# Bank of Hawaii Corporation First Quarter 2014 Financial Results 

- Diluted Earnings Per Share $\$ 0.87$
- Net Income \$38.6 Million
- Board of Directors Declares Dividend of \$0.45 Per Share


## FOR IMMEDIATE RELEASE

HONOLULU, HI (April 21, 2014) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of $\$ 0.87$ for the first quarter of 2014, down from $\$ 0.88$ in the previous quarter and up from $\$ 0.81$ in the same quarter last year. Net income for the first quarter of 2014 was $\$ 38.6$ million, a decrease of $\$ 0.5$ million compared with net income of $\$ 39.1$ million in the fourth quarter of 2013, and up $\$ 2.6$ million from net income of $\$ 36.0$ million in the first quarter of 2013.

Loan and lease balances increased to $\$ 6.2$ billion at March 31, 2014, up 1.9 percent from December 31, 2013 and 7.4 percent compared with March 31, 2013. Deposit growth remained strong during the quarter, increasing 1.1 percent from December 31, 2013 and 7.0 percent from March 31, 2013. The net interest margin increased to 2.87 percent during the first quarter of 2014 compared with 2.85 percent in the previous quarter and 2.82 percent in the same quarter last year.
"Bank of Hawaii Corporation had a good start in 2014 with solid performance in the first quarter," said Peter S. Ho, Chairman, President, and CEO. "Our balance sheet remains strong and we maintained our disciplined approach to risk and capital management. Our loan and deposit balances continued to grow during the quarter and we are continuing to see the benefits of our expense initiatives."

The return on average assets for the first quarter of 2014 was 1.12 percent, unchanged from the previous quarter and up from 1.08 percent in the same quarter last year. The return on average equity for the first quarter of 2014 was 15.15 percent compared with 15.36 percent in the fourth quarter of 2013 and 14.10 percent in the first quarter of 2013. The efficiency ratio during the first quarter of 2014 was 60.54 percent compared with 59.99 percent in the previous quarter and 61.90 percent in the same quarter last year.

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## Financial Highlights

Net interest income, on a taxable-equivalent basis, for the first quarter of 2014 was $\$ 96.1$ million, up $\$ 1.3$ million from net interest income of $\$ 94.8$ million in the fourth quarter of 2013, and up $\$ 5.1$ million from net interest income of $\$ 91.0$ million in the first quarter of 2013. Analyses of the changes in net interest income are included in Tables 8a and 8b.

The net interest margin was 2.87 percent for the first quarter of 2014, an increase of 2 basis points compared with the net interest margin of 2.85 percent in the fourth quarter of 2013, and a 5 basis point increase from 2.82 percent in the first quarter of 2013.

Noninterest income was $\$ 44.8$ million for the first quarter of 2014, a decrease of $\$ 0.5$ million compared with noninterest income of $\$ 45.3$ million in the fourth quarter of 2013, and a decrease of $\$ 3.0$ million compared with noninterest income of $\$ 47.8$ million in the first quarter of 2013. Noninterest income included a gain of $\$ 2.0$ million resulting from the sale of 22,000 Visa Class B shares ( 9,253 Class A equivalents) during the first quarter of 2014. The Company also contributed 5,500 Visa Class B shares to the Bank of Hawaii Foundation. The contribution had no impact on noninterest expense; however, the contribution did favorably impact the effective tax rate for the first quarter of 2014. As of March 31, 2014, the Company has 482,114 Visa Class B shares remaining (202,777 Class A equivalents). Noninterest income in the first quarter of 2014 included mortgage banking revenue of $\$ 2.0$ compared with mortgage banking revenue of $\$ 2.8$ million in the previous quarter and $\$ 6.4$ million in the same quarter last year.

Noninterest expense was $\$ 83.5$ million in the first quarter of 2014, up $\$ 1.1$ million from noninterest expense of $\$ 82.4$ million in the fourth quarter of 2013, and down $\$ 0.8$ million from noninterest expense of $\$ 84.4$ million in the same quarter last year. Noninterest expense in the first quarter of 2014 included seasonal payroll-related expenses resulting from annual payments from the Company's incentive compensation plans and higher payroll taxes, and a $\$ 0.7$ million increase in operating losses. An analysis of noninterest expenses related to salaries and benefits is included in Table 9.

The effective tax rate for the first quarter of 2014 was 29.13 percent compared with 28.96 percent in the previous quarter and 30.74 percent during the same quarter last year.

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

## Asset Quality

The Company's overall asset quality remained stable during the first quarter of 2014. Total non-performing assets decreased to $\$ 37.0$ million at March 31, 2014, down $\$ 2.6$ million from non-performing assets of $\$ 39.7$ million at December 31, 2013 and down $\$ 1.3$ million from nonperforming assets of $\$ 38.4$ million at March 31, 2013. As a percentage of total loans and leases, including foreclosed real estate, non-performing assets were 0.60 percent at the end of the first quarter of 2014, down from 0.65 percent at the end of the fourth quarter of 2013, and down from 0.66 percent at the end of the first quarter last year. Non-performing assets remain above historical levels due to the lengthy judicial foreclosure process for residential mortgage loans.

Accruing loans and leases past due 90 days or more were $\$ 9.7$ million at March 31, 2014, down from $\$ 9.9$ million at December 31, 2013 and $\$ 11.7$ million at March 31, 2013. Restructured loans not included in non-accrual loans or accruing loans past due 90 days or more were $\$ 44.5$ million at March 31, 2014 and primarily comprised of residential mortgages 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 loan and lease charge-offs during the first quarter of 2014 were $\$ 1.3$ million or 0.09 percent annualized of total average loans and leases outstanding. Loan and lease charge-offs of $\$ 4.0$ million were partially offset by recoveries of $\$ 2.7$ million. Net charge-offs in the fourth quarter of 2013 were $\$ 8.2$ million, or 0.54 percent annualized of total average loans and leases outstanding, and were comprised of $\$ 10.4$ million in charge-offs partially offset by recoveries of $\$ 2.2$ million. Net charge-offs during the first quarter of 2013 were $\$ 2.0$ million, or 0.14 percent annualized of total average loans and leases outstanding, and were comprised of $\$ 5.3$ million in charge-offs partially offset by recoveries of $\$ 3.3$ million.

The allowance for loan and lease losses was $\$ 114.1$ million at March 31, 2014, down \$1.3 million from the allowance for loan and lease losses of $\$ 115.5$ million at December 31, 2013 and down $\$ 12.8$ million from the allowance for loan and lease losses of $\$ 126.9$ million at March 31, 2013. The ratio of the allowance for loan and lease losses to total loans and leases outstanding was 1.84 percent at March 31, 2014, a decrease of 5 basis points from the previous quarter and down 35 basis points from the same quarter last year. The reserve for unfunded commitments at March 31, 2014 was $\$ 6.0$ million, down from $\$ 6.1$ million at December 31, 2013 and up from $\$ 5.4$ million at March 31, 2013. 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 $\$ 14.26$ billion at March 31, 2014, up from $\$ 14.08$ billion at December 31, 2013 and $\$ 13.53$ billion at March 31, 2013. Average total assets were $\$ 14.03$ billion during the first quarter of 2014, an increase from average total assets of $\$ 13.86$ billion during the previous quarter and average total assets of $\$ 13.56$ billion during the same quarter last year.

The investment securities portfolio was $\$ 6.97$ billion at March 31, 2014, down from $\$ 6.99$ billion at December 31, 2013, and up from $\$ 6.89$ billion at March 31, 2013. The portfolio remains largely comprised of securities issued by U. S. government agencies and included $\$ 4.78$ billion in securities held to maturity and $\$ 2.19$ billion in securities available for sale at March 31, 2014.

Total loans and leases were $\$ 6.21$ billion at March 31, 2014, up from $\$ 6.10$ billion at December 31, 2013 and $\$ 5.78$ billion at March 31, 2013. Average total loans and leases were $\$ 6.10$ billion during the first quarter of 2014, up from $\$ 6.05$ billion during the fourth quarter of 2013, and up from $\$ 5.80$ billion during the same quarter last year.

The commercial loan portfolio was $\$ 2.57$ billion at the end of the first quarter of 2014, up 1.7 percent from commercial loans of $\$ 2.53$ billion at the end of the fourth quarter of 2013 and up 10.6 percent from commercial loans of $\$ 2.33$ billion at the end of the same quarter last year.

Adjusted for a lessee's exercise of the early buy-out option on an aircraft leveraged lease during the first quarter of 2014, commercial loans would have been up 2.5 percent compared to the previous quarter.

Consumer loans were $\$ 3.64$ billion at the end of the first quarter of 2014, up 2.0 percent from consumer loans of $\$ 3.57$ billion at the end of the fourth quarter of 2013 and up from $\$ 3.46$ billion at the end of the same quarter last year. Loan and lease portfolio balances, including the higher risk loans and leases outstanding, are summarized in Table 10.

Total deposits increased to $\$ 12.04$ billion at March 31, 2014 compared with $\$ 11.91$ billion at December 31, 2013 and $\$ 11.25$ billion at March 31, 2013. Average total deposits were $\$ 11.81$ billion during the first quarter of 2014, up from $\$ 11.57$ billion during the previous quarter and $\$ 11.29$ billion during the same quarter last year. Consumer deposits increased 2.2 percent from the previous quarter and 6.3 percent compared with the first quarter last year. Commercial deposits were down 1.5 percent from the previous quarter due to a decline in savings deposits and were up 5.2 percent compared with the first quarter last year. Other deposits increased 5.5 percent from the previous quarter and 17.9 percent compared with the same quarter last year. Deposit balances are summarized in Tables 7 and 10.

Long-term debt was $\$ 174.7$ million at March 31, 2014, essentially unchanged from December 31, 2013 and down slightly from $\$ 177.4$ million at March 31, 2013. The Company maintains long-term debt primarily for asset/liability management purposes.

During the first quarter of 2014, the Company repurchased 214.5 thousand shares of common stock at a total cost of $\$ 12.5$ million under its share repurchase program. The average cost was $\$ 58.23$ per share repurchased. From April 1 through April 17, 2014, the Company repurchased an additional 45.5 thousand shares of common stock at an average cost of $\$ 59.03$ per share. From the beginning of the share repurchase program initiated during July 2001 through March 31, 2014, the Company has repurchased 51.1 million shares and returned over $\$ 1.8$ billion to shareholders at an average cost of $\$ 36.63$ per share. Remaining buyback authority under the share repurchase program was $\$ 21.5$ million at March 31, 2014.

Total shareholders' equity increased to $\$ 1.03$ billion at March 31, 2014, up from $\$ 1.01$ billion at December 31, 2013 and up slightly from March 31, 2013. The ratio of tangible common equity to risk-weighted assets was 15.51 percent at the end of the first quarter of 2014, compared with 15.49 percent at the end of the fourth quarter of 2013, and 17.04 percent at the end of the first quarter last year. The Tier 1 leverage ratio at March 31, 2014 was 7.06 percent compared with 7.07 percent at December 31, 2013, and 6.90 percent at March 31, 2013.

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 June 13, 2014 to shareholders of record at the close of business on May 30, 2014.

## Hawaii Economy

General economic conditions in Hawaii remain positive, led by a healthy tourism industry, a growing construction industry, relatively low unemployment, and rising real estate prices. For the first two months of 2014, total visitor arrivals decreased 2.1 percent and visitor spending decreased 2.8 percent compared to the same period in 2013. Following a record level of visitor arrivals in 2013, the current visitor numbers and spending still reflect a healthy tourism industry despite the year-over-year decline. The statewide seasonally-adjusted unemployment rate was at 4.5 percent in March 2014, compared to 6.7 percent nationally. For the first quarter of 2014, the volume of single-family home sales on Oahu increased 1.9 percent compared with the same period
in 2013 and the volume of condominium sales on Oahu increased 1.7 percent compared with the same period in 2013. The median price of single-family home sales on Oahu was 9.2 percent higher for the first three months of 2014 compared to the same period in 2013, while the median price of condominium sales on Oahu was 1.5 percent higher compared to the same period in 2013. As of March 31, 2014, months of inventory of single-family homes and condominiums on Oahu remained low at approximately 2.6 months and 3.2 months, respectively. More information on current Hawaii economic trends is presented in Table 15.

## Conference Call Information

The Company will review its first quarter financial results today at 6:00 p.m. Eastern Time (12:00 p.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 or Canada should dial 1 (800) 708-4540. All other international conference call participants should dial 1 (847) 619-6397. Use the pass code "Bank of Hawaii" to access the call. A replay will be available for one week beginning on Monday, April 21, 2014 by dialing 1 (888) 843-7419 in the United States or Canada and 1 (630) 652-3042 from other international locations. Enter the pass code number 36975883 \# when prompted. A replay of the conference call will also be available via the Investor Relations link on the Company's website, www.boh.com.

## Forward-Looking Statements

This news release, and other statements made by the Company in connection with it may contain "forward-looking statements", such as forecasts of our financial results and condition, expectations for our operations and business prospects, and our assumptions used in those forecasts and expectations. Do not unduly rely on forward-looking statements. Actual results might differ significantly from our forecasts and expectations because of a variety of factors. More information about these factors is contained in Bank of Hawaii Corporation's Annual Report on Form 10-K for the year ended December 31, 2013, which was filed with the U.S. Securities and Exchange Commission. We have not committed to update forward-looking statements to reflect later events or circumstances.

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

| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { March 31, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2013 \\ \hline \end{gathered}$ |  |  |  | $\begin{gathered} \hline \text { March 31, } \\ 2013 \\ \hline \end{gathered}$ |  |
| For the Period: |  |  |  |  |  |  |  |  |
| Operating Results |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 93,233 |  | \$ | 92,120 | \$ |  | 88,560 |
| Provision for Credit Losses |  | - |  |  | - |  |  | - |
| Total Noninterest Income |  | 44,768 |  |  | 45,278 |  |  | 47,778 |
| Total Noninterest Expense |  | 83,547 |  |  | 82,424 |  |  | 84,387 |
| Net Income |  | 38,592 |  |  | 39,055 |  |  | 35,980 |
| Basic Earnings Per Share |  | 0.87 |  |  | 0.88 |  |  | 0.81 |
| Diluted Earnings Per Share |  | 0.87 |  |  | 0.88 |  |  | 0.81 |
| Dividends Declared Per Share |  | 0.45 |  |  | 0.45 |  |  | 0.45 |
| Performance Ratios |  |  |  |  |  |  |  |  |
| Return on Average Assets |  | 1.12 | \% |  | 1.12 | \% |  | 1.08 |
| Return on Average Shareholders' Equity |  | 15.15 |  |  | 15.36 |  |  | 14.10 |
| Efficiency Ratio ${ }^{1}$ |  | 60.54 |  |  | 59.99 |  |  | 61.90 |
| Net Interest Margin ${ }^{2}$ |  | 2.87 |  |  | 2.85 |  |  | 2.82 |
| Dividend Payout Ratio ${ }^{3}$ |  | 51.72 |  |  | 51.14 |  |  | 55.56 |
| Average Shareholders' Equity to Average Assets |  | 7.36 |  |  | 7.28 |  |  | 7.63 |
| Average Balances |  |  |  |  |  |  |  |  |
| Average Loans and Leases | \$ | 6,104,041 |  | \$ | 6,053,607 | \$ |  | 5,803,503 |
| Average Assets |  | 14,033,949 |  |  | 13,864,914 |  |  | 13,557,358 |
| Average Deposits |  | 11,814,548 |  |  | 11,571,905 |  |  | 11,287,485 |
| Average Shareholders' Equity |  | 1,033,413 |  |  | 1,008,813 |  |  | 1,034,843 |
| Per Share of Common Stock |  |  |  |  |  |  |  |  |
| Book Value | \$ | 23.14 |  | \$ | 22.75 | \$ |  | 22.87 |
| Tangible Book Value |  | 22.43 |  |  | 22.04 |  |  | 22.17 |
| Market Value |  |  |  |  |  |  |  |  |
| Closing |  | 60.61 |  |  | 59.14 |  |  | 50.81 |
| High |  | 61.36 |  |  | 59.92 |  |  | 50.91 |
| Low |  | 54.16 |  |  | 53.16 |  |  | 44.88 |
|  |  | March 31, $2014$ |  |  | December 31, 2013 |  |  | March 31 $2013$ |
| As of Period End: |  |  |  |  |  |  |  |  |
| Balance Sheet Totals |  |  |  |  |  |  |  |  |
| Loans and Leases | \$ | 6,209,857 |  | \$ | 6,095,387 | \$ |  | 5,782,969 |
| Total Assets |  | 14,263,118 |  |  | 14,084,280 |  |  | 13,525,667 |
| Total Deposits |  | 12,044,473 |  |  | 11,914,656 |  |  | 11,251,860 |
| Long-Term Debt |  | 174,695 |  |  | 174,706 |  |  | 177,427 |
| Total Shareholders' Equity |  | 1,028,904 |  |  | 1,011,976 |  |  | 1,026,104 |
| Asset Quality |  |  |  |  |  |  |  |  |
| Allowance for Loan and Lease Losses | \$ | 114,126 |  | \$ | 115,454 | \$ | \$ | 126,878 |
| Non-Performing Assets |  | 37,048 |  |  | 39,650 |  |  | 38,374 |
| Financial Ratios |  |  |  |  |  |  |  |  |
| Allowance to Loans and Leases Outstanding |  | 1.84 | \% |  | 1.89 | \% |  | 2.19 |
| Tier 1 Capital Ratio |  | 15.47 |  |  | 15.55 |  |  | 16.12 |
| Total Capital Ratio |  | 16.73 |  |  | 16.81 |  |  | 17.38 |
| Tier 1 Leverage Ratio |  | 7.06 |  |  | 7.07 |  |  | 6.90 |
| Total Shareholders' Equity to Total Assets |  | 7.21 |  |  | 7.19 |  |  | 7.59 |
| Tangible Common Equity to Tangible Assets ${ }^{4}$ |  | 7.01 |  |  | 6.98 |  |  | 7.37 |
| Tangible Common Equity to Risk-Weighted Assets ${ }^{4}$ |  | 15.51 |  |  | 15.49 |  |  | 17.04 |
| Non-Financial Data |  |  |  |  |  |  |  |  |
| Full-Time Equivalent Employees |  | 2,181 |  |  | 2,196 |  |  | 2,269 |
| Branches and Offices |  | 74 |  |  | 74 |  |  | 75 |
| ATMs |  | 458 |  |  | 466 |  |  | 489 |

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## Bank of Hawaii Corporation and Subsidiaries

Reconciliation of Non-GAAP Financial Measures
Table 1b

| (dollars in thousands) |  | $\begin{array}{r} \text { March 31, } \\ 2014 \end{array}$ | December 31,2013 |  |  | $\begin{array}{r} \text { March 31, } \\ 2013 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Shareholders' Equity | \$ | 1,028,904 | \$ | 1,011,976 | \$ | 1,026,104 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |
| Intangible Assets |  | - |  | - |  | 21 |
| Tangible Common Equity | \$ | 997,387 | \$ | 980,459 | \$ | 994,566 |
| Total Assets | \$ | 14,263,118 | \$ | 14,084,280 | \$ | 13,525,667 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |
| Intangible Assets |  | - |  | - |  | 21 |
| Tangible Assets | \$ | 14,231,601 | \$ | 14,052,763 | \$ | 13,494,129 |
| Risk-Weighted Assets, determined in accordance with prescribed regulatory requirements | \$ | 6,430,987 | \$ | 6,330,532 | \$ | 5,836,354 |
| Total Shareholders' Equity to Total Assets |  | 7.21\% |  | 7.19\% |  | 7.59\% |
| Tangible Common Equity to Tangible Assets (Non-GAAP) |  | 7.01\% |  | 6.98\% |  | 7.37\% |
| Tier 1 Capital Ratio |  | 15.47\% |  | 15.55\% |  | 16.12\% |
| Tangible Common Equity to Risk-Weighted Assets (Non-GAAP) |  | 15.51\% |  | 15.49\% |  | 17.04\% |


| (dollars in thousands) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2014 \end{gathered}$ |  | December 31, 2013 |  | $\begin{gathered} \text { March 31, } \\ 2013 \\ \hline \end{gathered}$ |  |
| Investment Securities Gains, Net | \$ | 2,160 | \$ | - | \$ | - |
| Decrease in Allowance for Loan and Lease Losses |  | 1,328 |  | 8,225 |  | 1,979 |
| Separation Expense |  | (549) |  | (394) |  | $(1,475)$ |
| Operating Losses |  | (730) |  | - |  | - |
| Significant Items Before the Provision (Benefit) for Income Taxes |  | 2,209 |  | 7,831 |  | 504 |
| Release of Tax Reserve |  | $(1,249)$ |  | - |  | - |
| Income Tax Impact |  | 866 |  | 2,741 |  | 176 |
| Net Significant Items | \$ | 2,592 | \$ | 5,090 | \$ | 328 |

Table 3

| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2014 \\ \hline \end{gathered}$ |  | December 31, 2013 |  | $\begin{gathered} \text { March 31, } \\ 2013 \\ \hline \end{gathered}$ |  |
| Interest Income |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 63,526 | \$ | 63,809 | \$ | 62,820 |
| Income on Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  | 10,760 |  | 10,608 |  | 15,851 |
| Held-to-Maturity |  | 27,889 |  | 26,882 |  | 19,854 |
| Deposits |  | 3 |  | 3 |  | 3 |
| Funds Sold |  | 137 |  | 105 |  | 59 |
| Other |  | 302 |  | 302 |  | 284 |
| Total Interest Income |  | 102,617 |  | 101,709 |  | 98,871 |
| Interest Expense |  |  |  |  |  |  |
| Deposits |  | 2,358 |  | 2,418 |  | 2,646 |
| Securities Sold Under Agreements to Repurchase |  | 6,397 |  | 6,530 |  | 7,005 |
| Funds Purchased |  | 3 |  | 8 |  | 22 |
| Short-Term Borrowings |  | - |  | 2 |  | - |
| Long-Term Debt |  | 626 |  | 631 |  | 638 |
| Total Interest Expense |  | 9,384 |  | 9,589 |  | 10,311 |
| Net Interest Income |  | 93,233 |  | 92,120 |  | 88,560 |
| Provision for Credit Losses |  | - |  | - |  | - |
| Net Interest Income After Provision for Credit Losses |  | 93,233 |  | 92,120 |  | 88,560 |
| Noninterest Income |  |  |  |  |  |  |
| Trust and Asset Management |  | 11,852 |  | 12,240 |  | 11,886 |
| Mortgage Banking |  | 2,005 |  | 2,823 |  | 6,411 |
| Service Charges on Deposit Accounts |  | 8,878 |  | 9,326 |  | 9,301 |
| Fees, Exchange, and Other Service Charges |  | 12,939 |  | 12,670 |  | 11,934 |
| Investment Securities Gains, Net |  | 2,160 |  | - |  | - |
| Insurance |  | 2,123 |  | 2,295 |  | 2,325 |
| Bank-Owned Life Insurance |  | 1,602 |  | 1,895 |  | 1,297 |
| Other |  | 3,209 |  | 4,029 |  | 4,624 |
| Total Noninterest Income |  | 44,768 |  | 45,278 |  | 47,778 |
| Noninterest Expense |  |  |  |  |  |  |
| Salaries and Benefits |  | 46,897 |  | 43,643 |  | 48,675 |
| Net Occupancy |  | 9,417 |  | 9,602 |  | 9,635 |
| Net Equipment |  | 4,603 |  | 4,837 |  | 4,577 |
| Data Processing |  | 3,649 |  | 3,827 |  | 3,266 |
| Professional Fees |  | 2,260 |  | 2,669 |  | 2,226 |
| FDIC Insurance |  | 2,076 |  | 1,954 |  | 1,949 |
| Other |  | 14,645 |  | 15,892 |  | 14,059 |
| Total Noninterest Expense |  | 83,547 |  | 82,424 |  | 84,387 |
| Income Before Provision for Income Taxes |  | 54,454 |  | 54,974 |  | 51,951 |
| Provision for Income Taxes |  | 15,862 |  | 15,919 |  | 15,971 |
| Net Income | \$ | 38,592 | \$ | 39,055 | \$ | 35,980 |
| Basic Earnings Per Share | \$ | 0.87 | \$ | 0.88 | \$ | 0.81 |
| Diluted Earnings Per Share | \$ | 0.87 | \$ | 0.88 | \$ | 0.81 |
| Dividends Declared Per Share | \$ | 0.45 | \$ | 0.45 | \$ | 0.45 |
| Basic Weighted Average Shares |  | 44,193,267 |  | 44,223,281 |  | 44,545,092 |
| Diluted Weighted Average Shares |  | 44,420,349 |  | 44,496,313 |  | 44,686,632 |

Table 4

| (dollars in thousands) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2014 \\ \hline \end{gathered}$ |  | December 31, 2013 |  | $\begin{gathered} \text { March 31, } \\ 2013 \\ \hline \end{gathered}$ |  |
| Net Income | \$ | 38,592 | \$ | 39,055 | \$ | 35,980 |
| Other Comprehensive Income (Loss), Net of Tax: |  |  |  |  |  |  |
| Net Unrealized Gains (Losses) on Investment Securities |  | 6,271 |  | $(6,006)$ |  | $(9,641)$ |
| Defined Benefit Plans |  | 156 |  | 7,694 |  | 78 |
| Total Other Comprehensive Income (Loss) |  | 6,427 |  | 1,688 |  | $(9,563)$ |
| Comprehensive Income | \$ | 45,019 | \$ | 40,743 | \$ | 26,417 |

## Bank of Hawaii Corporation and Subsidiaries

Consolidated Statements of Condition
Table 5

| (dollars in thousands) |  | $\begin{array}{r} \text { March 31, } \\ 2014 \\ \hline \end{array}$ | $\begin{array}{r} \text { December 31, } \\ 2013 \end{array}$ |  | $\begin{array}{r} \text { March 31, } \\ 2013 \\ \hline \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 4,085 | \$ | 3,617 | \$ | 4,840 |
| Funds Sold |  | 382,154 |  | 271,414 |  | 130,734 |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  | 2,188,064 |  | 2,243,697 |  | 3,290,850 |
| Held to Maturity (Fair Value of \$4,774,032; \$4,697,587; and \$3,679,208) |  | 4,777,494 |  | 4,744,519 |  | 3,597,810 |
| Loans Held for Sale |  | 2,437 |  | 6,435 |  | 24,015 |
| Loans and Leases |  | 6,209,857 |  | 6,095,387 |  | 5,782,969 |
| Allowance for Loan and Lease Losses |  | $(114,126)$ |  | $(115,454)$ |  | $(126,878)$ |
| Net Loans and Leases |  | 6,095,731 |  | 5,979,933 |  | 5,656,091 |
| Total Earning Assets |  | 13,449,965 |  | 13,249,615 |  | 12,704,340 |
| Cash and Noninterest-Bearing Deposits |  | 159,079 |  | 188,715 |  | 147,796 |
| Premises and Equipment |  | 107,323 |  | 108,636 |  | 104,844 |
| Accrued Interest Receivable |  | 46,431 |  | 43,930 |  | 46,183 |
| Foreclosed Real Estate |  | 3,450 |  | 3,205 |  | 3,318 |
| Mortgage Servicing Rights |  | 27,378 |  | 28,123 |  | 26,540 |
| Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |
| Other Assets |  | 437,975 |  | 430,539 |  | 461,129 |
| Total Assets | \$ | 14,263,118 | \$ | 14,084,280 | \$ | 13,525,667 |

## Liabilities

Deposits

| Noninterest-Bearing Demand | \$ | 3,679,410 | \$ | 3,681,128 | \$ | 3,336,406 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-Bearing Demand |  | 2,378,414 |  | 2,355,608 |  | 2,127,550 |
| Savings |  | 4,515,026 |  | 4,560,150 |  | 4,451,143 |
| Time |  | 1,471,623 |  | 1,317,770 |  | 1,336,761 |
| Total Deposits |  | 12,044,473 |  | 11,914,656 |  | 11,251,860 |
| Funds Purchased |  | 9,982 |  | 9,982 |  | 66,296 |
| Short-Term Borrowings |  | 375 |  | - |  | - |
| Securities Sold Under Agreements to Repurchase |  | 797,213 |  | 770,049 |  | 748,718 |
| Long-Term Debt |  | 174,695 |  | 174,706 |  | 177,427 |
| Retirement Benefits Payable |  | 35,111 |  | 34,965 |  | 47,423 |
| Accrued Interest Payable |  | 5,743 |  | 4,871 |  | 5,772 |
| Taxes Payable and Deferred Taxes |  | 45,811 |  | 34,907 |  | 93,906 |
| Other Liabilities |  | 120,811 |  | 128,168 |  | 108,161 |
| Total Liabilities |  | 13,234,214 |  | 13,072,304 |  | 12,499,563 |

## Shareholders' Equity

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

| December 31, 2013-57,480,846 / 44,490,385; and March 31, 2013-57,465,782 / 44,861,335) | 573 | 572 | 572 |
| :---: | :---: | :---: | :---: |
| Capital Surplus | 524,912 | 522,505 | 517,327 |
| Accumulated Other Comprehensive Income (Loss) | $(25,396)$ | $(31,823)$ | 19,645 |
| Retained Earnings | 1,170,068 | 1,151,754 | 1,098,674 |
| Treasury Stock, at Cost (Shares: March 31, 2014-13,152,619; December 31, 2013-12,990,461; and March 31, 2013-12,604,447) | $(641,253)$ | $(631,032)$ | $(610,114)$ |
| Total Shareholders' Equity | 1,028,904 | 1,011,976 | 1,026,104 |
| Total Liabilities and Shareholders' Equity | \$ 14,263,118 | \$ 14,084,280 | \$ 13,525,667 |


| (dollars in thousands) | Common <br> Shares <br> Outstanding | Common <br> Stock |  | Capital <br> Surplus |  | Accum. <br> Other <br> Compre- <br> hensive <br> Income <br> (Loss) |  | Retained <br> Earnings |  | Treasury Stock |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance as of December 31, 2013 | 44,490,385 | \$ | 572 | \$ | 522,505 | \$ | $(31,823)$ | \$ | 1,151,754 | \$ | $(631,032)$ | \$ | 1,011,976 |
| Net Income | - |  | - |  | - |  | - |  | 38,592 |  | - |  | 38,592 |
| Other Comprehensive Income | - |  | - |  | - |  | 6,427 |  | - |  | - |  | 6,427 |
| Share-Based Compensation | - |  | - |  | 1,808 |  | - |  | - |  | - |  | 1,808 |
| Common Stock Issued under Purchase and Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Plans and Related Tax Benefits | 222,762 |  | 1 |  | 599 |  | - |  | (205) |  | 4,063 |  | 4,458 |
| Common Stock Repurchased | $(245,554)$ |  | - |  | - |  | - |  | - |  | $(14,284)$ |  | $(14,284)$ |
| Cash Dividends Paid (\$0.45 per share) | - |  | - |  | - |  | - |  | $(20,073)$ |  | - |  | $(20,073)$ |
| Balance as of March 31, 2014 | 44,467,593 | \$ | 573 | \$ | 524,912 | \$ | $(25,396)$ | \$ | 1,170,068 | \$ | $(641,253)$ | \$ | 1,028,904 |
| Balance as of December 31, 2012 | 44,754,835 | \$ | 571 | \$ | 515,619 | \$ | 29,208 | \$ | 1,084,477 | \$ | $(608,210)$ | \$ | 1,021,665 |
| Net Income | - |  | - |  | - |  | - |  | 35,980 |  | - |  | 35,980 |
| Other Comprehensive Loss | - |  | - |  | - |  | $(9,563)$ |  | - |  | - |  | $(9,563)$ |
| Share-Based Compensation | - |  | - |  | 1,280 |  | - |  | - |  | - |  | 1,280 |
| Common Stock Issued under Purchase and Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Plans and Related Tax Benefits | 277,927 |  | 1 |  | 428 |  | - |  | $(1,553)$ |  | 6,395 |  | 5,271 |
| Common Stock Repurchased | $(171,427)$ |  | - |  | - |  | - |  | - |  | $(8,299)$ |  | $(8,299)$ |
| Cash Dividends Paid (\$0.45 per share) | - |  | - |  | - |  | - |  | $(20,230)$ |  | - |  | $(20,230)$ |
| Balance as of March 31, 2013 | 44,861,335 | \$ | 572 | \$ | 517,327 | \$ | 19,645 | \$ | 1,098,674 | \$ | $(610,114)$ | \$ | 1,026,104 |



## Interest-Bearing Liabilities

Interest-Bearing Deposits

| Demand | \$ | 2,325.8 |  | 0.2 | 0.03 |  | \$ | 2,245.5 |  | 0.1 | 0.03 |  | \$ | 2,060.7 |  | 0.1 | 0.03 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings |  | 4,515.6 |  | 1.0 | 0.09 |  |  | 4,499.5 |  | 1.0 | 0.09 |  |  | 4,408.4 |  | 1.0 | 0.09 |
| Time |  | 1,373.1 |  | 1.2 | 0.37 |  |  | 1,331.2 |  | 1.3 | 0.38 |  |  | 1,512.9 |  | 1.5 | 0.41 |
| Total Interest-Bearing Deposits |  | 8,214.5 |  | 2.4 | 0.12 |  |  | 8,076.2 |  | 2.4 | 0.12 |  |  | 7,982.0 |  | 2.6 | 0.13 |
| Short-Term Borrowings |  | 10.0 |  | - | 0.14 |  |  | 28.3 |  | - | 0.15 |  |  | 58.1 |  | - | 0.15 |
| Securities Sold Under Agreements to Repurchase |  | 794.4 |  | 6.4 | 3.22 |  |  | 832.6 |  | 6.6 | 3.07 |  |  | 756.1 |  | 7.0 | 3.71 |
| Long-Term Debt |  | 174.7 |  | 0.6 | 1.44 |  |  | 174.7 |  | 0.6 | 1.44 |  |  | 157.1 |  | 0.7 | 1.63 |
| Total Interest-Bearing Liabilities |  | 9,193.6 |  | 9.4 | 0.41 |  |  | 9,111.8 |  | 9.6 | 0.41 |  |  | 8,953.3 |  | 10.3 | 0.46 |
| Net Interest Income |  |  | \$ | 96.1 |  |  |  |  | \$ | 94.8 |  |  |  |  | \$ | 91.0 |  |
| Interest Rate Spread |  |  |  |  | 2.75 | \% |  |  |  |  | 2.72 | \% |  |  |  |  | 2.68 |
| Net Interest Margin |  |  |  |  | 2.87 | \% |  |  |  |  | 2.85 | \% |  |  |  |  | 2.82 |
| Noninterest-Bearing Demand Deposits |  | 3,600.0 |  |  |  |  |  | 3,495.7 |  |  |  |  |  | 3,305.5 |  |  |  |
| Other Liabilities |  | 206.9 |  |  |  |  |  | 248.6 |  |  |  |  |  | 263.8 |  |  |  |
| Shareholders' Equity |  | 1,033.4 |  |  |  |  |  | 1,008.8 |  |  |  |  |  | 1,034.8 |  |  |  |
| Total Liabilities and Shareholders' Equity |  | 14,033.9 |  |  |  |  |  | 13,864.9 |  |  |  |  | \$ | 13,557.4 |  |  |  |

[^1]| (dollars in millions) | Three Months Ended March 31, 2014 Compared to December 31, 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale | \$ | (0.3) | \$ | 0.6 | \$ | 0.3 |
| Held-to-Maturity |  | 0.7 |  | 0.4 |  | 1.1 |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | 0.1 |  | (0.1) |  | - |
| Commercial Mortgage |  | 0.1 |  | 0.2 |  | 0.3 |
| Construction |  | (0.2) |  | - |  | (0.2) |
| Commercial Lease Financing |  | (0.1) |  | 0.1 |  | - |
| Residential Mortgage |  | - |  | (0.4) |  | (0.4) |
| Home Equity |  | - |  | (0.2) |  | (0.2) |
| Automobile |  | 0.1 |  | - |  | 0.1 |
| Other ${ }^{2}$ |  | 0.2 |  | (0.1) |  | 0.1 |
| Total Loans and Leases |  | 0.2 |  | (0.5) |  | (0.3) |
| Total Change in Interest Income |  | 0.6 |  | 0.5 |  | 1.1 |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Demand |  | 0.1 |  |  |  | 0.1 |
| Time |  | - |  | (0.1) |  | (0.1) |
| Total Interest-Bearing Deposits |  | 0.1 |  | (0.1) |  | - |
| Securities Sold Under Agreements to Repurchase |  | (0.4) |  | 0.2 |  | (0.2) |
| Total Change in Interest Expense |  | (0.3) |  | 0.1 |  | (0.2) |
| Change in Net Interest Income | \$ | 0.9 | \$ | 0.4 | \$ | 1.3 |

[^2]| (dollars in millions) | Three Months Ended March 31, 2014 Compared to March 31, 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale | \$ | (6.2) | \$ | 0.7 | \$ | (5.5) |
| Held-to-Maturity |  | 7.0 |  | 2.0 |  | 9.0 |
| Loans Held for Sale |  | (0.1) |  | - |  | (0.1) |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | 0.9 |  | (0.7) |  | 0.2 |
| Commercial Mortgage |  | 1.6 |  | - |  | 1.6 |
| Construction |  | (0.2) |  | (0.1) |  | (0.3) |
| Commercial Lease Financing |  | (0.1) |  | (0.1) |  | (0.2) |
| Residential Mortgage |  | (0.3) |  | (1.2) |  | (1.5) |
| Home Equity |  | 0.1 |  | (0.4) |  | (0.3) |
| Automobile |  | 0.6 |  | (0.1) |  | 0.5 |
| Other ${ }^{2}$ |  | 1.0 |  | (0.2) |  | 0.8 |
| Total Loans and Leases |  | 3.6 |  | (2.8) |  | 0.8 |
| Total Change in Interest Income |  | 4.3 |  | (0.1) |  | 4.2 |

Change in Interest Expense:
Interest-Bearing Deposits

| Demand | 0.1 | - | 0.1 |
| :--- | :---: | :---: | :---: |
| Time | $(0.1)$ | $(0.2)$ | $(0.3)$ |
| Total Interest-Bearing Deposits | - | $(0.2)$ | $(0.2)$ |
| Securities Sold Under Agreements to Repurchase | 0.3 | $(0.9)$ | $(0.6)$ |
| Long-Term Debt | - | $(0.1)$ | $(0.1)$ |
| Total Change in Interest Expense | 0.3 | $(1.2)$ | $(0.9)$ |
|  | $\$$ |  |  |

[^3]
## Bank of Hawaii Corporation and Subsidiaries

Salaries and Benefits
Table 9

| (dollars in thousands) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2014 \end{gathered}$ |  | December 31, 2013 |  | $\begin{gathered} \text { March 31, } \\ 2013 \\ \hline \end{gathered}$ |  |
| Salaries | \$ | 27,914 | \$ | 28,636 | \$ | 29,078 |
| Incentive Compensation |  | 4,231 |  | 4,681 |  | 3,784 |
| Share-Based Compensation |  | 1,969 |  | 1,158 |  | 1,136 |
| Commission Expense |  | 1,059 |  | 1,222 |  | 1,781 |
| Retirement and Other Benefits |  | 4,986 |  | 3,183 |  | 4,368 |
| Payroll Taxes |  | 3,568 |  | 2,091 |  | 4,240 |
| Medical, Dental, and Life Insurance |  | 2,621 |  | 2,278 |  | 2,813 |
| Separation Expense |  | 549 |  | 394 |  | 1,475 |
| Total Salaries and Benefits | \$ | 46,897 | \$ | 43,643 | \$ | 48,675 |

## Bank of Hawaii Corporation and Subsidiaries

Loan and Lease Portfolio Balances
Table 10

|  | March 31, | December 31, | September 30, | June 30, | March 31, |
| :--- | ---: | ---: | ---: | ---: | ---: |
| (dollars in thousands) | 2014 | 2013 | 2013 | 2013 | 2013 |


| Commercial |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Commercial and Industrial | $\$$ | 955,599 | $\$$ | 911,367 | $\$$ | 895,040 | $\$$ |
| Commercial Mortgage |  | $1,284,181$ |  | $1,247,510$ | $1,203,670$ | $1,160,977$ | $1,104,718$ |
| Construction | 91,452 |  | 107,349 | 124,230 | 107,016 | 117,797 |  |
| Lease Financing | 240,931 | 262,207 | 255,550 | 257,067 | 269,107 |  |  |
| Total Commercial | $2,572,163$ | $2,528,433$ | $2,478,490$ | $2,400,762$ | $2,326,423$ |  |  |
| Consumer |  |  |  |  |  |  |  |
| Residential Mortgage | $2,305,153$ | $2,282,894$ | $2,282,305$ | $2,252,117$ | $2,275,209$ |  |  |
| Home Equity | 797,341 | 773,385 | 765,841 | 751,790 | 757,877 |  |  |
| Automobile | 273,553 | 255,986 | 246,704 | 233,475 | 220,362 |  |  |
| Other ${ }^{1}$ | 261,647 | 254,689 | 233,302 | 221,008 | 203,098 |  |  |
| Total Consumer |  | $3,637,694$ | $3,566,954$ | $3,528,152$ | $3,458,390$ | $3,456,546$ |  |
| Total Loans and Leases | $\$$ | $6,209,857$ | $\$$ | $6,095,387$ | $\$$ | $6,006,642$ | $\$$ |

Higher Risk Loans and Leases Outstanding

| (dollars in thousands) |  | $\begin{array}{r} \text { March 31, } \\ 2014 \\ \hline \end{array}$ | December 31, 2013 |  | September 30, 2013 |  |  | $\begin{array}{r} \text { June } 30, \\ 2013 \end{array}$ |  | $\begin{array}{r} \text { March 31, } \\ 2013 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential Land Loans ${ }^{2}$ | \$ | 11,086 | \$ | 11,922 | \$ | 13,635 | \$ | 13,708 | \$ | 13,996 |
| Home Equity Loans ${ }^{3}$ |  | 11,846 |  | 12,594 |  | 12,588 |  | 13,578 |  | 20,786 |
| Air Transportation ${ }^{4}$ |  | 24,969 |  | 26,152 |  | 26,492 |  | 26,436 |  | 27,115 |
| Total Higher Risk Loans | \$ | 47,901 | \$ | 50,668 | \$ | 52,715 | \$ | 53,722 | \$ | 61,897 |

${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.
${ }^{2}$ 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.
${ }^{3}$ 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 $70 \%$.
${ }^{4}$ We consider all of our air transportation leases to be of higher risk due to the weak financial profile of the industry.

Deposits

| (dollars in thousands) |  | $\begin{array}{r} \text { March 31, } \\ 2014 \\ \hline \end{array}$ | December 31,2013 |  | September 30, 2013 |  |  | $\begin{array}{r} \text { June } 30, \\ 2013 \end{array}$ |  | $\begin{array}{r} \text { March 31, } \\ 2013 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer | \$ | 5,960,485 | \$ | 5,829,352 | \$ | 5,707,125 | \$ | 5,626,515 | \$ | 5,607,862 |
| Commercial |  | 4,742,308 |  | 4,814,076 |  | 4,680,370 |  | 4,537,120 |  | 4,505,835 |
| Public and Other |  | 1,341,680 |  | 1,271,228 |  | 1,220,639 |  | 1,285,563 |  | 1,138,163 |
| Total Deposits | \$ | 12,044,473 | \$ | 11,914,656 | \$ | 11,608,134 | \$ | 11,449,198 | \$ | 11,251,860 |

## Bank of Hawaii Corporation and Subsidiaries

Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More
Table 11

| (dollars in thousands) |  | $\begin{array}{r} \text { March 31, } \\ 2014 \\ \hline \end{array}$ | December 31, 2013 |  | September 30,2013 |  |  | $\begin{array}{r} \text { June 30, } \\ 2013 \\ \hline \end{array}$ |  | $\begin{array}{r} \text { March 31, } \\ 2013 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Non-Accrual Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 11,239 | \$ | 11,929 | \$ | 5,295 | \$ | 4,909 | \$ | 5,033 |
| Commercial Mortgage |  | 1,421 |  | 2,512 |  | 2,355 |  | 2,772 |  | 2,910 |
| Lease Financing |  | - |  | - |  | - |  | 16 |  | - |
| Total Commercial |  | 12,660 |  | 14,441 |  | 7,650 |  | 7,697 |  | 7,943 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 19,003 |  | 20,264 |  | 20,637 |  | 22,876 |  | 24,700 |
| Home Equity |  | 1,935 |  | 1,740 |  | 2,509 |  | 2,602 |  | 2,413 |
| Total Consumer |  | 20,938 |  | 22,004 |  | 23,146 |  | 25,478 |  | 27,113 |
| Total Non-Accrual Loans and Leases |  | 33,598 |  | 36,445 |  | 30,796 |  | 33,175 |  | 35,056 |
| Foreclosed Real Estate |  | 3,450 |  | 3,205 |  | 3,036 |  | 3,256 |  | 3,318 |
| Total Non-Performing Assets | \$ | 37,048 | \$ | 39,650 | \$ | 33,832 | \$ | 36,431 | \$ | 38,374 |

Accruing Loans and Leases Past Due 90 Days or More
Commercial

| Commercial and Industrial | \$ | 150 | \$ | 1,173 | \$ | 8 | \$ | - | \$ | 230 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Commercial | 150 |  | 1,173 |  | 8 |  |  | - |  | 230 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage | 5,729 |  | 4,564 |  | 7,460 |  | 6,876 |  | 5,967 |  |
| Home Equity | 2,845 |  | 3,009 |  | 2,896 |  | 2,768 |  | 4,538 |  |
| Automobile | 346 |  | 322 |  | 193 |  | 95 |  | 241 |  |
| Other ${ }^{1}$ | 644 |  | 790 |  | 841 |  | 855 |  | 676 |  |
| Total Consumer | 9,564 |  | 8,685 |  | 11,390 |  | 10,594 |  | 11,422 |  |
| Total Accruing Loans and Leases Past Due 90 Days or More | \$ | 9,714 | \$ | 9,858 | \$ | 11,398 | \$ | 10,594 | \$ | 11,652 |
| Restructured Loans on Accrual Status |  |  |  |  |  |  |  |  |  |  |
| Total Loans and Leases | \$ | 6,209,857 | \$ | 6,095,387 | \$ | 6,006,642 | \$ | 5,859,152 | \$ | 5,782,969 |


| Ratio of Non-Accrual Loans and Leases to Total Loans and Leases | 0.54\% |  |  | 0.60\% |  | 0.51\% |  | 0.57\% |  | 0.61\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ratio of Non-Performing Assets to Total Loans and Leases and Foreclosed Real Estate |  | 0.60\% |  | 0.65\% |  | 0.56\% |  | 0.62\% |  | 0.66\% |
| Ratio of Commercial Non-Performing Assets to Total Commercial Loans and |  |  |  |  |  |  |  |  |  | 0.39\% |
| Ratio of Consumer Non-Performing Assets to Total Consumer Loans |  |  |  |  |  |  |  |  |  |  |
| 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 |  | 0.75\% |  | 0.81\% |  | 0.75\% |  | 0.80\% |  | 0.86\% |
| Quarter to Quarter Changes in Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Balance at Beginning of Quarter | \$ | 39,650 | \$ | 33,832 | \$ | 36,431 | \$ | 38,374 | \$ | 37,083 |
| Additions |  | 2,491 |  | 13,040 |  | 3,395 |  | 2,647 |  | 7,304 |
| Reductions |  |  |  |  |  |  |  |  |  |  |
| Payments |  | $(1,855)$ |  | (932) |  | $(2,954)$ |  | $(1,306)$ |  | $(2,630)$ |
| Return to Accrual Status |  | $(1,864)$ |  | $(2,308)$ |  | $(1,166)$ |  | $(1,978)$ |  | $(1,132)$ |
| Sales of Foreclosed Real Estate |  | (737) |  | $(1,431)$ |  | $(1,498)$ |  | $(1,257)$ |  | $(1,910)$ |
| Charge-offs/Write-downs |  | (637) |  | $(2,551)$ |  | (376) |  | (49) |  | (341) |
| Total Reductions |  | $(5,093)$ |  | $(7,222)$ |  | $(5,994)$ |  | $(4,590)$ |  | $(6,013)$ |
| Balance at End of Quarter | \$ | 37,048 | \$ | 39,650 | \$ | 33,832 | \$ | 36,431 | \$ | 38,374 |

[^4]| (dollars in thousands) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2013 \end{gathered}$ |  |
| Balance at Beginning of Period | \$ | 121,521 | \$ | 129,747 | \$ | 134,276 |
| Loans and Leases Charged-Off |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |
| Commercial and Industrial |  | (819) |  | $(6,828)$ |  | (382) |
| Consumer |  |  |  |  |  |  |
| Residential Mortgage |  | (329) |  | (185) |  | $(1,235)$ |
| Home Equity |  | (351) |  | (721) |  | $(1,377)$ |
| Automobile |  | (917) |  | (670) |  | (575) |
| Other ${ }^{1}$ |  | $(1,622)$ |  | $(2,039)$ |  | $(1,730)$ |
| Total Loans and Leases Charged-Off |  | $(4,038)$ |  | $(10,443)$ |  | $(5,299)$ |


| Recoveries on Loans and Leases Previously Charged-Off |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |
| Commercial and Industrial |  | 920 |  | 308 |  | 438 |
| Commercial Mortgage |  | 14 |  | 14 |  | 10 |
| Construction |  | 5 |  | 8 |  | 338 |
| Lease Financing |  | 2 |  | 8 |  | 11 |
| Consumer |  |  |  |  |  |  |
| Residential Mortgage |  | 272 |  | 828 |  | 788 |
| Home Equity |  | 551 |  | 246 |  | 748 |
| Automobile |  | 445 |  | 363 |  | 461 |
| Other ${ }^{1}$ |  | 501 |  | 442 |  | 526 |
| Total Recoveries on Loans and Leases Previously Charged-Off |  | 2,710 |  | 2,217 |  | 3,320 |
| Net Loans and Leases Charged-Off |  | $(1,328)$ |  | $(8,226)$ |  | $(1,979)$ |
| Provision for Unfunded Commitments |  | (57) |  | - |  | - |
| Balance at End of Period ${ }^{2}$ | \$ | 120,136 |  | 121,521 | \$ | 132,297 |

## Components

| Allowance for Loan and Lease Losses | $\$$ | 114,126 | $\$$ | 115,454 | $\$$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Reserve for Unfunded Commitments | 6,010 | 126,878 |  |  |  |
| Total Reserve for Credit Losses | $\$$ | 120,136 | $\$$ | 121,521 | $\$$ |
|  |  |  |  |  | 132,297 |

Ratio of Net Loans and Leases Charged-Off to

| Average Loans and Leases Outstanding (annualized) | $0.09 \%$ | $0.54 \%$ | $0.14 \%$ |
| :---: | :--- | :--- | :--- |
| Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding | $1.84 \%$ | $1.89 \%$ | $2.19 \%$ |

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

Business Segments Selected Financial Information
Table 13

| (dollars in thousands) | Retail <br> Banking | Commercial <br> Banking | Investment <br> Services | Treasury <br> and Other | Consolidated <br> Total |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Three Months Ended March 31, 2014 | $\$$ | 42,568 | $\$$ | 26,771 | $\$$ | 2,582 |$\$$

## Three Months Ended March 31, $2013{ }^{1}$

| Net Interest Income | $\$$ | 40,703 | $\$$ | 24,983 | $\$$ | 2,771 | $\$$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Provision for Credit Losses | 2,612 | $(604)$ | $(21)$ | $(1,987)$ | $\mathbf{8 8 , 5 6 0}$ |  |  |
| Net Interest Income After Provision for Credit Losses |  | 38,091 |  | 25,587 | 2,792 | 22,090 | 88,560 |
| Noninterest Income |  | 22,924 | 6,960 | 14,810 | 3,084 | 47,778 |  |
| Noninterest Expense | $(50,857)$ | $(16,512)$ | $(14,183)$ | $(2,835)$ | $(84,387)$ |  |  |
| Income Before Provision for Income Taxes | 10,158 | 16,035 | 3,419 | 22,339 | 51,951 |  |  |
| Provision for Income Taxes | $(3,759)$ | $(5,478)$ | $(1,265)$ | $(5,469)$ | $(15,971)$ |  |  |
| Net Income | 6,399 | 10,557 | 2,154 | 16,870 | 35,980 |  |  |
| Total Assets as of March 31, 2013 ${ }^{1}$ | $\$$ | $3,563,313$ | $\$$ | $2,193,088$ | $\$$ | 188,662 | $\$$ |

[^6]|  |  | Three Months Ended |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  |  |  | March 31, | December 31, | September 30, |
| (dollars in thousands, except per share amounts) | 2014 | 2013 | June 30, | March 31, |  |


| Quarterly Operating Results |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 63,526 | \$ | 63,809 | \$ | 63,918 | \$ | 62,729 | \$ | 62,820 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 10,760 |  | 10,608 |  | 12,038 |  | 15,073 |  | 15,851 |
| Held-to-Maturity |  | 27,889 |  | 26,882 |  | 24,137 |  | 19,189 |  | 19,854 |
| Deposits |  | 3 |  | 3 |  | 3 |  | 1 |  | 3 |
| Funds Sold |  | 137 |  | 105 |  | 177 |  | 74 |  | 59 |
| Other |  | 302 |  | 302 |  | 301 |  | 285 |  | 284 |
| Total Interest Income |  | 102,617 |  | 101,709 |  | 100,574 |  | 97,351 |  | 98,871 |


| Interest Expense |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits | 2,358 | 2,418 | 2,500 | 2,579 | 2,646 |
| Securities Sold Under Agreements to Repurchase | 6,397 | 6,530 | 6,551 | 6,751 | 7,005 |
| Funds Purchased | 3 | 8 | 4 | 10 | 22 |
| Short-Term Borrowings | - | 2 | - | - | - |
| Long-Term Debt | 626 | 631 | 632 | 671 | 638 |
| Total Interest Expense | 9,384 | 9,589 | 9,687 | 10,011 | 10,311 |
| Net Interest Income | 93,233 | 92,120 | 90,887 | 87,340 | 88,560 |


| Provision for Credit Losses | - | - | - | - | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income After Provision for Credit Losses | 93,233 | 92,120 | 90,887 | 87,340 | 88,560 |
| Noninterest Income |  |  |  |  |  |
| Trust and Asset Management | 11,852 | 12,240 | 11,717 | 12,089 | 11,886 |
| Mortgage Banking | 2,005 | 2,823 | 4,132 | 5,820 | 6,411 |
| Service Charges on Deposit Accounts | 8,878 | 9,326 | 9,385 | 9,112 | 9,301 |
| Fees, Exchange, and Other Service Charges | 12,939 | 12,670 | 12,732 | 13,133 | 11,934 |
| Investment Securities Gains, Net | 2,160 | - | - | - | - |
| Insurance | 2,123 | 2,295 | 2,177 | 2,393 | 2,325 |
| Bank-Owned Life Insurance | 1,602 | 1,895 | 1,365 | 1,335 | 1,297 |
| Other | 3,209 | 4,029 | 3,618 | 4,159 | 4,624 |
| Total Noninterest Income | 44,768 | 45,278 | 45,126 | 48,041 | 47,778 |


| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Salaries and Benefits |  | 46,897 |  | 43,643 |  | 46,552 |  | 45,341 |  | 48,675 |
| Net Occupancy |  | 9,417 |  | 9,602 |  | 9,847 |  | 9,661 |  | 9,635 |
| Net Equipment |  | 4,603 |  | 4,837 |  | 4,572 |  | 4,380 |  | 4,577 |
| Data Processing |  | 3,649 |  | 3,827 |  | 3,697 |  | 3,050 |  | 3,266 |
| Professional Fees |  | 2,260 |  | 2,669 |  | 2,119 |  | 2,391 |  | 2,226 |
| FDIC Insurance |  | 2,076 |  | 1,954 |  | 1,913 |  | 1,949 |  | 1,949 |
| Other |  | 14,645 |  | 15,892 |  | 14,277 |  | 14,409 |  | 14,059 |
| Total Noninterest Expense |  | 83,547 |  | 82,424 |  | 82,977 |  | 81,181 |  | 84,387 |
| Income Before Provision for Income Taxes |  | 54,454 |  | 54,974 |  | 53,036 |  | 54,200 |  | 51,951 |
| Provision for Income Taxes |  | 15,862 |  | 15,919 |  | 15,332 |  | 16,437 |  | 15,971 |
| Net Income | \$ | 38,592 | \$ | 39,055 | \$ | 37,704 | \$ | 37,763 | \$ | 35,980 |
| Basic Earnings Per Share | \$ | 0.87 | \$ | 0.88 | \$ | 0.85 | \$ | 0.85 | \$ | 0.81 |
| Diluted Earnings Per Share | \$ | 0.87 | \$ | 0.88 | \$ | 0.85 | \$ | 0.85 | \$ | 0.81 |

## Balance Sheet Totals

| Loans and Leases | \$ 6,209,857 |  | \$ | 6,095,387 |  | \$ | 6,006,642 |  | \$ 5,859,152 |  | \$ 5,782,969 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Assets | 14,263,118 |  |  | 14,084,280 |  |  | 13,848,871 |  | 13,733,418 |  | 13,525,667 |
| Total Deposits | 12,044,473 |  |  | 11,914,656 |  |  | 11,608,134 |  | 11,449,198 |  | 11,251,860 |
| Total Shareholders' Equity | 1,028,904 |  |  | 1,011,976 |  |  | 992,686 |  | 986,368 |  | 1,026,104 |
| Performance Ratios |  |  |  |  |  |  |  |  |  |  |  |
| Return on Average Assets | 1.12 | \% |  | 1.12 | \% |  | 1.09 | \% | 1.12 | \% | 1.08 |
| Return on Average Shareholders' Equity | 15.15 |  |  | 15.36 |  |  | 15.02 |  | 14.64 |  | 14.10 |
| Efficiency Ratio ${ }^{1}$ | 60.54 |  |  | 59.99 |  |  | 61.01 |  | 59.96 |  | 61.90 |
| Net Interest Margin ${ }^{2}$ | 2.87 |  |  | 2.85 |  |  | 2.83 |  | 2.77 |  | 2.82 |

[^7]| (\$ in millions; jobs in thousands) | Two Months Ended |  |  |  | Year Ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | February 28, 2014 |  |  |  | December 31, 2013 |  |  | December 31, 2012 |  |  |  |  |
| Hawaii Economic Trends |  |  |  |  |  |  |  |  |  |  |  |  |
| State General Fund Revenues ${ }^{1}$ | \$ | 930.4 | (2.3) | \% | \$ | 5,451.3 | 3.7 | \% | \$ | 5,259.1 | 12.8 | \% |
| General Excise and Use Tax Revenue ${ }^{1}$ | \$ | 517.8 | 0.5 | \% | \$ | 2,907.6 | 2.2 | \% | \$ | 2,844.7 | 9.9 | \% |
| Jobs ${ }^{2}$ |  | 626.4 |  |  |  | 623.1 |  |  |  | 619.3 |  |  |


| (spot rates) | March 31, |  | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 | 2012 |  |  |
| Unemployment ${ }^{3}$ |  |  |  |  |  |  |
| Statewide, seasonally adjusted | 4.5 | \% | 4.7 | \% | 5.1 | \% |
| Oahu | 4.0 |  | 3.8 |  | 4.2 |  |
| Island of Hawaii | 5.9 |  | 5.9 |  | 6.9 |  |
| Maui | 4.9 |  | 4.7 |  | 5.2 |  |
| Kauai | 5.3 |  | 5.2 |  | 6.1 |  |


| (percentage change, except months of inventory) | $\frac{\text { February 28, }}{2014}$ |  | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2013 | 2012 |  |  |
| Housing Trends (Single Family Oahu) ${ }^{4}$ |  |  |  |  |  |  |
| Median Home Price | 9.8 | \% | 4.8 | \% | 7.8 | \% |
| Home Sales Volume (units) | 0.9 | \% | 4.6 | \% | 6.5 | \% |
| Months of Inventory | 2.6 |  | 2.7 |  | 2.5 |  |


|  | Monthly Visitor Arrivals, | Percentage Change |
| :--- | :--- | :--- |
| (in thousands) | Not Seasonally Adjusted | from Previous Year |

Tourism ${ }^{5}$

| February 28, 2014 | 646.8 | (4.3) |
| :---: | :---: | :---: |
| January 31, 2014 | 682.6 | 0.1 |
| December 31, 2013 | 722.4 | (1.9) |
| November 30, 2013 | 620.1 | (5.5) |
| October 31, 2013 | 636.2 | (1.6) |
| September 30, 2013 | 594.2 | (1.0) |
| August 31, 2013 | 748.8 | 2.5 |
| July 31, 2013 | 758.0 | 4.6 |
| June 30, 2013 | 716.6 | 5.5 |
| May 31, 2013 | 645.7 | 3.7 |
| April 30, 2013 | 667.0 | 3.1 |
| March 31, 2013 | 769.0 | 7.6 |
| February 28, 2013 | 675.5 | 7.8 |
| January 31, 2013 | 681.9 | 5.9 |
| December 31, 2012 | 733.7 | 6.3 |
| November 30, 2012 | 651.2 | 14.5 |
| October 31, 2012 | 640.7 | 8.6 |
| September 30, 2012 | 595.0 | 6.1 |
| August 31, 2012 | 725.6 | 11.0 |
| July 31, 2012 | 720.4 | 7.8 |
| June 30, 2012 | 677.2 | 11.5 |
| May 31, 2012 | 622.9 | 12.5 |
| April 30, 2012 | 647.2 | 11.3 |
| March 31, 2012 | 715.0 | 12.9 |

${ }^{1}$ Source: Hawaii Department of Business, Economic Development \& Tourism
${ }^{2}$ Source: U.S. Bureau of Labor, preliminary figure
${ }^{3}$ Source: Hawaii Department of Labor and Industrial Relations
${ }^{4}$ Source: Honolulu Board of REALTORS
${ }^{5}$ Source: Hawaii Tourism Authority
Note: Certain prior period seasonally adjusted information has been revised.


[^0]:    ${ }^{1}$ Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and total noninterest income).
    ${ }^{2}$ Net interest margin is defined as net interest income, on a taxable-equivalent basis, as a percentage of average earning assets.
    ${ }^{3}$ Dividend payout ratio is defined as dividends declared per share divided by basic earnings per share.
    ${ }^{4}$ Tangible common equity to tangible assets and tangible common equity to risk-weighted assets are Non-GAAP financial measures. See Table 1b "Reconciliation of Non-GAAP Financial Measures."

[^1]:    ${ }^{1}$ Non-performing loans and leases are included in the respective average loan and lease balances. Income, if any, on such loans and leases is recognized on a cash basis.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.
    ${ }^{3}$ Interest income includes taxable-equivalent basis adjustments, based upon a federal statutory tax rate of $35 \%$, of $\$ 2,824,000, \$ 2,696,000$, and $\$ 2,411,000$ for the three months ended March 31, 2014, December 31, 2013, and March 31, 2013, respectively.

[^2]:    ${ }^{1}$ The change in interest income and expense not solely due to changes in volume or rate has been allocated on a pro-rata basis to the volume and rate columns.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.

[^3]:    ${ }^{1}$ The change in interest income and expense not solely due to changes in volume or rate has been allocated on a pro-rata basis to the volume and rate columns.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.

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

[^5]:    ${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.
    ${ }^{2}$ 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.

[^6]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.

[^7]:    ${ }^{1}$ Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and noninterest income).
    ${ }^{2}$ Net interest margin is defined as net interest income, on a taxable-equivalent basis, as a percentage of average earning assets.

