$ 5,318,993

Ratio of Net Loans and Leases Charged-Off to

| Average Loans and Leases Outstanding (annualized) | $0.27 \%$ | $0.24 \%$ | $0.45 \%$ | $0.26 \%$ | $0.40 \%$ |
| ---: | :--- | :--- | :--- | :--- | :--- |
| Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding | $2.34 \%$ | $2.42 \%$ | $2.71 \%$ | $2.34 \%$ | $2.71 \%$ |

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



| Net Interest Income | \$ | 43,890 | \$ | 34,686 | \$ | 3,792 | \$ | 15,131 | \$ | $\begin{array}{r} 97,499 \\ 3,600 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for Credit Losses |  | 5,585 |  | 397 |  | - |  | $(2,382)$ |  |  |
| Net Interest Income After Provision for Credit Losses |  | 38,305 |  | 34,289 |  | 3,792 |  | 17,513 |  | 93,899 |
| Noninterest Income |  | 21,697 |  | 9,741 |  | 15,234 |  | 2,791 |  | 49,463 |
| Noninterest Expense |  | $(52,268)$ |  | $(24,236)$ |  | $(15,043)$ |  | $(2,227)$ |  | (93,774) |
| Income Before Provision for Income Taxes |  | 7,734 |  | 19,794 |  | 3,983 |  | 18,077 |  | 49,588 |
| Provision for Income Taxes |  | $(2,861)$ |  | $(6,946)$ |  | $(1,474)$ |  | $(3,159)$ |  | $(14,440)$ |
| Net Income |  | 4,873 |  | 12,848 |  | 2,509 |  | 14,918 |  | 35,148 |
| Total Assets as of June 30, 2011 | \$ | 3,058,041 | \$ | 2,266,089 | \$ | 221,347 | \$ | 7,615,727 | \$ | 161,204 |

[^7]Table 13b

|  | Retail | Commercial | Investment | Treasury | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| (dollars in thousands) | Banking | Banking | Services | and Other | Total |


| Six Months Ended June 30, 2012 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | \$ | 78,649 | \$ | 62,259 | \$ | 7,131 | \$ | 45,290 | \$ | 193,329 |
| Provision for Credit Losses |  | 7,364 |  | (511) |  | 290 |  | $(6,164)$ |  | 979 |
| Net Interest Income After Provision for Credit Losses |  | 71,285 |  | 62,770 |  | 6,841 |  | 51,454 |  | 192,350 |
| Noninterest Income |  | 40,525 |  | 20,129 |  | 29,132 |  | 5,144 |  | 94,930 |
| Noninterest Expense |  | $(88,304)$ |  | $(45,127)$ |  | $(29,006)$ |  | $(3,517)$ |  | $(165,954)$ |
| Income Before Provision for Income Taxes |  | 23,506 |  | 37,772 |  | 6,967 |  | 53,081 |  | 121,326 |
| Provision for Income Taxes |  | $(8,697)$ |  | $(9,052)$ |  | $(2,578)$ |  | $(16,442)$ |  | $(36,769)$ |
| Net Income |  | 14,809 |  | 28,720 |  | 4,389 |  | 36,639 |  | 84,557 |
| Total Assets as of June 30, 2012 | \$ | 3,246,917 | \$ | 2,289,516 | \$ | 287,669 | \$ | 8,091,524 | \$ | 13,915,626 |

## Six Months Ended June 30, $2011{ }^{1}$

| Net Interest Income | $\$$ | 88,314 | $\$$ | 69,689 | $\$$ | 7,655 | $\$$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $(140)$ | 31,538 | $\$$ | 197,196 |  |  |  |  |
| Provision for Credit Losses |  | 10,628 | 209 | $806)$ | 8,291 |  |  |
| Net Interest Income After Provision for Credit Losses |  | 77,686 | 69,480 | 7,795 | 33,944 | 188,905 |  |
| Noninterest Income | 41,817 | 18,797 | 30,283 | 12,488 | 103,385 |  |  |
| Noninterest Expense | $(96,087)$ | $(48,738)$ | $(30,447)$ | $(4,584)$ | $(179,856)$ |  |  |
| Income Before Provision for Income Taxes | 23,416 | 39,539 | 7,631 | 41,848 | 112,434 |  |  |
| Provision for Income Taxes | $(8,664)$ | $(13,748)$ | $(2,824)$ | $(9,690)$ | $(34,926)$ |  |  |
| Net Income | 14,752 | 25,791 | 4,807 | 32,158 | 77,508 |  |  |
| Total Assets as of June 30, 2011 | $\$$ | $3,058,041$ | $\$$ | $2,266,089$ | $\$$ | 221,347 | $\$$ |

[^8]|  | Three Months Ended |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| (dollars in thousands, except per share amounts) | June 30, | March 31, | December 31, | September 30, | June 30, |
|  | 2012 | 2012 | 2011 | 2011 | 2011 |


| Quarterly Operating Results |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 63,910 | \$ | 64,691 | \$ | 64,760 | \$ | 65,344 | \$ | 65,542 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 16,988 |  | 17,713 |  | 19,107 |  | 23,097 |  | 23,490 |
| Held-to-Maturity |  | 25,054 |  | 26,413 |  | 23,608 |  | 20,344 |  | 20,553 |
| Deposits |  | 1 |  | 2 |  | 2 |  | 6 |  | 2 |
| Funds Sold |  | 119 |  | 129 |  | 120 |  | 160 |  | 297 |
| Other |  | 281 |  | 280 |  | 280 |  | 279 |  | 279 |
| Total Interest Income |  | 106,353 |  | 109,228 |  | 107,877 |  | 109,230 |  | 110,163 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 3,219 |  | 3,473 |  | 3,736 |  | 4,561 |  | 4,792 |
| Securities Sold Under Agreements to Repurchase |  | 7,250 |  | 7,304 |  | 7,392 |  | 7,400 |  | 7,338 |
| Funds Purchased |  | 5 |  | 5 |  | 5 |  | 4 |  | 5 |
| Long-Term Debt |  | 498 |  | 498 |  | 498 |  | 499 |  | 529 |
| Total Interest Expense |  | 10,972 |  | 11,280 |  | 11,631 |  | 12,464 |  | 12,664 |
| Net Interest Income |  | 95,381 |  | 97,948 |  | 96,246 |  | 96,766 |  | 97,499 |
| Provision for Credit Losses |  | 628 |  | 351 |  | 2,219 |  | 2,180 |  | 3,600 |
| Net Interest Income After Provision for Credit Losses |  | 94,753 |  | 97,597 |  | 94,027 |  | 94,586 |  | 93,899 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 11,195 |  | 10,918 |  | 11,025 |  | 10,788 |  | 11,427 |
| Mortgage Banking |  | 7,581 |  | 5,050 |  | 3,401 |  | 5,480 |  | 2,661 |
| Service Charges on Deposit Accounts |  | 9,225 |  | 9,591 |  | 9,606 |  | 9,820 |  | 9,375 |
| Fees, Exchange, and Other Service Charges |  | 12,326 |  | 12,399 |  | 12,401 |  | 16,219 |  | 16,662 |
| Investment Securities Gains (Losses), Net |  | - |  | (90) |  | 282 |  | - |  | - |
| Insurance |  | 2,399 |  | 2,278 |  | 2,312 |  | 2,664 |  | 3,210 |
| Other |  | 4,122 |  | 7,936 |  | 4,380 |  | 5,892 |  | 6,128 |
| Total Noninterest Income |  | 46,848 |  | 48,082 |  | 43,407 |  | 50,863 |  | 49,463 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 44,037 |  | 47,024 |  | 44,927 |  | 44,307 |  | 46,800 |
| Net Occupancy |  | 10,058 |  | 10,516 |  | 11,253 |  | 11,113 |  | 10,476 |
| Net Equipment |  | 4,669 |  | 5,826 |  | 4,748 |  | 4,662 |  | 4,741 |
| Professional Fees |  | 2,386 |  | 2,132 |  | 1,926 |  | 2,245 |  | 2,294 |
| FDIC Insurance |  | 2,088 |  | 2,071 |  | 2,027 |  | 2,065 |  | 2,010 |
| Other |  | 17,509 |  | 17,638 |  | 19,501 |  | 19,563 |  | 27,453 |
| Total Noninterest Expense |  | 80,747 |  | 85,207 |  | 84,382 |  | 83,955 |  | 93,774 |
| Income Before Provision for Income Taxes |  | 60,854 |  | 60,472 |  | 53,052 |  | 61,494 |  | 49,588 |
| Provision for Income Taxes |  | 20,107 |  | 16,662 |  | 13,823 |  | 18,188 |  | 14,440 |
| Net Income | \$ | 40,747 | \$ | 43,810 | \$ | 39,229 | \$ | 43,306 | \$ | 35,148 |
| Basic Earnings Per Share |  | \$0.90 |  | \$0.96 |  | \$0.85 |  | \$0.93 |  | \$0.74 |
| Diluted Earnings Per Share |  | \$0.90 |  | \$0.95 |  | \$0.85 |  | \$0.92 |  | \$0.74 |

## Balance Sheet Totals

| Loans and Leases | \$ 5,671,483 |  | \$ 5,598,932 |  | \$ 5,538,304 |  | \$ 5,348,472 |  | \$ 5,351,473 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Assets | 13,915,626 |  | 13,759,409 |  | 13,846,391 |  | 13,304,758 |  | 13,161,204 |
| Total Deposits | 11,547,993 |  | 10,621,170 |  | 10,592,623 |  | 10,009,013 |  | 9,979,034 |
| Total Shareholders' Equity | 1,003,825 |  | 995,897 |  | 1,002,667 |  | 1,017,775 |  | 1,003,450 |
| Performance Ratios |  |  |  |  |  |  |  |  |  |
| Return on Average Assets | 1.19 | \% | 1.29 | \% | 1.17 | \% | 1.31 | \% | 1.09 |
| Return on Average Shareholders' Equity | 16.19 |  | 17.26 |  | 15.23 |  | 16.80 |  | 13.86 |
| Efficiency Ratio ${ }^{1}$ | 56.77 |  | 58.35 |  | 60.42 |  | 56.87 |  | 63.81 |
| Net Interest Margin ${ }^{2}$ | 2.98 |  | 3.06 |  | 3.04 |  | 3.09 |  | 3.16 |

[^9]Bank of Hawaii Corporation and Subsidiaries
Hawaii Economic Trends
Table 15


Unemployment ${ }^{3}$

| Statewide, seasonally adjusted | 6.4 | \% | 6.4 | \% | 6.2 | \% | 6.3 | \% | 6.9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Oahu | 6.4 |  | 5.7 |  | 5.4 |  | 4.8 |  | 5.4 |
| Island of Hawaii | 10.1 |  | 9.2 |  | 8.9 |  | 8.6 |  | 9.5 |
| Maui | 7.5 |  | 7.1 |  | 7.1 |  | 7.4 |  | 8.8 |
| Kauai | 8.7 |  | 8.1 |  | 7.8 |  | 7.8 |  | 8.7 |


| (percentage change, except months of inventory) | June 30, |  | $\frac{\text { March 31, }}{2012}$ | December 31, |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2012 |  |  |  | 2011 |  | 2010 |  | 2009 |  |
| Housing Trends (Single Family Oahu) ${ }^{4}$ |  |  |  |  |  |  |  |  |  |  |
| Median Home Price | 8.7 | \% | 10.4 | \% | (3.0) | \% | 3.1 | \% | (7.3) | \% |
| Home Sales Volume (units) | 0.4 | \% | (1.3) | \% | (2.7) | \% | 13.4 | \% | (1.8) | \% |
| Months of Inventory | 3.9 |  | 4.0 |  | 4.8 |  | 6.0 |  | 6.8 |  |


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

Tourism ${ }^{2}$

| April 30, 2012 | 637.2 | (4.4) \% |
| :---: | :---: | :---: |
| March 31, 2012 | 666.2 | 5.1 |
| February 29, 2012 | 634.1 | (2.3) |
| January 31, 2012 | 649.2 | 3.0 |
| December 31, 2011 | 630.4 | 2.7 |
| November 30, 2011 | 613.8 | 1.7 |
| October 31, 2011 | 603.4 | (1.2) |
| September 30, 2011 | 610.6 | 3.8 |
| August 31, 2011 | 588.4 | 0.9 |
| July 31, 2011 | 582.9 | 1.2 |
| June 30, 2011 | 575.9 | (0.1) |
| May 31, 2011 | 576.6 | (0.8) |
| April 30, 2011 | 581.5 | (0.9) |
| March 31, 2011 | 586.9 | (2.8) |
| February 28, 2011 | 603.8 | (0.3) |
| January 31, 2011 | 605.4 | 2.2 |
| December 31, 2010 | 592.6 | - |
| November 30, 2010 | 592.9 | (1.5) |
| October 31, 2010 | 601.7 | 2.5 |
| September 30, 2010 | 587.3 | 1.0 |
| August 31, 2010 | 581.7 | (2.5) |
| July 31, 2010 | 596.6 | 3.7 |
| June 30, 2010 | 575.0 | 0.2 |
| May 31, 2010 | 573.9 | 0.9 |
| April 30, 2010 | 568.9 | 1.9 |
| March 31, 2010 | 558.1 | 2.7 |

[^10]
[^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, a non-GAAP financial measure, is defined by the Company as shareholders' equity minus goodw ill and intangible assets. Intangible assets are included as a component of other assets in the Consolidated Statements of Condition.

[^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 $\$ 2,481,000, \$ 2,070,000$ and $\$ 395,000$ for the three months ended June 30, 2012, March 31, 2012, and June 30, 2011, respectively.

[^2]:    ${ }^{1}$ 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 $\$ 4,551,000$ and $\$ 778,000$ for the six months ended June 30, 2012 and 2011, respectively.

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

[^5]:    ${ }^{1}$ 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.

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

[^9]:    The efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and noninterest income).
    ${ }^{2}$ The net interest margin is defined as net interest income, on a fully-taxable equivalent basis, as a percentage of average earning assets.

[^10]:    ${ }^{1}$ Source: Haw aii Department of Business, Economic Development \& Tourism.
    ${ }^{2}$ Source: University of Haw aii Economic Research Organization. Year-to-date figures.
    ${ }^{3}$ Source: University of Haw aii Economic Research Organization, State of Haw aii Department of Labor and Industrial Relations.
    ${ }^{4}$ Source: Honolulu Board of REALTORS.
    Note: Certain prior period seasonally adjusted information has been revised.

