# NewsRelease 

# Bank of Hawaii Corporation Third Quarter 2020 Financial Results 

- Diluted Earnings Per Share $\$ 0.95$
- Net Income $\$ 37.8$ Million
- Board of Directors Approves Dividend of \$0.67 Per Share


## FOR IMMEDIATE RELEASE

HONOLULU, HI (October 26, 2020) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of $\$ 0.95$ for the third quarter of 2020 compared with diluted earnings per share of $\$ 0.98$ in the previous quarter and diluted earnings per share of $\$ 1.29$ in the same quarter last year. Net income for the third quarter of 2020 was $\$ 37.8$ million compared with net income of $\$ 38.9$ million in the second quarter of 2020 and net income of $\$ 52.1$ million in the third quarter of 2019.

Loan and lease balances were $\$ 11.8$ billion at September 30, 2020 down slightly from June 30, 2020, up 7.3 percent from December 31, 2019, and up 8.4 percent compared with September 30, 2019. Total deposits reached another record high of $\$ 17.7$ billion at the end of the third quarter of 2020, an increase of 1.8 percent from June 30, 2020, up 12.4 percent from December 31, 2019, and up 15.6 percent compared with September 30, 2019.
"Our financial results for the third quarter largely reflect current conditions at the local, national and global level," said Peter Ho, Chairman, President and CEO. "Our long-standing commitment to conservatism, liquidity and capital strength positions us relatively well to these extraordinary times."

The return on average assets for the third quarter of 2020 was 0.76 percent, down from 0.82 percent in the previous quarter and 1.17 percent in the same quarter last year. The return on average equity for the third quarter of 2020 was 11.01 percent compared with 11.58 percent for the second quarter of 2020 and 16.02 percent for the third quarter of 2019. The efficiency ratio for the third quarter of 2020 was 54.22 percent compared with 49.95 percent in the previous quarter and 58.55 percent in the same quarter last year.

For the nine-month period ended September 30, 2020, net income was $\$ 111.5$ million, down from net income of $\$ 167.8$ million during the same period last year. Diluted earnings per share were $\$ 2.80$ for the nine-month period in 2020 compared with diluted earnings per share of $\$ 4.11$ for the same period in 2019. The return on average assets for the nine-month period ended September 30, 2020 was 0.78 percent compared with the return on average assets of 1.29 percent for the same nine months in 2019. The 2020 year-to-date return on average equity was 11.08 percent compared with 17.58 percent for the nine months ended September 30, 2019. The efficiency ratio for the nine-month period in 2020 was 53.33 percent compared with 56.16 percent in the same period last year.

## Financial Highlights

Net interest income, on a taxable equivalent basis, for the third quarter of 2020 was $\$ 124.5$ million, a decrease of $\$ 2.5$ million compared with $\$ 127.0$ million in the second quarter of 2020 and a decrease of $\$ 0.7$ million compared with $\$ 125.2$ million in the third quarter of 2019. Net interest income in the second quarter of 2020 included an interest recovery of $\$ 2.9$ million that increased the margin by 7 basis points. Net interest income, on a taxable equivalent basis, for the nine-month period in 2020 was $\$ 377.8$ million, an increase of $\$ 2.1$ million compared with net interest income of $\$ 375.7$ million for the same period in 2019. Analyses of the changes in net interest income are included in Tables 8a, 8b and 8c.

The net interest margin was 2.67 percent for the third quarter of 2020 , down 16 basis points from 2.83 percent in the previous quarter and down 34 basis points from the net interest margin of 3.01 percent in the third quarter of 2019. The decrease is largely due to lower rates and higher levels of liquidity due to the strong deposit growth. The net interest margin for the nine-month period in 2020 was 2.82 percent compared with the net interest margin of 3.05 percent for the same nine-month period last year.

Results for the third quarter of 2020 included a provision for credit losses of $\$ 28.6$ million compared with $\$ 40.4$ million in the previous quarter and $\$ 4.3$ million in the same quarter last year. The provision for credit losses for the nine-month period in 2020 was $\$ 102.6$ million compared with a provision for credit losses of $\$ 11.3$ million during the same period in 2019.

Noninterest income was $\$ 41.7$ million in the third quarter of 2020, a decrease of $\$ 9.6$ million compared with $\$ 51.3$ million in the second quarter of 2020 and a decrease of $\$ 4.8$ million compared with $\$ 46.5$ million in the third quarter of 2019. There were no significant items in noninterest income during the third quarter of 2020 or the third quarter of 2019. Noninterest income during the second quarter of 2020 included a gain of $\$ 14.2$ million related to a sale of Visa Class B shares. Adjusted for the sale of the Visa shares, the increase in noninterest income compared to the prior quarter was primarily due to higher fee income. The decline in noninterest revenue compared to the third quarter last year is due to lower fee income resulting from decreased customer and visitor activity related to the COVID-19 pandemic. Noninterest income for the nine-month period in 2020 was $\$ 139.2$ million, an increase of $\$ 3.6$ million compared with noninterest income of $\$ 135.6$ million for the same period in 2019.

Noninterest expense was $\$ 89.9$ million in the third quarter of 2020, an increase of $\$ 1.0$ million compared with $\$ 88.9$ million in the second quarter of 2020 and a decrease of $\$ 10.4$ million compared with $\$ 100.3$ million in the third quarter last year. Noninterest expense during the third quarter of 2020 included a gain of $\$ 1.9$ million related to the sale of a branch building partially offset by $\$ 1.8$ million in severance. There were no significant items in noninterest expense during the second quarter of 2020. Noninterest expense in the third quarter of 2019 included a $\$ 6.0$ million increase in legal reserves. Noninterest expense for the nine-month period in 2020 was $\$ 275.2$ million, a decrease of $\$ 10.9$ million compared with noninterest expense of $\$ 286.1$ million for the same period in 2019. An analysis of noninterest expenses related to salaries and benefits is included in Table 9.

The effective tax rate for the third quarter of 2020 was 20.09 percent compared with 20.05 percent in the previous quarter and 22.08 percent in the same quarter last year. The effective tax rate for the nine-month period in 2020 was 19.34 percent compared with an effective tax rate of 20.89 percent during the same period last year.

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

## Asset Quality

The Company's asset quality remained relatively stable during the third quarter of 2020. Total non-performing assets were $\$ 18.6$ million at September 30, 2020 down from $\$ 22.7$ million at June 30, 2020 and $\$ 21.6$ million at September 30, 2019. As a percentage of total loans and leases, including foreclosed real estate, non-performing assets were 0.16 percent, down from 0.19 percent at the end of the previous quarter and 0.20 percent at the end of the third quarter last year.

Accruing loans and leases past due 90 days or more were $\$ 9.6$ million at September 30, 2020 compared with $\$ 8.9$ million at June 30, 2020 and $\$ 6.1$ million at September 30, 2019. Restructured loans not included in non-accrual loans or accruing loans past due 90 days or more were $\$ 58.7$ million at September 30, 2020, compared with $\$ 59.7$ million at June 30, 2020 and $\$ 46.2$ million at September 30, 2019. 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 third quarter of 2020 were a net recovery of $\$ 1.5$ million. Loan and lease charge-offs of $\$ 2.3$ million during the quarter were fully offset by recoveries of $\$ 3.8$ million. Net charge-offs during the second quarter of 2020 were $\$ 5.1$ million or 0.18 percent annualized of total average loans and leases outstanding and comprised of $\$ 8.3$ million in charge-offs and recoveries of $\$ 3.2$ million. Net charge-offs during the third quarter of 2019 were $\$ 3.0$ million or 0.11 percent annualized of total average loans and leases outstanding and comprised of $\$ 5.8$ million in chargeoffs and recoveries of $\$ 2.8$ million. Net charge-offs during the nine-month period in 2020 were $\$ 7.4$ million or 0.09 percent annualized of total average loans and leases outstanding compared with net charge-offs of $\$ 9.0$ million or 0.11 percent annualized of total average loans and leases outstanding for the nine-month period in 2019.

The allowance for credit losses was $\$ 203.5$ million at September 30, 2020 compared with $\$ 173.4$ million at June 30, 2020 and $\$ 108.9$ million at September 30, 2019. The ratio of the allowance for credit losses to total loans and leases was 1.73 percent at September 30, 2020 compared with 1.47 percent at June 30, 2020 and 1.00 percent at September 30, 2019. The reserve for unfunded commitments was $\$ 2.3$ million at September 30, 2020 compared with $\$ 2.5$ million at June 30,2020 and $\$ 6.8$ million at September 30, 2019. Details of loan and lease charge-offs, recoveries and components of the total reserve for credit losses are summarized in Table 12.

## Other Financial Highlights

Total assets increased to $\$ 20.1$ billion at September 30, 2020 compared with $\$ 19.8$ billion at June 30, 2020 and $\$ 17.7$ billion at September 30, 2019. Average total assets were $\$ 19.7$ billion during the third quarter of 2020 compared with $\$ 19.2$ billion during the previous quarter and $\$ 17.6$ billion during the third quarter last year.

The investment securities portfolio was $\$ 6.4$ billion at September 30, 2020, up from $\$ 6.0$ billion at June 30, 2020 and $\$ 5.5$ billion at September 30, 2019 due to strong growth in deposits that outpaced loan growth. The portfolio remains largely comprised of securities issued by U.S. government agencies and includes $\$ 3.2$ billion in securities held to maturity and $\$ 3.2$ billion in securities available for sale. The securities portfolio at June 30, 2020 included $\$ 3.3$ billion in securities held to maturity and $\$ 2.7$ billion in securities available for sale compared with $\$ 2.9$ billion in securities held to maturity and $\$ 2.6$ billion in securities available for sale at September 30, 2019.

Total loans and leases were $\$ 11.8$ billion at September 30, 2020. Average total loans and leases were $\$ 11.7$ billion during the third quarter of 2020 up slightly from the previous quarter and up 9.0 percent from $\$ 10.8$ billion during the same quarter last year. The commercial loan portfolio was $\$ 5.0$ billion at September 30, 2020, down $\$ 5.9$ million or 0.1 percent from June 30, 2020, and up $\$ 860.1$ million or 20.7 percent from September 30, 2019. The consumer loan portfolio was $\$ 6.8$ billion at September 30, 2020, down $\$ 5.9$ million or 0.1 percent from June 30, 2020, and up $\$ 52.2$ million or 0.8 percent from September 30, 2019.

Total deposits were $\$ 17.7$ billion at September 30, 2020. Average total deposits were $\$ 17.3$ billion during the third quarter of 2020 , up 3.5 percent from $\$ 16.7$ billion during the previous quarter and up 12.7 percent from $\$ 15.3$ billion during the same quarter last year. Consumer deposits increased to $\$ 8.9$ billion at September 30, 2020, up $\$ 136.9$ million or 1.6 percent from $\$ 8.8$ billion at June 30, 2020 and up $\$ 1.0$ billion or 12.8 percent from $\$ 7.9$ billion at September 30, 2019. Commercial deposits were $\$ 7.2$ billion at September 30, 2020, down $\$ 135.5$ million or 1.9 percent from $\$ 7.3$ billion at June 30, 2020 and were up $\$ 1.0$ billion or 16.3 percent from $\$ 6.2$ billion at September 30, 2019. Other deposits, including public funds, were $\$ 1.7$ billion at September 30, 2020, an increase of $\$ 314.3$ million or 23.1 percent from June 30, 2020 and up $\$ 381.7$ million or 29.5 percent from September 30, 2019. Deposit balances are summarized in Tables 7a, 7 b , and 10.

Total shareholders' equity increased to $\$ 1.36$ billion at September 30, 2020 compared with $\$ 1.35$ billion at June 30, 2020 and $\$ 1.29$ billion at September 30, 2019. There were no shares repurchased during the third quarter of 2020. The Tier 1 Capital Ratio at September 30, 2020 was 12.09 percent compared with 12.04 percent at June 30, 2020 and 12.33 percent at September 30, 2019. The Tier 1 leverage ratio at September 30, 2020 was 6.81 percent compared with 6.90 percent at June 30, 2020 and 7.32 percent at September 30, 2019.

The Company's Board of Directors declared a quarterly cash dividend of $\$ 0.67$ per share on the Company's outstanding shares. The dividend will be payable on December 14, 2020 to shareholders of record at the close of business on November 30, 2020.

## Conference Call Information

The Company will review its third quarter 2020 financial results today at 2:00 p.m. Eastern Time (8:00 a.m. Hawaii Time). The live call, including a slide presentation, will be accessible on the investor relations link of Company's website, www.boh.com. The webcast link is https://edge.mediaserver.com $/ \mathrm{mmc} / \mathrm{p} / \mathrm{xr} 9 \mathrm{ecjhk}$. The toll-free number for the teleconference is 1 (844) 543-5235 in the United States and Canada and 1 (703) 318-2209 for other international callers. Use the pass code "Bank of Hawaii" to access the call. A replay will be available for one week beginning approximately 11:00 a.m. Hawaii Time on Monday, October 26, 2020. The replay number is 1 (855) 859-2056 in the United States and Canada and 1 (404) 537-3406 from other international locations. Enter the conference ID 6164797 when prompted. In addition, the replay will be available 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, 2019, 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 and the West Pacific. The Company's principal subsidiary, Bank of Hawaii, was founded in 1897. For more information about Bank of Hawaii Corporation, see the Company's web site, www.boh.com.


## Bank of Hawaii Corporation and Subsidiaries

Reconciliation of Non-GAAP Financial Measures
Table 2

| (dollars in thousands) | September 30, 2020 |  |  | $\begin{array}{r}\text { June 30, } \\ 2020 \\ \hline\end{array}$ | December 31,2019 |  | September 30,$2019$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Shareholders' Equity | \$ | 1,361,739 | \$ | 1,352,082 | \$ | 1,286,832 | \$ | 1,291,490 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |  | 31,517 |
| Tangible Common Equity | \$ | 1,330,222 | \$ | 1,320,565 | \$ | 1,255,315 | \$ | 1,259,973 |
| Total Assets | \$ | 20,109,489 | \$ | 19,769,942 | \$ | 18,095,496 | \$ | 17,672,140 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |  | 31,517 |
| Tangible Assets | \$ | 20,077,972 | \$ | 19,738,425 | \$ | 18,063,979 | \$ | 17,640,623 |
| Risk-Weighted Assets, determined in accordance with prescribed regulatory requirements | \$ | 11,068,888 | \$ | 10,941,894 | \$ | 10,589,061 | \$ | 10,416,560 |
| Total Shareholders' Equity to Total Assets |  | 6.77\% |  | 6.84\% |  | 7.11\% |  | 7.31\% |
| Tangible Common Equity to Tangible Assets (Non-GAAP) |  | 6.63\% |  | 6.69\% |  | 6.95\% |  | 7.14\% |
| Tier 1 Capital Ratio |  | 12.09\% |  | 12.04\% |  | 12.18\% |  | 12.33\% |
| Tangible Common Equity to Risk-Weighted Assets (Non-GAAP) |  | 12.02\% |  | 12.07\% |  | 11.85\% |  | 12.10\% |

Table 3

| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, |  | $\begin{gathered} \text { June } 30, \\ 2020 \\ \hline \end{gathered}$ |  | September 30, 2019 |  | September 30, |  |  |  |
|  |  |  |  |  |  | 2020 |  | 2019 |
| Interest Income |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 103,189 | \$ | 107,628 |  |  | \$ | 110,877 | \$ | 319,027 | \$ | 329,789 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 14,558 |  | 14,576 |  | 17,512 |  | 45,845 |  | 46,016 |
| Held-to-Maturity |  | 15,967 |  | 16,723 |  | 18,796 |  | 51,942 |  | 62,866 |
| Deposits |  | 3 |  | 1 |  | 9 |  | 13 |  | 33 |
| Funds Sold |  | 149 |  | 92 |  | 656 |  | 787 |  | 2,830 |
| Other |  | 151 |  | 125 |  | 233 |  | 494 |  | 762 |
| Total Interest Income |  | 134,017 |  | 139,145 |  | 148,083 |  | 418,108 |  | 442,296 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 5,891 |  | 7,954 |  | 18,055 |  | 28,105 |  | 51,967 |
| Securities Sold Under Agreements to Repurchase |  | 3,622 |  | 4,020 |  | 4,257 |  | 11,667 |  | 13,451 |
| Funds Purchased |  | - |  | 18 |  | 146 |  | 90 |  | 815 |
| Short-Term Borrowings |  | 1 |  | 22 |  | 1 |  | 62 |  | 38 |
| Other Debt |  | 337 |  | 440 |  | 728 |  | 1,361 |  | 2,195 |
| Total Interest Expense |  | 9,851 |  | 12,454 |  | 23,187 |  | 41,285 |  | 68,466 |
| Net Interest Income |  | 124,166 |  | 126,691 |  | 124,896 |  | 376,823 |  | 373,830 |
| Provision for Credit Losses |  | 28,600 |  | 40,400 |  | 4,250 |  | 102,600 |  | 11,250 |
| Net Interest Income After Provision for Credit Losses |  | 95,566 |  | 86,291 |  | 120,646 |  | 274,223 |  | 362,580 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 10,752 |  | 10,550 |  | 10,930 |  | 32,217 |  | 33,076 |
| Mortgage Banking |  | 4,047 |  | 4,278 |  | 4,864 |  | 11,020 |  | 10,487 |
| Service Charges on Deposit Accounts |  | 6,027 |  | 5,097 |  | 7,592 |  | 18,575 |  | 22,239 |
| Fees, Exchange, and Other Service Charges |  | 12,296 |  | 9,417 |  | 14,900 |  | 34,913 |  | 43,360 |
| Investment Securities Gains (Losses), Net |  | $(1,121)$ |  | 13,216 |  | $(1,469)$ |  | 11,125 |  | $(3,080)$ |
| Annuity and Insurance |  | 881 |  | 883 |  | 1,278 |  | 2,692 |  | 5,662 |
| Bank-Owned Life Insurance |  | 1,806 |  | 1,649 |  | 1,647 |  | 5,035 |  | 5,136 |
| Other |  | 7,046 |  | 6,178 |  | 6,765 |  | 23,574 |  | 18,756 |
| Total Noninterest Income |  | 41,734 |  | 51,268 |  | 46,507 |  | 139,151 |  | 135,636 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 51,951 |  | 50,715 |  | 54,345 |  | 157,129 |  | 164,442 |
| Net Occupancy |  | 7,281 |  | 8,761 |  | 8,803 |  | 24,997 |  | 24,976 |
| Net Equipment |  | 9,223 |  | 8,195 |  | 7,637 |  | 25,874 |  | 21,365 |
| Data Processing |  | 4,691 |  | 4,416 |  | 4,676 |  | 13,895 |  | 13,929 |
| Professional Fees |  | 2,743 |  | 3,061 |  | 2,184 |  | 9,012 |  | 6,814 |
| FDIC Insurance |  | 1,282 |  | 1,558 |  | 1,257 |  | 4,296 |  | 3,816 |
| Other |  | 12,778 |  | 12,186 |  | 21,447 |  | 39,950 |  | 50,789 |
| Total Noninterest Expense |  | 89,949 |  | 88,892 |  | 100,349 |  | 275,153 |  | 286,131 |
| Income Before Provision for Income Taxes |  | 47,351 |  | 48,667 |  | 66,804 |  | 138,221 |  | 212,085 |
| Provision for Income Taxes |  | 9,511 |  | 9,759 |  | 14,752 |  | 26,731 |  | 44,315 |
| Net Income | \$ | 37,840 | \$ | 38,908 | \$ | 52,052 | \$ | 111,490 | \$ | 167,770 |
| Basic Earnings Per Share | \$ | 0.95 | \$ | 0.98 | \$ | 1.30 | \$ | 2.81 | \$ | 4.14 |
| Diluted Earnings Per Share | \$ | 0.95 | \$ | 0.98 | \$ | 1.29 | \$ | 2.80 | \$ | 4.11 |
| Dividends Declared Per Share | \$ | 0.67 | \$ | 0.67 | \$ | 0.65 | \$ | 2.01 | \$ | 1.92 |
| Basic Weighted Average Shares |  | 745,120 |  | 39,703,735 |  | 190,508 |  | 39,710,252 |  | 40,554,036 |
| Diluted Weighted Average Shares |  | 869,135 |  | 39,832,475 |  | 450,742 |  | 39,872,406 |  | 40,806,295 |

## Bank of Hawaii Corporation and Subsidiaries

Consolidated Statements of Comprehensive Income
Table 4

| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30,$2020$ |  | $\begin{gathered} \text { June 30, } \\ 2020 \end{gathered}$ |  | September 30, 2019 |  |  |  |  |  |
|  |  |  | 2020 | 2019 |  |  |  |  |  |
| Net Income | \$ | 37,840 |  |  | \$ | 38,908 | \$ | 52,052 | \$ | 111,490 | \$ | 167,770 |
| Other Comprehensive Income (Loss), Net of Tax: |  |  |  |  |  |  |  |  |  |  |
| Net Unrealized Gains (Losses) on Investment Securities |  | $(4,900)$ |  | 7,730 |  |  |  | 5,405 |  | 44,389 |  | 28,533 |
| Defined Benefit Plans |  | 374 |  | 374 |  | 245 |  | 1,122 |  | 736 |
| Other Comprehensive Income (Loss) |  | $(4,526)$ |  | 8,104 |  | 5,650 |  | 45,511 |  | 29,269 |
| Comprehensive Income | \$ | 33,314 | \$ | 47,012 | \$ | 57,702 | \$ | 157,001 | \$ | 197,039 |


| (dollars in thousands) | September 30, 2020 |  |  | June 30, 2020 | December 31, 2019 |  | September 30, 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ | 4,233 | \$ | 2,310 | \$ | 4,979 | \$ | 2,946 |
| Funds Sold |  | 736,524 |  | 800,857 |  | 254,574 |  | 108,446 |
| Investment Securities |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 3,190,313 |  | 2,726,478 |  | 2,619,003 |  | 2,594,394 |
| Held-to-Maturity (Fair Value of \$3,288,668; \$3,374,294; \$3,062,882; and \$2,972,273) |  | 3,198,830 |  | 3,276,829 |  | 3,042,294 |  | 2,946,910 |
| Loans Held for Sale |  | - |  | 20,711 |  | 39,062 |  | 36,720 |
| Loans and Leases |  | 11,793,608 |  | 11,805,370 |  | 10,990,892 |  | 10,881,298 |
| Allowance for Credit Losses |  | $(203,496)$ |  | $(173,439)$ |  | $(110,027)$ |  | $(108,936)$ |
| Net Loans and Leases |  | 11,590,112 |  | 11,631,931 |  | 10,880,865 |  | 10,772,362 |
| Total Earning Assets |  | 18,720,012 |  | 18,459,116 |  | 16,840,777 |  | 16,461,778 |
| Cash and Due from Banks |  | 260,167 |  | 242,423 |  | 299,105 |  | 259,492 |
| Premises and Equipment, Net |  | 199,021 |  | 198,582 |  | 188,388 |  | 179,453 |
| Operating Lease Right-of-Use Assets |  | 96,200 |  | 97,166 |  | 100,838 |  | 101,005 |
| Accrued Interest Receivable |  | 57,370 |  | 50,645 |  | 46,476 |  | 47,897 |
| Foreclosed Real Estate |  | 2,332 |  | 2,506 |  | 2,737 |  | 2,939 |
| Mortgage Servicing Rights |  | 21,887 |  | 22,904 |  | 25,022 |  | 24,408 |
| Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |  | 31,517 |
| Bank-Owned Life Insurance |  | 291,231 |  | 291,185 |  | 287,962 |  | 286,936 |
| Other Assets |  | 429,752 |  | 373,898 |  | 272,674 |  | 276,715 |
| Total Assets | \$ | 20,109,489 | \$ | 19,769,942 | \$ | 18,095,496 | \$ | 17,672,140 |

## Liabilities

| Deposits |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Noninterest-Bearing Demand | $\mathbf{5 , 4 2 8 , 5 6 7}$ | $\$$ | $5,485,015$ | $\$$ |

## Shareholders' Equity

Common Stock (\$. 01 par value; authorized 500,000,000 shares;
issued / outstanding: September 30, 2020-58,248,690 / 40,060,675;
June 30, 2020 - 58,263,452 / 40,047,694; December 31, 2019 - 58,166,910 / 40,039,695;

| and September 30, 2019-58,176,305 / 40,359,259) |  | 580 |  | 580 |  | 579 |  | 579 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Capital Surplus |  | 588,632 |  | 586,946 |  | 582,566 |  | 580,200 |
| Accumulated Other Comprehensive Gain (Loss) |  | 14,399 |  | 18,925 |  | $(31,112)$ |  | $(21,774)$ |
| Retained Earnings |  | 1,797,763 |  | 1,786,351 |  | 1,761,415 |  | 1,730,437 |
| Treasury Stock, at Cost (Shares: September 30, 2020-18,188,015; June 30, 2020-18,215,758; $\qquad$ December 31, 2019-18,127,215; and September 30, 2019-17,817,046) |  | $(1,039,635)$ |  | $(1,040,720)$ |  | $(1,026,616)$ |  | $(997,952)$ |
| Total Shareholders' Equity |  | 1,361,739 |  | 1,352,082 |  | 1,286,832 |  | 1,291,490 |
| Total Liabilities and Shareholders' Equity | \$ | 20,109,489 | \$ | 19,769,942 | \$ | 18,095,496 | \$ | 17,672,140 |



|  | Three Months Ended <br> September 30, 2020 |  |  | Three Months Ended June 30, 2020 |  |  | Three Months Ended <br> September 30, 2019 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | Average Balance | Incomel Expense | Yield/ Rate | Average Balance | Income/ Expense | Yield/ Rate | Average Balance | Income/ Expense | Yield/ Rate |



Interest-Bearing Liabilities
Interest-Bearing Deposits


[^0]| (dollars in millions) | Nine Months Ended <br> September 30, 2020 |  |  | Nine Months Ended <br> September 30, 2019 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Income/ Expense | Yield/ <br> Rate | Average <br> Balance | Income/ Expense | Yield/ <br> Rate |
| Earning Assets |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ 2.2 | \$ | 0.76 \% | \$ 3.0 | \$ - | 1.49 |
| Funds Sold | 428.3 | 0.8 | 0.24 | 161.7 | 2.8 | 2.31 |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |
| Taxable | 2,745.7 | 45.1 | 2.19 | 2,086.5 | 43.0 | 2.75 |
| Non-Taxable | 30.1 | 1.0 | 4.37 | 135.3 | 3.8 | 3.73 |
| Held-to-Maturity |  |  |  |  |  |  |
| Taxable | 3,084.4 | 51.0 | 2.21 | 3,199.9 | 59.9 | 2.50 |
| Non-Taxable | 54.4 | 1.1 | 2.66 | 163.5 | 3.8 | 3.08 |
| Total Investment Securities | 5,914.6 | 98.2 | 2.21 | 5,585.2 | 110.5 | 2.64 |
| Loans Held for Sale | 20.8 | 0.5 | 3.35 | 18.5 | 0.6 | 4.06 |
| Loans and Leases ${ }^{1}$ |  |  |  |  |  |  |
| Commercial and Industrial | 1,763.9 | 45.2 | 3.43 | 1,375.9 | 44.6 | 4.33 |
| Commercial Mortgage | 2,631.9 | 69.2 | 3.51 | 2,373.9 | 76.9 | 4.33 |
| Construction | 234.3 | 7.1 | 4.04 | 133.8 | 5.2 | 5.22 |
| Commercial Lease Financing | 111.0 | 1.6 | 1.88 | 160.9 | 3.0 | 2.45 |
| Residential Mortgage | 3,941.3 | 109.5 | 3.70 | 3,740.5 | 108.0 | 3.85 |
| Home Equity | 1,656.8 | 43.6 | 3.51 | 1,691.4 | 48.4 | 3.83 |
| Automobile | 710.2 | 19.0 | 3.57 | 688.0 | 18.6 | 3.62 |
| Other ${ }^{2}$ | 460.8 | 23.9 | 6.93 | 459.9 | 24.8 | 7.21 |
| Total Loans and Leases | 11,510.2 | 319.1 | 3.70 | 10,624.3 | 329.5 | 4.14 |
| Other | 33.9 | 0.5 | 1.95 | 35.2 | 0.8 | 2.89 |
| Total Earning Assets ${ }^{3}$ | 17,910.0 | 419.1 | 3.12 | 16,427.9 | 444.2 | 3.61 |
| Cash and Due from Banks | 271.7 |  |  | 237.9 |  |  |
| Other Assets | 871.9 |  |  | 776.3 |  |  |
| Total Assets | \$ 19,053.6 |  |  | \$ 17,442.1 |  |  |

Interest-Bearing Liabilities
Interest-Bearing Deposits

| Demand | \$ | 3,268.1 |  | 1.9 | 0.08 |  | \$ | 2,930.9 |  | 4.0 | 0.18 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings |  | 6,693.9 |  | 11.0 | 0.22 |  |  | 5,962.9 |  | 24.4 | 0.55 |
| Time |  | 1,712.2 |  | 15.2 | 1.19 |  |  | 1,807.6 |  | 23.6 | 1.75 |
| Total Interest-Bearing Deposits |  | 11,674.2 |  | 28.1 | 0.32 |  |  | 10,701.4 |  | 52.0 | 0.65 |
| Short-Term Borrowings |  | 38.3 |  | 0.2 | 0.52 |  |  | 46.8 |  | 0.9 | 2.40 |
| Securities Sold Under Agreements to Repurchase |  | 603.4 |  | 11.6 | 2.54 |  |  | 507.5 |  | 13.4 | 3.50 |
| Other Debt |  | 62.6 |  | 1.4 | 2.90 |  |  | 113.7 |  | 2.2 | 2.58 |
| Total Interest-Bearing Liabilities |  | 12,378.5 |  | 41.3 | 0.44 |  |  | 11,369.4 |  | 68.5 | 0.80 |
| Net Interest Income |  |  | \$ | 377.8 |  |  |  |  | \$ | 375.7 |  |
| Interest Rate Spread |  |  |  |  | 2.68 | \% |  |  |  |  | 2.81 |
| Net Interest Margin |  |  |  |  | 2.82 | \% |  |  |  |  | 3.05 |
| Noninterest-Bearing Demand Deposits |  | 4,917.4 |  |  |  |  |  | 4,454.9 |  |  |  |
| Other Liabilities |  | 413.3 |  |  |  |  |  | 342.0 |  |  |  |
| Shareholders' Equity |  | 1,344.4 |  |  |  |  |  | 1,275.8 |  |  |  |
| Total Liabilities and Shareholders' Equity | \$ | 19,053.6 |  |  |  |  | \$ | 17,442.1 |  |  |  |

[^1]

Change in Interest Expense:
Interest-Bearing Deposits

| Demand | - | $(0.2)$ | $(0.2)$ |
| :--- | :---: | :---: | :---: |
| Savings | 0.1 | $(0.6)$ | $(0.5)$ |
| Time | $(0.7)$ | $(0.7)$ | $(1.4)$ |
| Total Interest-Bearing Deposits | $(0.6)$ | $(1.5)$ | $(2.1)$ |
| Securities Sold Under Agreements to Repurchase | - | $(0.4)$ | $(0.4)$ |
| Other Debt | - | $(0.2)$ | $(0.2)$ |
| Total Change in Interest Expense | $(0.6)$ | $(2.1)$ | $(2.7)$ |
|  | $\$$ | 3.8 | $\$$ |
| Change in Net Interest Income | $\$(6.3) \$$ |  |  |

[^2]
## Bank of Hawaii Corporation and Subsidiaries

Analysis of Change in Net Interest Income - Taxable-Equivalent Basis
Table 8b

| (dollars in millions) | Three Months Ended September 30, 2020 <br> Compared to September 30, 2019 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | 0.6 | \$ | (1.2) | \$ | (0.6) |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |
| Taxable |  | 1.6 |  | (4.4) |  | (2.8) |
| Non-Taxable |  | (0.2) |  | - |  | (0.2) |
| Held-to-Maturity |  |  |  |  |  |  |
| Taxable |  | 2.2 |  | (5.0) |  | (2.8) |
| Total Investment Securities |  | 3.6 |  | (9.4) |  | (5.8) |
| Loans Held for Sale |  | (0.1) |  | - |  | (0.1) |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | 4.6 |  | (4.9) |  | (0.3) |
| Commercial Mortgage |  | 2.9 |  | (7.4) |  | (4.5) |
| Construction |  | 1.1 |  | (0.6) |  | 0.5 |
| Commercial Lease Financing |  | (0.3) |  | (0.2) |  | (0.5) |
| Residential Mortgage |  | 1.7 |  | (1.5) |  | 0.2 |
| Home Equity |  | (0.6) |  | (1.4) |  | (2.0) |
| Other ${ }^{2}$ |  | (0.6) |  | (0.3) |  | (0.9) |
| Total Loans and Leases |  | 8.8 |  | (16.3) |  | (7.5) |
| Other |  | - |  | (0.1) |  | (0.1) |
| Total Change in Interest Income |  | 12.9 |  | (27.0) |  | (14.1) |

Change in Interest Expense:
Interest-Bearing Deposits

| Demand |  | 0.2 |  | (0.9) |  | (0.7) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings |  | 1.0 |  | (8.1) |  | (7.1) |
| Time |  | (1.2) |  | (3.2) |  | (4.4) |
| Total Interest-Bearing Deposits |  | - |  | (12.2) |  | (12.2) |
| Short-Term Borrowings |  | (0.1) |  | - |  | (0.1) |
| Securities Sold Under Agreements to Repurchase |  | 0.6 |  | (1.3) |  | (0.7) |
| Other Debt |  | (0.3) |  | (0.1) |  | (0.4) |
| Total Change in Interest Expense |  | 0.2 |  | (13.6) |  | (13.4) |
| Change in Net Interest Income | \$ | 12.7 | \$ | (13.4) | \$ | (0.7) |

[^3]Table 8c

| (dollars in millions) | Nine Months Ended September 30, 2020 <br> Compared to September 30, 2019 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | 2.0 | \$ | (4.0) | \$ | (2.0) |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |
| Taxable |  | 12.0 |  | (9.9) |  | 2.1 |
| Non-Taxable |  | (3.4) |  | 0.6 |  | (2.8) |
| Held-to-Maturity |  |  |  |  |  |  |
| Taxable |  | (2.1) |  | (6.8) |  | (8.9) |
| Non-Taxable |  | (2.2) |  | (0.5) |  | (2.7) |
| Total Investment Securities |  | 4.3 |  | (16.6) |  | (12.3) |
| Loans Held for Sale |  | 0.1 |  | (0.2) |  | (0.1) |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | 11.1 |  | (10.5) |  | 0.6 |
| Commercial Mortgage |  | 7.8 |  | (15.5) |  | (7.7) |
| Construction |  | 3.3 |  | (1.4) |  | 1.9 |
| Commercial Lease Financing |  | (0.8) |  | (0.6) |  | (1.4) |
| Residential Mortgage |  | 5.6 |  | (4.1) |  | 1.5 |
| Home Equity |  | (0.9) |  | (3.9) |  | (4.8) |
| Automobile |  | 0.6 |  | (0.2) |  | 0.4 |
| Other ${ }^{2}$ |  | - |  | (0.9) |  | (0.9) |
| Total Loans and Leases |  | 26.7 |  | (37.1) |  | (10.4) |
| Other |  | (0.1) |  | (0.2) |  | (0.3) |
| Total Change in Interest Income |  | 33.0 |  | (58.1) |  | (25.1) |

Change in Interest Expense:
Interest-Bearing Deposits

| Demand | 0.4 | $(2.5)$ | $(2.1)$ |
| :--- | :---: | ---: | ---: |
| Savings | 2.7 | $(16.1)$ | $(13.4)$ |
| Time | $(1.2)$ | $(7.2)$ | $(8.4)$ |
| Total Interest-Bearing Deposits | 1.9 | $(25.8)$ | $(23.9)$ |
| Short-Term Borrowings | $(0.1)$ | $(0.6)$ | $(0.7)$ |
| Securities Sold Under Agreements to Repurchase | 2.3 | $(4.1)$ | $(1.8)$ |
| Other Debt | $(1.1)$ | 0.3 | $(0.8)$ |
| Total Change in Interest Expense | 3.0 | $(30.2)$ | $(27.2)$ |
|  | $\$$ |  |  |
| Change in Net Interest Income | 30.0 | $\$$ | $(27.9) \$$ |

[^4]
## Bank of Hawaii Corporation and Subsidiaries

Salaries and Benefits
Table 9

| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Nine Months Ended <br> September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2020 |  | June 30,$2020$ |  | $\begin{gathered} \text { September 30, } \\ 2019 \end{gathered}$ |  |  |  |  |  |
|  |  |  | 2020 | 2019 |  |  |  |  |  |
| Salaries | \$ | 34,046 |  |  | \$ | 32,739 | \$ | 33,458 | \$ | 100,271 | \$ | 98,772 |
| Incentive Compensation |  | 2,683 |  | 3,141 |  |  |  | 5,681 |  | 6,069 |  | 17,049 |
| Share-Based Compensation |  | 1,442 |  | 2,021 |  | 2,025 |  | 4,754 |  | 7,098 |
| Commission Expense |  | 1,800 |  | 1,647 |  | 1,760 |  | 4,821 |  | 4,394 |
| Retirement and Other Benefits |  | 4,164 |  | 4,446 |  | 4,185 |  | 13,316 |  | 13,872 |
| Payroll Taxes |  | 2,624 |  | 2,782 |  | 2,519 |  | 9,949 |  | 9,409 |
| Medical, Dental, and Life Insurance |  | 3,422 |  | 3,830 |  | 3,908 |  | 11,394 |  | 12,299 |
| Separation Expense |  | 1,770 |  | 109 |  | 809 |  | 6,555 |  | 1,549 |
| Total Salaries and Benefits | \$ | 51,951 | \$ | 50,715 | \$ | 54,345 | \$ | 157,129 | \$ | 164,442 |

## Bank of Hawaii Corporation and Subsidiaries

Loan and Lease Portfolio Balances
Table 10

| (dollars in thousands) | September 30,$2020$ |  |  | June 30, $2020$ | $\begin{array}{r} \text { March 31, } \\ \text { nen } \end{array}$ |  | December 31, 2019 |  | September 30, 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 1,908,482 | \$ | 1,956,939 | \$ | 1,558,232 | \$ | 1,379,152 | \$ | 1,361,011 |
| Commercial Mortgage |  | 2,745,611 |  | 2,707,534 |  | 2,616,243 |  | 2,518,051 |  | 2,477,296 |
| Construction |  | 250,943 |  | 245,099 |  | 245,390 |  | 194,170 |  | 154,754 |
| Lease Financing |  | 111,831 |  | 113,187 |  | 110,704 |  | 122,454 |  | 163,672 |
| Total Commercial |  | 5,016,867 |  | 5,022,759 |  | 4,530,569 |  | 4,213,827 |  | 4,156,733 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 4,044,228 |  | 3,989,393 |  | 3,928,183 |  | 3,891,100 |  | 3,846,511 |
| Home Equity |  | 1,605,486 |  | 1,640,887 |  | 1,692,154 |  | 1,676,073 |  | 1,681,951 |
| Automobile |  | 709,937 |  | 700,702 |  | 716,214 |  | 720,286 |  | 713,424 |
| Other ${ }^{1}$ |  | 417,090 |  | 451,629 |  | 485,660 |  | 489,606 |  | 482,679 |
| Total Consumer |  | 6,776,741 |  | 6,782,611 |  | 6,822,211 |  | 6,777,065 |  | 6,724,565 |
| Total Loans and Leases | \$ | 11,793,608 | \$ | 11,805,370 | \$ | 11,352,780 | \$ | 10,990,892 | \$ | 10,881,298 |

## Deposits

| (dollars in thousands) | September 30,$2020$ |  |  | June 30, <br> 2020 |  | March 31, $2020$ | $\begin{array}{r} \text { December 31, } \\ 2019 \end{array}$ |  | September 30, 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer | \$ | 8,903,808 | \$ | 8,766,885 | \$ | 8,294,464 | \$ | 8,118,494 | \$ | 7,893,454 |
| Commercial |  | 7,159,531 |  | 7,295,033 |  | 6,358,583 |  | 6,324,214 |  | 6,153,492 |
| Public and Other |  | 1,675,544 |  | 1,361,237 |  | 1,402,314 |  | 1,341,774 |  | 1,293,806 |
| Total Deposits | \$ | 17,738,883 | \$ | 17,423,155 | \$ | 16,055,361 | \$ | 15,784,482 | \$ | 15,340,752 |

[^5]
## 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) | September 30, 2020 |  |  | $\begin{array}{r} \text { June } 30, \\ 2020 \\ \hline \end{array}$ |  | $\begin{array}{r} \text { March 31, } \\ 2020 \\ \hline \end{array}$ | $\begin{array}{r} \text { December 31, } \\ 2019 \end{array}$ |  | $\begin{array}{r} \text { September } 30, \\ 2019 \\ \hline \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Non-Accrual Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 475 | \$ | 459 | \$ | 634 | \$ | 830 | \$ | 573 |
| Commercial Mortgage |  | 8,615 |  | 8,672 |  | 9,048 |  | 9,244 |  | 11,088 |
| Total Commercial |  | 9,090 |  | 9,131 |  | 9,682 |  | 10,074 |  | 11,661 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 3,543 |  | 5,888 |  | 4,330 |  | 4,125 |  | 4,258 |
| Home Equity |  | 3,661 |  | 5,176 |  | 4,086 |  | 3,181 |  | 2,787 |
| Total Consumer |  | 7,204 |  | 11,064 |  | 8,416 |  | 7,306 |  | 7,045 |
| Total Non-Accrual Loans and Leases |  | 16,294 |  | 20,195 |  | 18,098 |  | 17,380 |  | 18,706 |
| Foreclosed Real Estate |  | 2,332 |  | 2,506 |  | 2,506 |  | 2,737 |  | 2,939 |
| Total Non-Performing Assets | \$ | 18,626 | \$ | 22,701 | \$ | 20,604 | \$ | 20,117 | \$ | 21,645 |

Accruing Loans and Leases Past Due 90 Days or More
Commercial

| Commercial and Industrial | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 81 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Commercial |  | - |  | - |  | - |  | - |  | 81 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage | 6,607 |  |  | 4,937 | 3,024 |  | 1,839 |  | 2,032 |  |
| Home Equity | 2,571 |  |  | 3,519 | 3,426 |  | 4,125 |  | 2,320 |  |
| Automobile | 156 |  |  | 133 | 866 |  | 949 |  | 582 |  |
| Other ${ }^{1}$ | 258 |  |  | 296 | 1,205 |  | 1,493 |  | 1,076 |  |
| Total Consumer | 9,592 |  |  | 8,885 |  | 8,521 | 8,406 |  | 6,010 |  |
| Total Accruing Loans and Leases Past Due 90 Days or More | \$ | 9,592 | \$ | 8,885 | \$ | 8,521 | \$ | 8,406 | \$ | 6,091 |
| Restructured Loans on Accrual Status |  |  |  |  |  |  |  |  |  |  |
| and Not Past Due 90 Days or More | \$ | 58,650 | \$ | 59,713 | \$ | 61,425 | \$ | 63,103 | \$ | 46,178 |
| Total Loans and Leases | \$ | 11,793,608 | \$ | 11,805,370 | \$ | 11,352,780 | \$ | 10,990,892 | \$ | 10,881,298 |


| Ratio of Non-Accrual Loans and Leases to Total Loans and Leases | $0.14 \%$ | $0.17 \%$ | $0.16 \%$ | $0.16 \%$ |
| :--- | :--- | :--- | :--- | :--- | |  |  |  |  |
| :--- | :--- | :--- | :--- |
| Ratio of Non-Performing Assets to Total Loans and Leases <br> and Foreclosed Real Estate | $0.16 \%$ | $0.19 \%$ | $0.18 \%$ |

Ratio of Commercial Non-Performing Assets to Total Commercial Loans

|  |  |  |  | and Leases and Commercial Foreclosed Real Estate | 0.18\% | 0.18\% | 0.21\% | 0.24\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

Ratio of Consumer Non-Performing Assets to Total Consumer Loans

| and Leases and Consumer Foreclosed Real Estate |  | 0.14\% |  | 0.20\% |  | 0.16\% |  | 0.15\% |  | 0.15\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ratio of Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More to Total Loans and Leases and Foreclosed Real Estate |  | 0.24\% |  | 0.27\% |  | 0.26\% |  | 0.26\% |  | 0.25\% |
| Quarter to Quarter Changes in Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Balance at Beginning of Quarter | \$ | 22,701 | \$ | 20,604 | \$ | 20,117 | \$ | 21,645 | \$ | 21,782 |
| Additions |  | 938 |  | 5,856 |  | 1,754 |  | 883 |  | 1,035 |
| Reductions |  |  |  |  |  |  |  |  |  |  |
| Payments |  | $(3,729)$ |  | $(2,736)$ |  | (315) |  | (495) |  | (984) |
| Return to Accrual Status |  | $(1,035)$ |  | (822) |  | (437) |  | $(1,673)$ |  | - |
| Sales of Foreclosed Real Estate |  | (175) |  | - |  | (231) |  | (201) |  | - |
| Charge-offs/Write-downs |  | (74) |  | (201) |  | (284) |  | (42) |  | (188) |
| Total Reductions |  | $(5,013)$ |  | $(3,759)$ |  | $(1,267)$ |  | $(2,411)$ |  | $(1,172)$ |
| Balance at End of Quarter | \$ | 18,626 | \$ | 22,701 | \$ | 20,604 | \$ | 20,117 | \$ | 21,645 |

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

Reserve for Credit Losses
Table 12

| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September 30, } \\ 2020 \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ 2020 \\ \hline \end{gathered}$ |  | September 30, 2019 |  | September 30, |  |  |  |
|  |  |  |  | 2020 |  |  |  | 2019 |
| Balance at Beginning of Period | \$ | 175,958 |  |  | \$ | 141,467 |  | 114,494 | \$ | 116,849 |  | 113,515 |
| CECL Adoption (Day 1) Impact |  | - |  | - |  | - |  | $(5,072)$ |  | - |
| Loans and Leases Charged-Off |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | (171) |  | (656) |  | (239) |  | $(1,520)$ |  | (815) |
| Commercial Mortgage |  | - |  | - |  | - |  | - |  | $(1,616)$ |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | - |  | (64) |  | (7) |  | (84) |  | (62) |
| Home Equity |  | (43) |  | (273) |  | (215) |  | (316) |  | (655) |
| Automobile |  | (489) |  | $(3,114)$ |  | $(1,696)$ |  | $(6,103)$ |  | $(5,140)$ |
| Other ${ }^{1}$ |  | $(1,644)$ |  | $(4,176)$ |  | $(3,598)$ |  | $(9,784)$ |  | $(9,424)$ |
| Total Loans and Leases Charged-Off |  | $(2,347)$ |  | $(8,283)$ |  | $(5,755)$ |  | $(17,807)$ |  | $(17,712)$ |
| Recoveries on Loans and Leases Previously Charged-Off |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 231 |  | 1,524 |  | 318 |  | 2,044 |  | 1,220 |
| Commercial Mortgage |  | - |  | - |  | - |  | 40 |  | - |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 414 |  | 118 |  | 649 |  | 795 |  | 1,228 |
| Home Equity |  | 727 |  | 321 |  | 428 |  | 2,024 |  | 1,762 |
| Automobile |  | 1,313 |  | 547 |  | 660 |  | 2,865 |  | 2,449 |
| Other ${ }^{1}$ |  | 1,119 |  | 662 |  | 714 |  | 2,645 |  | 2,046 |
| Total Recoveries on Loans and Leases Previously Charged-Off |  | 3,804 |  | 3,172 |  | 2,769 |  | 10,413 |  | 8,705 |
| Net Loans and Leases Recovered (Charged-Off) |  | 1,457 |  | $(5,111)$ |  | $(2,986)$ |  | $(7,394)$ |  | $(9,007)$ |
| Provision for Credit Losses |  | 28,600 |  | 40,400 |  | 4,250 |  | 102,600 |  | 11,250 |
| Provision for Unfunded Commitments |  | (202) |  | (798) |  | - |  | $(1,170)$ |  | - |
| Balance at End of Period ${ }^{2}$ | \$ | 205,813 | \$ | 175,958 | \$ | 115,758 | \$ | 205,813 | \$ | 115,758 |
| Components |  |  |  |  |  |  |  |  |  |  |
| Allowance for Credit Losses | \$ | 203,496 |  | 173,439 |  | 108,936 | \$ | 203,496 |  | 108,936 |
| Reserve for Unfunded Commitments |  | 2,317 |  | 2,519 |  | 6,822 |  | 2,317 |  | 6,822 |
| Total Reserve for Credit Losses | \$ | 205,813 | \$ | 175,958 | \$ | 115,758 | \$ | 205,813 | \$ | 115,758 |
| Average Loans and Leases Outstanding | \$ | 11,739,785 | \$ | 11,727,649 | \$ | 10,770,720 | \$ | 11,510,222 | \$ | 10,624,311 |

Ratio of Net Loans and Leases Charged-Off (Recovered) to

| Average Loans and Leases Outstanding (annualized) | $(0.05 \%)$ | $0.18 \%$ | $0.11 \%$ | $0.09 \%$ | $0.11 \%$ |
| ---: | ---: | ---: | ---: | ---: | ---: |
| Ratio of Allowance for Credit Losses to Loans and Leases Outstanding | $1.73 \%$ | $1.47 \%$ | $1.00 \%$ | $1.73 \%$ |  |

[^7]| (dollars in thousands) | Consumer <br> Banking | Commercial <br> Banking | Treasury <br> and Other | Consolidated <br> Total |  |  |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: |
| Three Months Ended September 30, 2020 | $\$$ | 73,868 | $\$$ | 47,797 | $\$$ | 2,501 |
| Net Interest Income | $(1,372)$ | $(85)$ | 30,057 | 124,166 |  |  |
| Provision for Credit Losses | 75,240 | 47,882 | $(27,556)$ | 95,560 |  |  |
| Net Interest Income (Loss) After Provision for Credit Losses | 31,776 | 7,672 | 2,286 | 41,734 |  |  |
| Noninterest Income | $(69,408)$ | $(15,430)$ | $(5,111)$ | $(89,949)$ |  |  |
| Noninterest Expense |  | 37,608 | 40,124 | $(30,381)$ | 47,351 |  |
| Income (Loss) Before Income Taxes | $(9,627)$ | $(9,784)$ | 9,900 | $(9,511)$ |  |  |
| Provision for Income Taxes | $\$$ | 27,981 | $\$$ | 30,340 | $\$$ | $(20,481)$ |

## Three Months Ended September 30, $2019{ }^{1}$

| Net Interest Income | $\$$ | 76,289 | $\$$ | 46,791 | $\$$ | 1,816 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |

[^8]Bank of Hawaii Corporation and Subsidiaries
Business Segments Selected Financial Information
Table 13b

| (dollars in thousands) | Consumer <br> Banking | Commercial <br> Banking | Treasury <br> and Other | Consolidated <br> Total |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Nine Months Ended September 30, 2020 |  |  |  |  |  |
| Net Interest Income | $\$$ | 221,003 | $\$$ | 144,253 | $\$$ |
| $(819)$ | 11,567 | $\$$ | 376,823 |  |  |
| Provision for Credit Losses | 8,215 | 95,204 | 102,600 |  |  |
| Net Interest Income (Loss) After Provision for Credit Losses | 212,788 | 145,072 | $(83,637)$ | 274,223 |  |
| Noninterest Income | 93,309 | 26,483 | 19,359 | 139,151 |  |
| Noninterest Expense | $(210,744)$ | $(47,552)$ | $(16,857)$ | $(275,153)$ |  |
| Income (Loss) Before Income Taxes |  | 95,353 | 124,003 | $(81,135)$ | 138,221 |
| Provision for Income Taxes | $(24,235)$ | $(30,278)$ | 27,782 | $(26,731)$ |  |
| Net Income (Loss) | $\$$ | 71,118 | $\$$ | 93,725 | $\$$ |
| Total Assets as of September 30, 2020 | $\$$ | $7,383,822$ | $\$$ | $5,027,836$ | $\$$ |

Nine Months Ended September 30, $2019{ }^{1}$

| Net Interest Income | \$ | 229,704 | \$ | 139,784 | \$ | 4,342 | \$ | 373,830 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for Credit Losses | 7,866 |  |  | 1,141 |  | 2,243 |  | 11,250 |
| Net Interest Income After Provision for Credit Losses | 221,838 |  |  | 138,643 |  | 2,099 |  | 362,580 |
| Noninterest Income | 107,072 |  |  | 22,738 |  | 5,826 |  | 135,636 |
| Noninterest Expense | $(213,168)$ |  |  | $(63,545)$ |  | $(9,418)$ |  | $(286,131)$ |
| Income Before Income Taxes | 115,742 |  |  | 97,836 |  | $(1,493)$ |  | 212,085 |
| Provision for Income Taxes | $(28,745)$ |  |  | $(22,507)$ |  | 6,937 |  | $(44,315)$ |
| Net Income | \$ | 86,997 | \$ | 75,329 | \$ | 5,444 | \$ | 167,770 |
| Total Assets as of September 30, $2019{ }^{1}$ | \$ | 6,993,290 | \$ | 4,145,717 | \$ | 6,533,133 | \$ | 17,672,140 |

[^9]Table 14

|  | Three Months Ended |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | September 30, | June 30, | March 31, | December 31, | September 30, |
| (dollars in thousands, except per share amounts) | 2020 | 2020 | 2020 | 2019 | 2019 |

## Quarterly Operating Results

Interest Income

| Interest and Fees on Loans and Leases | \$ | 103,189 | \$ | 107,628 | \$ | 108,210 | \$ | 109,223 | \$ | 110,877 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 14,558 |  | 14,576 |  | 16,711 |  | 16,158 |  | 17,512 |
| Held-to-Maturity |  | 15,967 |  | 16,723 |  | 19,252 |  | 18,750 |  | 18,796 |
| Deposits |  | 3 |  | 1 |  | 9 |  | 8 |  | 9 |
| Funds Sold |  | 149 |  | 92 |  | 546 |  | 723 |  | 656 |
| Other |  | 151 |  | 125 |  | 218 |  | 239 |  | 233 |
| Total Interest Income |  | 134,017 |  | 139,145 |  | 144,946 |  | 145,101 |  | 148,083 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 5,891 |  | 7,954 |  | 14,260 |  | 16,407 |  | 18,055 |
| Securities Sold Under Agreements to Repurchase |  | 3,622 |  | 4,020 |  | 4,025 |  | 4,071 |  | 4,257 |
| Funds Purchased |  | - |  | 18 |  | 72 |  | 25 |  | 146 |
| Short-Term Borrowings |  | 1 |  | 22 |  | 39 |  | - |  | 1 |
| Other Debt |  | 337 |  | 440 |  | 584 |  | 713 |  | 728 |
| Total Interest Expense |  | 9,851 |  | 12,454 |  | 18,980 |  | 21,216 |  | 23,187 |
| Net Interest Income |  | 124,166 |  | 126,691 |  | 125,966 |  | 123,885 |  | 124,896 |
| Provision for Credit Losses |  | 28,600 |  | 40,400 |  | 33,600 |  | 4,750 |  | 4,250 |
| Net Interest Income After Provision for Credit Losses |  | 95,566 |  | 86,291 |  | 92,366 |  | 119,135 |  | 120,646 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 10,752 |  | 10,550 |  | 10,915 |  | 11,157 |  | 10,930 |
| Mortgage Banking |  | 4,047 |  | 4,278 |  | 2,695 |  | 3,199 |  | 4,864 |
| Service Charges on Deposit Accounts |  | 6,027 |  | 5,097 |  | 7,451 |  | 7,835 |  | 7,592 |
| Fees, Exchange, and Other Service Charges |  | 12,296 |  | 9,417 |  | 13,200 |  | 14,533 |  | 14,900 |
| Investment Securities Gains (Losses), Net |  | $(1,121)$ |  | 13,216 |  | (970) |  | (906) |  | $(1,469)$ |
| Annuity and Insurance |  | 881 |  | 883 |  | 928 |  | 1,272 |  | 1,278 |
| Bank-Owned Life Insurance |  | 1,806 |  | 1,649 |  | 1,580 |  | 1,879 |  | 1,647 |
| Other |  | 7,046 |  | 6,178 |  | 10,350 |  | 8,733 |  | 6,765 |
| Total Noninterest Income |  | 41,734 |  | 51,268 |  | 46,149 |  | 47,702 |  | 46,507 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 51,951 |  | 50,715 |  | 54,463 |  | 51,664 |  | 54,345 |
| Net Occupancy |  | 7,281 |  | 8,761 |  | 8,955 |  | 8,824 |  | 8,803 |
| Net Equipment |  | 9,223 |  | 8,195 |  | 8,456 |  | 7,930 |  | 7,637 |
| Data Processing |  | 4,691 |  | 4,416 |  | 4,788 |  | 4,828 |  | 4,676 |
| Professional Fees |  | 2,743 |  | 3,061 |  | 3,208 |  | 3,257 |  | 2,184 |
| FDIC Insurance |  | 1,282 |  | 1,558 |  | 1,456 |  | 1,376 |  | 1,257 |
| Other |  | 12,778 |  | 12,186 |  | 14,986 |  | 15,217 |  | 21,447 |
| Total Noninterest Expense |  | 89,949 |  | 88,892 |  | 96,312 |  | 93,096 |  | 100,349 |
| Income Before Provision for Income Taxes |  | 47,351 |  | 48,667 |  | 42,203 |  | 73,741 |  | 66,804 |
| Provision for Income Taxes |  | 9,511 |  | 9,759 |  | 7,461 |  | 15,598 |  | 14,752 |
| Net Income | \$ | 37,840 | \$ | 38,908 | \$ | 34,742 | \$ | 58,143 | \$ | 52,052 |
| Basic Earnings Per Share | \$ | 0.95 | \$ | 0.98 | \$ | 0.88 | \$ | 1.46 | \$ | 1.30 |
| Diluted Earnings Per Share | \$ | 0.95 | \$ | 0.98 | \$ | 0.87 | \$ | 1.45 | \$ | 1.29 |

## Balance Sheet Totals

Loans and Leases
Total Assets
Total Deposits
Total Shareholders' Equity
$\$ 11,793,608$
$20,109,489$
$17,738,883$
$1,361,739$
$\$ 11,793,608$
$20,109,489$
$17,738,883$
$1,361,739$


## Tourism ${ }^{5}$

| August 31, 2020 | 22.3 | (97.6) |
| :---: | :---: | :---: |
| July 31, 2020 | 22.6 | (97.7) |
| June 30, 2020 | 17.1 | (98.2) |
| May 31, 2020 | 9.1 | (98.9) |
| April 30, 2020 | 4.6 | (99.5) |
| March 31, 2020 | 434.9 | (53.7) |
| February 29, 2020 | 828.1 | 5.8 |
| January 31, 2020 | 862.6 | 5.1 |
| December 31, 2019 | 954.3 | 6.0 |
| November 30, 2019 | 811.4 | 4.2 |
| October 31, 2019 | 800.4 | 4.8 |
| September 30, 2019 | 741.3 | 3.5 |
| August 31, 2019 | 926.4 | 9.6 |
| July 31, 2019 | 995.2 | 5.9 |
| June 30, 2019 | 951.6 | 6.1 |
| May 31, 2019 | 841.4 | 4.6 |
| April 30, 2019 | 856.3 | 6.6 |
| March 31, 2019 | 939.1 | 3.9 |
| February 28, 2019 | 782.7 | 0.5 |
| January 31, 2019 | 820.6 | 3.0 |
| December 31, 2018 | 900.2 | 2.3 |
| November 30, 2018 | 778.5 | 3.9 |
| October 31, 2018 | 763.7 | 3.5 |
| September 30, 2018 | 716.1 | 2.2 |
| August 31, 2018 | 845.1 | 3.2 |
| July 31, 2018 | 939.4 | 5.3 |
| June 30, 2018 | 897.1 | 7.3 |
| May 31, 2018 | 804.1 | 7.0 |
| April 30, 2018 | 803.0 | 6.6 |
| March 31, 2018 | 903.6 | 12.5 |
| February 28, 2018 | 778.6 | 10.3 |
| January 31, 2018 | 796.5 | 5.4 |

[^10]
# Bank of Hawaii Corporation Third Quarter 2020 Financial Results 

## October 26, 2020

## 2020 Unemployment

Experience \& Forecast

Hawaii Unemployment Rate


## Economic Forecast

## Hawaii Unemployment Rate



## Economic Forecast



## Hawaii Real Estate Market

## Oahu Market Indicators -2020 vs 2019

## SINGLE FAMILY HOMES

|  | 2020 YTD | 2019 YTD | \% | Sep 2020 | Sep 2019 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Closed Sales | 2,735 | 2,774 | -1.4\% | 391 | 347 | 12.7\% |
| Median Sales Price (000s) | \$811 | \$785 | 3.3\% | \$880 | \$777 | 13.3\% |
| Median Days on Market | 17 | 23 | -26.1\% | 9 | 29 | -69.0\% |
| Months of Inventory | 1.9 | 3.5 | -45.7\% | 1.9 | 3.5 | -45.7\% |

## CONDOMINIUMS

|  | $\underline{\mathbf{2 0 2 0} \text { YTD }}$ | $\underline{\mathbf{2 0 1 9} \text { YTD }}$ | $\underline{\text { \% }}$ |  | $\underline{\text { Sep 2020 }}$ |  | Sep 2019 | $\underline{\%}$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Closed Sales | 3,305 |  | 4,074 | $-18.9 \%$ | 456 | 466 | $-2.1 \%$ |  |
| Median Sales Price (000s) | $\$ 430$ | $\$ 425$ | $1.2 \%$ |  | $\$ 445$ | $\$ 445$ | $0.0 \%$ |  |
| Median Days on Market | 28 | 26 | $7.7 \%$ | 21 | 27 | $-22.2 \%$ |  |  |
| Months of Inventory | 4.0 | 3.9 | $2.6 \%$ | 4.0 | 3.9 | $2.6 \%$ |  |  |

## Daily Arrivals

Trans-Pacific Passenger Arrivals in Thousands


## COVID-19 Cases

## Hawaii New COVID-19 Cases (7-Day Average)

## STATES / TERRITORIES WITH LOWEST

 CASES IN LAST 7 DAYS PER 100,000| Vermont | 13 |
| :---: | :---: |
| Maine | 16 |
| Hawaii | 38 |
| New Hampshire | 42 |
| Washington, D.C. | 52 |
| Oregon | 54 |
| New York | 54 |
| California | 58 |
| Washington | 60 |
| Maryland | 71 |
| United States | 128 |
| NY Times as of 10/21/2020 |  |

## Well Positioned

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


## Credit Overview

## Loan Portfolio

## Excluding PPP

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



## Credit Quality

## \$ in millions



Nonperforming Assets


Delinquencies


## Third Quarter 2020 Reserve Build

## \$ in millions

| Portfolio | 12/31/2019 | CECL <br> adoption impact | 1Q20 Build | 3/31/2020 | 2Q20 Build | 6/30/2020 | 3Q20 Build | 9/30/2020 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer | 36.2 | 17.1 | 16.9 | 70.2 | 30.7 | 100.9 | 22.3 | 123.2 |
| Commercial | 73.8 | (18.8) | 13.0 | 68.0 | 4.5 | 72.5 | 7.8 | 80.3 |
| Total | 110.0 | (1.7) | 29.9 | 138.2 | 35.2 | $173.4$ | 30.1 | $203.5$ |
| Coverage | 1.00\% | -0.01\% | 0.23\% | 1.22\% | 0.25\% | 1.47\% | 0.26\% | 1.73\% |
| Coverage excluding PPP | 1.00\% | -0.01\% | 0.23\% | 1.22\% | 0.31\% |  | 0.27\% |  |

## Customer Relief Update

## Deferrals \& Extensions as of 9/30/20

## Consumer

5.9\% Outstandings

Commercial
7.1\% Outstandings


Total Modifications
13.0\% Outstandings


## Customer Relief Update

## \$ in millions

- 16,778 Accounts as of September 30 ${ }^{\text {th }}$
- Deceleration in Activity Since Peak in April


## Weekly Payment Deferrals Granted




## Customer Relief Update

## Deferrals \& Extensions as of 10/23/20

## Consumer

4.5\% Outstandings

Forbearance
5\% Extension


Commercial
4.1\% Outstandings

Interest


Total Modifications
8.6\% Outstandings


## Customer Relief Update

45\% Decline from June 30, 2020

Deferrals and Extension Timeline


## Consumer Customer Relief

\$668 million (5.7\%)

## 69\% Secured with 61\% Weighted Average LTV as of 9/30/20



## Commercial Customer Relief

 \$837 million (7.1\%)
## 85\% Secured with 51\% Weighted Average LTV as of 9/30/20



## High Risk Industries

## dh Bank of Hawaif

\$1,456 million (12\%) / \$1,305 million (11\%) Excluding PPP



Retail Balance Growth (Q3 v Q2)



## Retail

Real Estate Secured


Secured LTV Distribution


- 91\% Real Estate Secured
- 55\% Wtd Avg LTV
- Average Exposure \$3.4 MM
- Largest Exposure $\$ 40 \mathrm{MM}$
- $66 \%$ of Portfolio has an LTV $\leq 65 \%$
- $96.9 \%$ is Secured or has Essential Anchor
- 0.9\% Unsecured and Deferred
- 99.95\% Secured or Paying Interest

| \% |  | Deferred |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Yes | No | Total |
|  | Yes | 27.2\% | 64.1\% | 91.3\% |
| 砍 | No | 0.9\% | 7.7\% | 8.7\% |
|  | Total | 28.2\% | 71.8\% | 100.0\% |

## Lodging

dh Bank of Hawaif
\$503 million (4\%) - Excluding PPP

Real Estate Secured


Secured LTV Distribution


- $78 \%$ Real Estate Secured
- 51\% Wtd Avg LTV
- Average Exposure \$8.9 MM
- Largest Exposure $\$ 40 \mathrm{MM}$
- $79 \%$ of Portfolio has an LTV $\leq 65 \%$
- $93 \%$ of Unsecured Outstandings to Global Hotel and Timeshare Brands
- 5.3\% Unsecured and Deferred
- $95.1 \%$ Secured or Paying Interest

| \% |  | Deferred |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Yes | No | Total |
|  | Yes | 47.4\% | 30.3\% | 77.8\% |
| 苞 | No | 5.3\% | 16.9\% | 22.2\% |
|  | Total | 52.8\% | 47.2\% | 100.0\% |

## Restaurant/Entertainment

Real Estate Secured


Secured LTV Distribution


- $38 \%$ Real Estate Secured
- 64\% Wtd Avg LTV
- Average Exposure \$1.6 MM
- Largest Exposure \$25.7 MM
- $47 \%$ of Portfolio has an LTV $\leq 65 \%$
- \$32.9 MM Unsecured and Deferred
- Average Exposure \$0.5 MM
- $98.8 \%$ Secured or Paying Interest

| \% | Deferred |  |  |
| :---: | :---: | :---: | :---: |
|  | Yes | No | Total |
| Yes | 9.6\% | 28.4\% | 38.0\% |
| 解 No | 21.3\% | 40.6\% | 62.0\% |
| Total | 30.9\% | 69.1\% | 100.0\% |

## Financial Overview

## Stable Net Interest Income

## \$ in millions



## History of Deposit Growth by Segment

## Long History of Deposit Growth



## Deposit Rate Trends

dh Bank of Hawaif

## $\$$ in millions

Well-Managed Deposit Rates and Funding Costs Remain Low


## Strong Liquidity

Ah Bank of Hawaif

Loan to Deposit Ratio Compared with Peers

## Ample Liquidity to Fund Continued Growth



## Investment Portfolio \& Duration \$ in millions

## Investment Securities Portfolio Consists of High-Quality Securities



Moody's Rating


Duration (yrs)

| AFS | 3.59 |
| :--- | :--- |
| HTM | 3.49 |
| Total | 3.54 |

Premium Amortization
$\$ 9.1$

Highly liquid and pledgeable
Secure and reliable cash flows

## History of Loan Growth by Segment

CAGR: 8.47\%
Long History of Stable Loan Growth


## Disciplined Expense Management

\$ in millions

NIE CAGR: 0.8\%
Average Inflation: 1.9\%

Long Term Disciplined Expense Management


## Reserve and Capital Build

 Sin millionsYTD 2020


## Fortress Capital Position Improving

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

CET 1 Tier 1 Capital $\underline{\text { Total Capital }}$


## Financial Summary

\$ in millions, except per share amounts

|  | 3Q 2020 |  | 2Q 2020 |  | 3Q 2019 |  | $\triangle$ 2Q 2020 |  | - 3Q 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | \$ | 124.2 | \$ | 126.7 | \$ | 124.9 | \$ | (2.5) | \$ | (0.7) |
| Noninterest Income |  | 41.7 |  | 51.3 |  | 46.5 |  | (9.5) |  | (4.8) |
| Total Revenue |  | 165.9 |  | 178.0 |  | 171.4 |  | (12.1) |  | (5.5) |
| Noninterest Expense |  | 89.9 |  | 88.9 |  | 100.3 |  | 1.1 |  | (10.4) |
| Operating Income |  | 76.0 |  | 89.1 |  | 71.1 |  | (13.1) |  | 4.9 |
| Credit Provision |  | 28.6 |  | 40.4 |  | 4.3 |  | (11.8) |  | 24.4 |
| Income Taxes |  | 9.5 |  | 9.8 |  | 14.8 |  | (0.2) |  | (5.2) |
| Net Income | \$ | 37.8 | \$ | 38.9 | \$ | 52.1 | \$ | (1.1) | \$ | (14.2) |
|  |  |  |  |  |  |  |  |  |  |  |
| Diluted EPS | \$ | 0.95 | \$ | 0.98 | \$ | 1.29 | \$ | (0.03) | \$ | (0.34) |
| End of Period Balances |  |  |  |  |  |  |  |  |  |  |
| Investment Portfolio |  | 6,389 |  | 6,003 |  | 5,541 |  | 6.4\% |  | 15.3\% |
| Loans \& Leases |  | 11,794 |  | 11,805 |  | 10,881 |  | -0.1\% |  | 8.4\% |
| Total Deposits |  | 17,739 |  | 17,423 |  | 15,341 |  | 1.8\% |  | 15.6\% |
| Shareholders' Equity |  | 1,362 |  | 1,352 |  | 1,291 |  | 0.7\% |  | 5.4\% |

## Performance Metrics

3Q 2020 2Q 2020 3Q 2019

| Return on Assets | $0.76 \%$ | $0.82 \%$ | $1.17 \%$ | $-0.06 \%$ | $-0.41 \%$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Return on Equity | $11.01 \%$ | $11.58 \%$ | $16.02 \%$ | $-0.57 \%$ | $-5.01 \%$ |
| Net Interest Margin | $2.67 \%$ | $2.83 \%$ | $3.01 \%$ | $-0.16 \%$ | $-0.34 \%$ |
| Efficiency Ratio | $54.2 \%$ | $50.0 \%$ | $58.5 \%$ | $4.3 \%$ | $-4.3 \%$ |

- 2Q $2020 \triangle$ 3Q 2019


# Bank of Hawaii Corporation Third Quarter 2020 Financial Results 

## October 26, 2020

APPENDIX

## Residential Mortgage

Current LTV

## Residential Mortgage-Current LTV



## Residential Mortgage

Monitoring FICO

Residential Mortgage - Monitoring FICO


## Home Equity

Current CLTV

## Home Equity - Current CLTV



## Home Equity

Monitoring FICO

## Home Equity - Monitoring FICO



## Automobile

## Automobile-DTI



## Automobile-Monitoring FICO



## Other Consumer

## Other Consumer- Delinquency Status



## Other Consumer

Monitoring FICO

## Other Consumer- Monitoring FICO



## Commercial \& Industrial

## Commercial \& Industrial - Leveraged



## Commercial Mortgage

Current LTV

Commercial Mortgage- Current LTV


## Commercial Mortgage Detail

## Current LTV



## Construction

Current LTV

## Construction - Current LTV



## Lease Financing

## Lease Financing - Leveraged vs Non-Leveraged



## Strong Mix of Deposits

## Solid Base of Core Customers and Core Deposits



90\% Core Consumer and Commercial Customers


90\% Core Checking and Savings Deposits

## Disciplined Capital Management



## Unbroken History of Dividends

Long and Unbroken History of Dividends


## History of Deposit Growth by Product

dh Bank of Hawaif \$ in millions




[^0]:    ${ }^{1}$ 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 $21 \%$, of $\$ 295,000, \$ 358,000$, and $\$ 296,000$
    for the three months ended September 30, 2020, June 30, 2020, and September 30, 2019, respectively.

[^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 $21 \%$, of $\$ 1,010,000$ and $\$ 1,878,000$ for the nine months ended September 30, 2020 and September 30, 2019, 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]:    ${ }^{1}$ 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]:    ${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.

[^6]:    ${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.

[^7]:    ${ }^{1}$ 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.

[^8]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation

[^9]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.

[^10]:    ${ }^{1}$ Source: Hawaii Department of Business, Economic Development \& Tourism
    ${ }^{2}$ Source: U. S. Bureau of Labor Statistics
    ${ }^{3}$ Source: Hawaii Department of Labor and Industrial Relations, County jobs data not seasonally adjusted.
    ${ }^{4}$ Source: Honolulu Board of REALTORS
    ${ }^{5}$ Source: Hawaii Tourism Authority

