

## Bank of Hawaii

## Corporation

## Pacific Century Financial Corporation Reports Fourth Quarter Net Income of \$32.6 Million and Earnings Per Share of 41 Cents

January 25, 2001
HONOLULU--(BUSINESS WIRE)--Jan. 25, 2001--

- Non-Performing Assets Decline 17 percent from September 30, 2000 Level
- Board of Directors Declares Quarterly Dividend of 18 Cents Per Share

Pacific Century Financial Corporation (NYSE:BOH) reported fourth quarter net income of $\$ 32.6$ million, down 13.3 percent compared to $\$ 37.6$ million for the fourth quarter of 1999 . Diluted earnings per share were $\$ 0.41$, down 12.8 percent relative to $\$ 0.47$ reported for the fourth quarter of 1999.

For the fourth quarter of 2000, return on average assets was 0.94 percent and on a tangible basis was 1.07 percent. Return on average equity was 10.24 percent and on a tangible basis was 13.60 percent. The efficiency ratio was 60.5 percent and 58.2 percent on a tangible basis.

For the full-year 2000, Pacific Century Financial Corporation (PCFC) reported earnings of $\$ 113.7$ million relative to $\$ 133.0$ million posted for the full-year 1999. Diluted earnings per share were $\$ 1.42$ compared to $\$ 1.64$ for 1999 . Tangible or "cash" diluted earnings per share totaled $\$ 1.63$ versus $\$ 1.85$ for the full-year 1999.

Key events in the fourth quarter:

- PCFC's Board of Directors named Michael E. O'Neill, Chairman \& Chief Executive Officer.
- American Express Company and PCFC signed a definitive agreement for American Express Centurion Bank to acquire the credit card portfolio of Bank of Hawaii Credit Card, N.A., Bank of Hawaii's subsidiary.
- PCFC's U.S. Mainland subsidiary Pacific Century Bank, N.A. (PCB) signed a definitive agreement with Zions Bancorporation, whereby Zions will acquire PCB's nine-branch Arizona franchise.
- Bank of Hawaii sold its shareholding interests in the Bank of Tonga and Pacific Commercial Bank, Ltd. of Samoa to Australia-based Westpac Banking Corporation.
"In the fourth quarter, we took a number of steps that will enable us to improve our future operating performance," said PCFC Chairman \& Chief Executive Officer Michael E. O'Neill. "We are committed to developing and executing strategies that will create long-term sustainable value for our shareholders."

Key events since the end of the fourth quarter 2000:

- Two key executives joined PCFC's risk and asset recovery areas. William Nelson joined PCFC as Vice Chairman, Chief Risk Officer and a member of the company's Managing Committee. PCFC also hired Scott Miller as Executive Vice President and Director of Asset Recovery.
- PCFC sold a $\$ 65$ million problem loan first mentioned in the second quarter of 2000.
- PCFC's Board of Directors declared a quarterly cash dividend of 18 cents per share on the company's outstanding shares. The dividend will be payable on March 14, 2001 to shareholders of record at the close of business on February 27, 2001.
"We are pleased with the significant progress made in addressing credit issues and will continue to give asset quality improvement our highest priority," said O'Neill.

Asset Quality Improvement
Non-performing assets (NPAs), exclusive of loans past due 90+ days were materially reduced by 16.7 percent during the quarter, dropping from $\$ 219.6$ million at September 30, 2000 to $\$ 183.0$ million at year-end 2000. NPAs totaled $\$ 149.9$ million at December 31, 1999.

During the quarter, two commercial real estate non-accrual loans totaling approximately $\$ 29$ million were repaid in full. In commercial and industrial (C\&I), one syndicated non-accrual loan of $\$ 11.2$ million returned to accrual status and two syndicated loans totaling $\$ 22.7$ million were placed on
non-accrual status. Charge-offs of four Asia loans totaling approximately $\$ 7.5$ million and South Pacific loans, primarily in the French Territories totaling approximately $\$ 10.0$ million also contributed to the reduction in NPAs.

Subsequent to year-end, PCFC took additional steps to improve asset quality by selling at a discount the $\$ 65$ million problem loan first referenced in 2000's second quarter. As a result, the company will charge off the amount of the discount in the first quarter, which will be largely offset by reserves previously allocated for this credit. At year-end, this credit was carried as a performing loan.

Net charge-offs for the quarter totaled $\$ 25.6$ million relative to $\$ 19.6$ million in the third quarter of 2000 and $\$ 36.8$ million in the fourth quarter of 1999 . Domestic charge-offs during the quarter totaled $\$ 12.4$ million, the largest components of which were $\$ 4.4$ million (C\&I) and $\$ 5.6$ million (installment loans). Foreign loans charged off totaled $\$ 19.2$ million with approximately $\$ 7.5$ million contributed by Asia and the balance from the South Pacific as discussed earlier. Recoveries during the quarter totaled $\$ 6.0$ million of which $\$ 2.4$ million were on domestic loans and $\$ 3.6$ million were foreign loans.

Provisioning for the quarter totaled $\$ 25.8$ million, up from $\$ 20.2$ million on a linked quarter basis and up from $\$ 20.9$ million for last year's fourth quarter.
Year-over-year, the ratio of net charge-offs to average loans grew from 0.78 percent in 1999 to 0.94 percent for the year 2000. Over that same period the company grew its ratio of reserves to outstanding loans from 2.05 percent to 2.62 percent. The ratio of reserves to non-performing assets (exclusive of loans past due 90+ days) increased to 135 percent, from 130 percent at December 31, 1999.

## Other Financial Highlights

Total assets at year-end 2000 fell by 3.0 percent to $\$ 14.0$ billion, from $\$ 14.4$ billion at December 31, 1999, but rose one-half percent from September 30, 2000. Correspondingly, loans at year-end 2000 totaled $\$ 9.7$ billion, down less than one percent from both year-end 1999 and September 30, 2000.

On a linked quarter basis, PCFC managed its syndicated loan exposure lower by approximately $\$ 425$ million, of which approximately $\$ 116$ million were loans outstanding, with the balance being undrawn commitments. The company also reduced its Asia exposure by approximately $\$ 120$ million in the fourth quarter. Both trends were inline with prior guidance.

The company experienced solid loan growth in its residential real estate portfolio which grew by 4.4 percent relative to the third quarter of 2000 and by 15.1 percent compared to year-end 1999.

Deposits ended 2000 at $\$ 9.1$ billion, down 3.3 percent from year-end 1999, but up 2.9 percent relative to September 30, 2000. On a year-over-year basis, domestic deposits were unchanged at $\$ 7.2$ billion, while foreign deposits fell by 14.5 percent. As discussed in prior quarters, the decline in foreign deposits is attributable to foreign currency translation adjustments and a reduced need for non-relationship funding. On a linked quarter basis, domestic deposits grew by 1.1 percent, while foreign deposits grew by 10.8 percent due to foreign currency movements and temporary customer deposit flows over year-end.

Net interest margin for the quarter rose to 4.29 percent from 4.25 percent in 2000's third quarter. The margin in 1999's fourth quarter was 4.31 percent. The margin has been stable, in spite of the volatility in interest rates over the last year.

Net interest income for the quarter on a fully taxable equivalent basis totaled $\$ 138.9$ million, down from $\$ 139.6$ million in 2000's third quarter, and down from $\$ 143.2$ million in 1999's fourth quarter, reflecting a relatively stable margin and the continued downsizing of the balance sheet.

Non-interest income for the quarter, exclusive of securities transactions, totaled $\$ 65.9$ million, up from $\$ 61.3$ million in 2000's third quarter and up from $\$ 64.1$ million in 1999's fourth quarter. Non-recurring items included $\$ 3.2$ million in other operating income related to the sale of PCFC's minority interests in the Bank of Tonga and Pacific Commercial Bank. The fourth quarter of 1999 included $\$ 4.3$ million in non-recurring income. Adjusting for these special items, non-interest income in the fourth quarter of 2000 grew 4.9 percent compared to the same period in 1999.

Non-interest expense for the quarter totaled $\$ 123.9$ million, down one percent from 2000's third quarter and down 5.5 percent from 1999's fourth quarter. Non-interest expense for the full year 2000 reflects the significant positive impact of New Era. Exclusive of 1999's restructuring charge, non-interest expense for the year 2000 was $\$ 34.4$ million lower than for 1999.

## Positive Outlook for Hawaii's Economy

Another positive trend is the continuing strength of Hawaii's economy which grew at an estimated 3 percent in 2000, the highest growth rate since the current expansion began in 1997. Growth in 2000 was fueled by tourism which saw an increase in visitor arrivals and visitor days of 3.1 percent through November. All key construction industry measures experienced double-digit growth during the year and economists forecast that construction will replace tourism as the growth engine in 2001.

The consensus outlook for 2001 is for continued expansion with growth in real gross state product forecast to be 3.0 to 3.5 percent. Growth in visitor arrivals is expected to moderate to 3 percent because of a deceleration in U.S. economic growth. Economists noted that Hawaii's 2001 expansion would be sustained by 10 to 15 percent construction growth, which will support an unemployment rate below 4 percent and inflation of 2.5 percent.

While Hawaii economists expect continued growth in 2001, they recognize that Hawaii is not immune to an economic slowdown on the U.S. Mainland, particularly in California.

## Guidance

Performance for 2001 will largely be dependent on the results of the Company's ongoing strategic assessment process previously announced by PCFC Chairman \& CEO Michael O'Neill. PCFC's intent is to disclose those results together with the first quarter 2001 earnings release.

The credit card sale is anticipated to close in 2001's first quarter, while the Arizona branch franchise sale is scheduled to close in second quarter 2001. Additional gains may occur in the first quarter from the anticipated sale of PCFC's 2.5 percent ownership stake in Star Systems, Inc. to Concord EFS Inc. (Nasdaq:CEFT).

Pacific Century Financial Corporation is a $\$ 14$ billion regional financial services company with locations throughout the Pacific region. Pacific Century and its subsidiaries provide varied financial services to businesses, governments and consumers in four principal markets: Hawaii and the West Pacific, South Pacific, Asia and selected markets on the U.S. Mainland. Pacific Century's principal subsidiary, Bank of Hawaii, is the largest
commercial bank in the state of Hawaii.

| (in thousands of dollars except per share amounts) |  |  |  |
| :---: | :---: | :---: | :---: |
| Earnings Highlights and Performance Ratios | 2000 | 1999 | Percentage Change |
| Three Months Ended December 31 |  |  |  |
| Net Income | \$32,586 | \$37,599 | -13.3\% |
| Basic Earnings Per Share | 0.41 | 0.47 | -12.8\% |
| Diluted Earnings Per Share | 0.41 | 0.47 | -12.8\% |
| Cash Dividends | 14,324 | 13,649 |  |
| Return on Average Assets | 0.94\% | 1.04\% |  |
| Return on Average Equity | 10.24\% | 12.29\% |  |
| Net Interest Margin | 4.29\% | 4.31\% |  |
| Efficiency Ratio | 60.52\% | 63.32\% |  |
| Twelve Months Ended December 31 |  |  |  |
| Net Income | \$113,661 | \$132,957 | -14.5\% |
| Basic Earnings Per Share | 1.43 | 1.66 | -13.9\% |
| Diluted Earnings Per Share | 1.42 | 1.64 | -13.4\% |
| Cash Dividends | 56,471 | 54,640 |  |
| Return on Average Assets | 0.81\% | 0.91\% |  |
| Return on Average Equity | 9.21\% | 10.99\% |  |
| Net Interest Margin | 4.27\% | 4.28\% |  |
| Efficiency Ratio | 60.50\% | 67.01\% |  |

Summary of Results Excluding the
Effect of Intangibles (a)
Effect of Intangibles (a)
Three Months Ended December 31

| Net Income | $\$ 36,711$ | $\$ 42,317$ | $-13.2 \%$ |
| :--- | :---: | :---: | :---: |
| Basic Earnings per Share | $\$ 0.46$ | $\$ 0.53$ | $-13.2 \%$ |
| Diluted Earnings per Share | $\$ 0.46$ | $\$ 0.52$ | $-11.5 \%$ |
| Return on Average Assets | $1.07 \%$ | $1.19 \%$ |  |
| Return on Average Equity | $13.60 \%$ | $16.69 \%$ |  |
| Efficiency Ratio | $58.19 \%$ | $60.59 \%$ |  |
|  |  |  |  |
| Twelve Months Ended December 31 |  |  |  |
| Net Income | $\$ 130,401$ | $\$ 149,747$ | $-12.9 \%$ |
| Basic Earnings per Share | $\$ 1.64$ | $\$ 1.86$ | $-11.8 \%$ |
| Diluted Earnings per Share | $\$ 1.63$ | $\$ 1.85$ | $-11.9 \%$ |
| Return on Average Assets | $0.94 \%$ | $1.04 \%$ |  |
| Return on Average Equity | $12.59 \%$ | $15.02 \%$ |  |
| Efficiency Ratio | $58.14 \%$ | $64.66 \%$ |  |

(a) Intangibles include goodwill, core deposit and trust intangibles, and other intangibles.

Statement of Condition Highlights
and Performance Ratios

|  | $\begin{array}{r} \text { December } 31 \\ 2000 \end{array}$ | $\begin{gathered} \text { December } 31 \\ 1999 \end{gathered}$ | Percentage Change |
| :---: | :---: | :---: | :---: |
| Total Assets | \$14,013,816 | \$14,440,315 | -3.0\% |
| Net Loans | 9,168,140 | 9,280,848 | -1.2\% |
| Total Deposits | 9,080,581 | 9,394,218 | -3.3\% |
| Total Shareholders' Equity | 1,301,356 | 1,212,330 | 7.3\% |


| Book Value Per Common Share | $\$ 16.35$ | $\$ 15.15$ |
| :--- | ---: | ---: |
| Loss Reserve / Loans Outstanding | $2.62 \%$ | $2.05 \%$ |
| Average Equity / Average Assets | $8.78 \%$ | $8.30 \%$ |
|  |  |  |
|  |  | High |
| Common Stock Price Range | $\$ 24.94$ | $\$ 17.38$ |
| $1999 \ldots . . . . . . . . . .$. | $\$ 20.38$ | $\$ 14.35$ |
| 2000 First Quarter..... | $\$ 23.19$ | $\$ 14.63$ |
| Second Quarter........ | $\$ 17.50$ | $\$ 13.13$ |
| Third Quarter........ | $\$ 18.75$ | $\$ 11.06$ |

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Consolidated Statements of Income (Unaudited)
Pacific Century Financial Corporation and subsidiaries

| (in thousands of dollars except per share amounts) | 3 Months <br> Ended <br> Dec 31 <br> 2000 | 3 Months <br> Ended <br> Dec 31 <br> 1999 | 12 Months <br> Ended <br> Dec 31 <br> 2000 | 12 Months <br> Ended <br> Dec 31 <br> 1999 |
| :---: | :---: | :---: | :---: | :---: |
| Interest Income |  |  |  |  |
| Interest on Loans | \$191,406 | \$178,889 | \$750,141 | \$699,939 |
| Loan Fees | 8,718 | 9,809 | 33,620 | 39,899 |
| Income on Lease Financing | 9,696 | 7,640 | 37,357 | 29,391 |
| Interest and Dividends on Investment Securities |  |  |  |  |
| Taxable | 12,509 | 14,561 | 53,009 | 57,809 |
| Non-taxable | 139 | 274 | 902 | 1,094 |
| Securities Available for |  |  |  |  |
| Sale | 41,145 | 41,841 | 165,111 | 168,349 |
| Interest on Deposits | 3,746 | 4,569 | 14,663 | 24,960 |
| Interest on Security |  |  |  |  |
| Interest on Funds Sold | 997 | 460 | 2,532 | 4,834 |
| Total Interest Income | 268,443 | 258,049 | 1,057,493 | 1,026,519 |
| Interest Expense |  |  |  |  |
| Interest on Deposits | 73,595 | 67,481 | 286,035 | 261,184 |
| Interest on Security |  |  |  |  |
| Repurchase Agreements | 28,621 | 21,554 | 104,536 | 92,175 |
| Interest on Funds |  |  |  |  |
| Purchased | 7,315 | 10,191 | 32,636 | 41,677 |
| Interest on Short-Term |  |  |  |  |
| Interest on Long-Term Debt | 16,925 | 12,146 | 59,096 | 44,326 |
| Total Interest Expense | 129,630 | 115,003 | 501,262 | 451,776 |
| Net Interest Income | 138,813 | 143,046 | 556,231 | 574,743 |
| Provision for Loan Losses | 25,779 | 20,877 | 142,853 | 60,915 |


| Provision for Loan Losses | 113,034 | 122,169 | 413,378 | 513,828 |
| :---: | :---: | :---: | :---: | :---: |
| Non-Interest Income |  |  |  |  |
| Trust Income | 16,999 | 16,047 | 66,077 | 60,700 |
| Service Charges on Deposit Accounts | 10,252 | 8,559 | 40,063 | 34,267 |
| Fees, Exchange, and Other Service Charges | 21,574 | 22,266 | 88,500 | 88,838 |
| Other Operating Income | 17,115 | 17,210 | 58,463 | 67,720 |
| Gain on Settlement of Pension Obligation | -- | -- | 11,900 | -- |
| Investment Securities Gains (Losses) | $(1,259)$ | 5,314 | $(1,574)$ | 14,056 |
| Total Non-Interest Income | 64,681 | 69,396 | 263,429 | 265,581 |
| Non-Interest Expense |  |  |  |  |
| Salaries | 44,442 | 46,650 | 181,669 | 198,743 |
| Pensions and Other |  |  |  |  |
| Employee Benefits | 10,204 | 11,956 | 47,925 | 55,343 |
| Net Occupancy Expense | 11,916 | 12,255 | 48,789 | 47,893 |
| Net Equipment Expense | 13,109 | 12,482 | 50,607 | 48,674 |
| Other Operating Expense | 44,139 | 47,718 | 167,440 | 180,107 |
| Restructuring Charge | -- | -- | -- | 22,478 |
| Minority Interest | 101 | 101 | 387 | 485 |
| Total Non-Interest Expense | 123,911 | 131,162 | 496,817 | 553,723 |
| Income Before Income Taxes | 53,804 | 60,403 | 179,990 | 225,686 |
| Provision for Income Taxes | 21,218 | 22,804 | 66,329 | 92,729 |
| Net Income | \$32,586 | \$37,599 | \$113, 661 | \$132,957 |
| Basic Earnings Per Share | \$0.41 | \$0.47 | \$1.43 | \$1.66 |
| Diluted Earnings Per Share | \$0.41 | \$0.47 | \$1.42 | \$1.64 |
| Dividends Declared Per Share | \$0.18 | \$0.17 | \$0.71 | \$0.68 |
| Basic Weighted Average Shares | ,534,105 | ,199,539 | , 551,296 | ,298,725 |
| Diluted Weighted Average |  |  |  |  |

Consolidated Statements of Condition (Unaudited)
Pacific Century Financial Corporation and subsidiaries

| (in thousands of dollars) | $\begin{array}{r} \text { December } 31 \\ 2000 \end{array}$ | $\begin{aligned} & \text { December } 31 \\ & 1999 \end{aligned}$ |
| :---: | :---: | :---: |
| Assets |  |  |
| Interest-Bearing Deposits | \$188,649 | \$278,473 |
| Investment Securities -- Held to <br> (Market Value of $\$ 676,621$ and |  |  |
| \$787, 720 , respectively) | 670,038 | 796,322 |
| Investment Securities -Available for Sale | 2,507,076 | 2,542,232 |
| Securities Purchased Under Agreements to Resell | 3,969 | - |
| Funds Sold | 134,644 | 52,740 |
| Loans | 9,668,290 | 9,717,556 |
| Unearned Income | $(253,903)$ | $(242,503)$ |
| Reserve for Loan Losses | $(246,247)$ | $(194,205)$ |


| Net Loans | 9,168,140 | 9,280,848 |
| :---: | :---: | :---: |
| Total Earning Assets | 12,672,516 | 12,950,615 |
| Cash and Non-Interest Bearing Deposits | 523,969 | 639,895 |
| Premises and Equipment | 254,621 | 271,728 |
| Customers' Acceptance Liability | 14,690 | 7,236 |
| Accrued Interest Receivable | 68,585 | 78,974 |
| Other Real Estate | 4,526 | 4,576 |
| Intangibles, including Goodwill | 192,264 | 205,904 |
| Other Assets | 282,645 | 281,387 |
| Total Assets | \$14, 013, 816 | \$14, 440,315 |
| Liabilities |  |  |
| Domestic Deposits |  |  |
| Demand -- Non-Interest Bearing | \$1,707,724 | \$1,676,425 |
| -- Interest Bearing | 2,008,730 | 2,076,358 |
| Savings | 665,239 | 700,720 |
| Time | 2,836,083 | 2,761,650 |
| Foreign Deposits |  |  |
| Demand -- Non-Interest Bearing | 385,366 | 401,613 |
| Time Due to Banks | 535,126 | 597,675 |
| Other Savings and Time | 942,313 | 1,179,777 |
| Total Deposits | 9,080,581 | 9,394,218 |
| Securities Sold Under |  |  |
| Agreements to Repurchase | 1,655,173 | 1,490,655 |
| Funds Purchased | 413,241 | 839,962 |
| Short-Term Borrowings | 211,481 | 458,962 |
| Bank's Acceptances Outstanding | 14,690 | 7,236 |
| Accrued Retirement Expense | 37,868 | 40,360 |
| Accrued Interest Payable | 72,460 | 64,588 |
| Accrued Taxes Payable | 130,766 | 85,022 |
| Minority Interest | 4,536 | 4,435 |
| Other Liabilities | 94,512 | 114,890 |
| Long-Term Debt | 997,152 | 727,657 |
| Total Liabilities | 12,712,460 | 13,227,985 |
| Shareholders' Equity |  |  |
| Common Stock (\$.01 par value), authorized |  |  |
| 500,000,000 shares; issued/outstanding; |  |  |
| December 2000 -- 80,558,811 / 79,612,178; |  |  |
| December 1999 -- 80,550,728 / 80,036,4 | $7 \quad 806$ | 806 |
| Capital Surplus | 346,045 | 345,851 |
| Accumulated Other Comprehensive Income | $(25,079)$ | $(66,106)$ |
| Retained Earnings | 996,791 | 942,177 |
| Treasury Stock, at Cost -- (December 20 -- 946,633; December 1999 -- 514,311) | $(17,207)$ | $(10,398)$ |
| Total Shareholders' Equity | 1,301,356 | 1,212,330 |
| Total Liabilities and Shareholders' Equity | \$14, 013, 816 | \$14,440,315 |

Pacific Century Financial Corporation and subsidiaries Consolidated Statements of Shareholders' Equity (Unaudited)


| Accumulated |  |  |  |
| :---: | :---: | :---: | :---: |
| Other |  | Treasury | Comprehensive |
| Comprehensive | Retained | Stock | Income |



| Translation Adjustment (4,273) | - | - | $(4,273)$ |
| :---: | :---: | :---: | :---: |
| Total Comprehensive Income |  |  | \$154, 688 |
| Common Stock Issued |  |  |  |
| 86,670 Profit Sharing | (230) | 1,682 |  |
| 228,438 Stock Option Plan | $(1,763)$ | 4,708 |  |
| 193,689 Dividend Reinvestment Plan | (583) | 3,793 |  |
| 6,901 Directors' Restricted Shares and Deferred Compensation Plan | - | - |  |
| Treasury Stock Purchased | - | $(16,992)$ |  |
| Cash Dividends Paid | $(56,471)$ | - |  |
| $\begin{aligned} & \text { Balance at December 31, } \\ & 2000 \end{aligned}$ | $\$ 996,791$ | $(\$ 17,207)$ |  |
| $\begin{aligned} & \text { Balance at December } 31, \\ & 1998 \end{aligned}$ | \$867, 852 | (\$3,519) |  |
| Comprehensive Income |  |  |  |
| Net Income | 132,957 | - | \$132,957 |
| Other Comprehensive |  |  |  |
| Income, Net of Tax <br> Investment Securities, <br> Net of Reclassification |  |  |  |
| Adjustment (44,803) | - | - | $(44,803)$ |
| Foreign Currency <br> Translation Adjustment 1,154 | - | - | 1,154 |
| Pension Liability <br> Adjustments | - | - | 19 |
| Total Comprehensive Income |  |  | \$89,327 |
| Common Stock Issued |  |  |  |
| 57,249 Profit Sharing Plan | (71) | 1,163 |  |
| 501,929 Stock Option Plan | $(3,651)$ | 9,647 |  |
| 198,851 Dividend <br> Reinvestment Plan | (270) | 4,160 |  |
| 7,199 Directors' Restricted Shares and Deferred Compensation Plan | - | - |  |
| Treasury Stock Purchased | - | $(21,849)$ |  |
| Cash Dividends Paid | $(54,640)$ | - |  |
| Balance at December 31, |  |  |  |

Consolidated Average Balances and
Interest Rates Taxable Equivalent (Unaudited)

Pacific Century Financial Corporation and subsidiaries


| Earning Assets |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest |  |  |  |  |  |  |  |  |
| Bearing |  |  |  |  |  |  |  |  |
| Investment |  |  |  |  |  |  |  |  |
| Securities |  |  |  |  |  |  |  |  |
| Held to |  |  |  |  |  |  |  |  |
| Maturity |  |  |  |  |  |  |  |  |
| -- Taxable |  | 687.0 | 12.5 | 7.24 |  | 794.4 | 14.6 | 7.27 |
| -- Tax-Exempt |  | 3.8 | 0.2 | 22.24 |  | 11.6 | 0.4 | 14.34 |
| Investment |  |  |  |  |  |  |  |  |
| Securities |  |  |  |  |  |  |  |  |
| Available |  |  |  |  |  |  |  |  |
| for sale |  | 2,478.4 | 41.2 | 6.60 |  | 2,590.0 | 41.8 | 6.40 |
| Funds Sold |  | 66.8 | 1.1 | 6.46 |  | 33.2 | 0.5 | 6.53 |
| Net Loans |  |  |  |  |  |  |  |  |
| -- Domestic |  | 8,108.3 | 178.7 | 8.76 |  | 7,803.0 | 161.4 | 8.20 |
| -- Foreign |  | 1,319.9 | 22.5 | 6.78 |  | 1,688.6 | 25.1 | 5.91 |
| Loan Fees |  |  | 8.7 |  |  |  | 9.8 |  |
| Total Earning |  |  |  |  |  |  |  |  |
| Assets |  | 12,879.9 | 268.6 | 8.30 |  | 3,189.2 | 258.2 | 7.77 |
| Cash and Due |  |  |  |  |  |  |  |  |
| From Banks |  |  | 404.6 |  |  |  | 519.3 |  |
| Other Assets |  |  | 503.3 |  |  |  | 650.8 |  |
| Total Assets | \$ 13,787.8 |  |  |  | \$14,359.3 |  |  |  |
|  |  | Twel <br> Dece | ve Month mber 31, | $\begin{aligned} & \text { s Ended } \\ & 2000 \end{aligned}$ |  | Twelve Decembe | onths End $\text { 31, } 1999$ |  |
|  |  | Average Balance | Income/ <br> Expense | Yield/ Rate |  | Average Balance | Income/ <br> Expense | Yield/ Rate |
| Earning Assets |  |  |  |  |  |  |  |  |
| Interest |  |  |  |  |  |  |  |  |
| Bearing |  |  |  |  |  |  |  |  |
| Deposits | \$ | 216.2 | \$14.7 | 6.78\% |  | 385.0 | \$ 24.9 | 6.48\% |
| Investment |  |  |  |  |  |  |  |  |
| Securities |  |  |  |  |  |  |  |  |
| Held to |  |  |  |  |  |  |  |  |
| Maturity |  |  |  |  |  |  |  |  |
| -- Taxable |  | 724.3 | 53.0 | 7.32 |  | 805.2 | 57.8 | 7.18 |
| -- Tax-Exempt |  | 7.6 | 1.4 | 18.24 |  | 11.7 | 1.7 | 14.41 |
| Investment |  |  |  |  |  |  |  |  |
| Securities |  |  |  |  |  |  |  |  |
| Available |  |  |  |  |  |  |  |  |
| for sale |  | 2,502.5 | 165.1 | 6.60 |  | 2,698.8 | 168.0 | 6.23 |
| Funds Sold |  | 43.2 | 2.7 | 6.22 |  | 102.0 | 5.4 | 5.31 |
| Net Loans |  |  |  |  |  |  |  |  |
| -- Domestic |  | 8,076.4 | 690.1 | 8.55 |  | 7,742.3 | 623.0 | 8.05 |
| -- Foreign |  | 1,467.9 | 97.7 | 6.65 |  | 1,702.2 | 106.4 | 6.25 |
| Loan Fees |  |  | 33.6 |  |  |  | 39.9 |  |
| Total Earning |  |  |  |  |  |  |  |  |
| Assets |  | 3,038.1 | 1,058.3 | 8.12 |  | 3,447.2 | 1,027.1 | 7.64 |
| Cash and Due |  |  |  |  |  |  |  |  |
| From Banks |  | 443.2 |  |  |  | 486.6 |  |  |
| Other Assets |  | 574.0 |  |  |  | 649.1 |  |  |
| Total Assets | \$14 | 4,055.3 |  |  |  | 4,582.9 |  |  |



Total
Liabilities
and
Shareholders'
$\begin{array}{ll}\text { Equity } & \begin{array}{l}\$ 13,787.8 \\ ==========\end{array} \\ & \begin{array}{c}\$ 14,359.3 \\ ==========\end{array}\end{array}$

| Provision for |  |  |
| :---: | :---: | :---: |
| Loan Losses | 25.8 | 20.9 |
| Net Overhead | 59.2 | 61.7 |
| Income Before |  |  |
| Income Taxes | 53.9 | 60.6 |
| Provision for |  |  |
| Income Taxes | 21.2 | 22.8 |
| Tax-Equivalent |  |  |
| Adjustment | 0.1 | 0.2 |
| Net Income | \$32.6 | \$37.6 |


|  | Twelve Months Ended December 31, 2000 |  |  | Twelve Months Ended December 31, 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average <br> Balance | Income/ <br> Expense | Yield/ <br> Rate | Average <br> Balance | Income/ Expense | Yield/ <br> Rate |
| Interest |  |  |  |  |  |  |
| Bearing |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |
| Domestic |  |  |  |  |  |  |
| Deposit |  |  |  |  |  |  |
| - Demand | \$2,061.9 | 48.7 | 2.36 | \$2,137.1 | 48.5 | 2.27 |
| - Savings | 684.8 | 13.9 | 2.03 | 723.9 | 14.7 | 2.03 |
| - Time | 2,781.1 | 154.1 | 5.54 | 2,559.4 | 123.3 | 4.82 |
| Total |  |  |  |  |  |  |
| Foreign |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |
| - Time Due |  |  |  |  |  |  |
| - Other Time and |  |  |  |  |  |  |
| Savings | 960.5 | 38.9 | 4.05 | 1,165.7 | 41.0 | 3.52 |
| Total |  |  |  |  |  |  |
| Foreign | 1,465.9 | 69.3 | 4.73 | 1,807.1 | 74.7 | 4.13 |
| Total Interest |  |  |  |  |  |  |
| Bearing |  |  |  |  |  |  |
| Deposits | 6,993.7 | 286.0 | 4.09 | 7,227.5 | 261.2 | 3.61 |
| Short-Term |  |  |  |  |  |  |
| Borrowings | 2,597.4 | 156.1 | 6.01 | 3,014.8 | 146.2 | 4.85 |
| Long-Term |  |  |  |  |  |  |
| Debt | 886.9 | 59.1 | 6.66 | 685.9 | 44.3 | 6.46 |
| Total Interest |  |  |  |  |  |  |
| Bearing |  |  |  |  |  |  |
| Liabilities | 10,478.0 | 501.2 | 4.78 | 10,928.2 | 451.7 | 4.13 |



Pacific Century Financial Corporation and subsidiaries Consolidated Non-Performing Assets and Accruing Loans Past Due 90 Days or More
(Unaudited)

|  | Dec 31 | Sep 30 | Jun 30 | Mar 31 | Dec 31 | Sep 30 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions of | 2000 | 2000 | 2000 | 2000 | 1999 | 1999 |
| dollars) |  |  |  |  |  |  |


| Non-Accrual Loans |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and |  |  |  |  |  |  |
| Industrial | \$55.4 | \$49.0 | \$52.7 | \$20.1 | \$23.7 | \$31.7 |
| Real Estate |  |  |  |  |  |  |
| Construction | 6.4 | 8.1 | 8.0 | 0.9 | 1.1 | 2.1 |
| Commercial | 60.1 | 86.8 | 62.2 | 18.2 | 19.0 | 20.8 |
| Residential | 22.7 | 22.0 | 23.2 | 23.2 | 29.7 | 33.1 |
| Installment | -- | 0.1 | 0.1 | 0.5 | 0.5 | 0.7 |
| Leases | 0.4 | 0.2 | 0.3 | 3.7 | 3.9 | 4.8 |
| Total Domestic | 145.0 | 166.2 | 146.5 | 66.6 | 77.9 | 93.2 |
| Foreign | 33.5 | 48.3 | 59.2 | 65.2 | 67.4 | 55.7 |
| Subtotal | 178.5 | 214.5 | 205.7 | 131.8 | 145.3 | 148.9 |
| Foreclosed Real Estate |  |  |  |  |  |  |
| Domestic | 4.2 | 4.9 | 4.6 | 4.3 | 4.3 | 5.6 |
| Foreign | 0.3 | 0.2 | 0.3 | 0.3 | 0.3 | 0.3 |


| Subtotal | 4.5 | 5.1 | 4.9 | 4.6 | 4.6 | 5.9 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Non- <br> Performing Assets | 183.0 | 219.6 | 210.6 | 136.4 | 149.9 | 154.8 |


| Accruing Loans Past <br> Due 90 Days or More <br> Commercial and |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| $\quad$Industrial | 5.0 | 2.2 | 4.7 | 6.7 | 5.9 | 6.2 |
| Real Estate | -- | 0.1 | - | - | - | 0.5 |
| $\quad$ Construction | 1.3 | 4.9 | 2.0 | 2.1 | 1.9 | 2.4 |
| Commercial | 3.3 | 7.2 | 3.5 | 5.0 | 4.0 | 2.8 |
| $\quad$ Residential | 5.6 | 4.6 | 4.0 | 4.7 | 4.5 | 4.5 |
| Installment | 0.4 | 0.1 | 1.5 | 1.4 | 1.2 | 0.2 |
| Leases | 15.6 | 19.1 | 15.7 | 19.9 | 17.5 | 16.6 |
| $\quad$ Total Domestic | 3.2 | 1.5 | 1.3 | 3.2 | 1.0 | 5.0 |
| Foreign | 18.8 | 20.6 | 17.0 | 23.1 | 18.5 | 21.6 |
| $\quad$ Subtotal | $\$ 201.8$ | $\$ 240.2$ | $\$ 227.6$ | $\$ 159.5$ | $\$ 168.4$ | $\$ 176.4$ |

Ratio of Non-
Performing Assets
to Total Loans 1.89\% 2.25\% 2.09\% 1.39\% 1.54\% 1.59\%
Ratio of Non-
Performing Assets
and Accruing Loans
Past Due 90 Days
or More to Total
Loans

Pacific Century Financial Corporation and subsidiaries Consolidated Non-Performing Assets and Accruing Loans Past Due 90 Days or More (Unaudited)


| Non-Accrual Loans <br> Commercial and |  |  |  |
| :--- | ---: | ---: | ---: |
| $\quad$Industrial | $\$ 37.5$ | $\$ 39.1$ | $\$ 28.2$ |
| Real Estate | 0.8 | 3.1 | 2.9 |
| $\quad$ Construction | 17.2 | 18.7 | 5.4 |
| $\quad$ Commercial | 35.2 | 37.6 | 36.4 |
| $\quad$ Residential | 0.8 | 0.5 | 0.8 |
| Installment | 4.4 | 4.5 | 0.7 |
| Leases |  |  |  |
| $\quad$ Total Domestic | 95.9 | 103.5 | 74.4 |
| Foreign | 47.5 | 53.6 | 57.5 |
| $\quad$ Subtotal | 143.4 | 157.1 | 131.9 |


| Foreclosed Real |  |  |  |
| :--- | :--- | :--- | :--- |
| Estate |  |  |  |
| $\quad$ Domestic | 5.8 | 6.1 | 5.5 |
| Foreign | 0.2 | 0.1 | 0.1 |


| Subtotal | 6.0 | 6.2 | 5.6 |
| :---: | :---: | :---: | :---: |
| Total Non- <br> Performing <br> Assets | 149.4 | 163.3 | 137.5 |
| Accruing Loans Past |  |  |  |
| Due 90 Days or More Commercial and Industrial | 3.9 | 4.3 | 0.4 |
| Real Estate |  |  |  |
|  | 0.2 | 0.2 | 0.4 |
| Commercial | 0.2 | 0.4 | -- |
| Residential | 3.7 | 3.5 | 4.5 |
| Installment | 5.2 | 6.9 | 7.3 |
| Leases | -- | 0.1 | 0.3 |
| Total Domestic | 13.2 | 15.4 | 12.9 |
| Foreign | 8.2 | 6.3 | 7.9 |
| Subtotal | 21.4 | 21.7 | 20.8 |
| Total | \$170.8 | \$185.0 | \$158.3 |
| ```Ratio of Non- Performing Assets to Total Loans``` | 1.55\% | 1.69\% | 1.40\% |
| Ratio of NonPerforming Assets and Accruing Loans |  |  |  |
| Loans | 1.78\% | 1.92\% | $1.61 \%$ |

Pacific Century Financial Corporation and subsidiaries Summary of Loan Loss Experience

| (in millions of dollars) | Fourth Quarter $2000$ | Third <br> Quarter $2000$ | Second Quarter 2000 |
| :---: | :---: | :---: | :---: |
| Average Amount of Loans Outstanding | \$9,428.2 | \$9,628.6 | \$9,636.9 |
| Balance of Reserve for Loan Losses at Beginning of Period | \$245.0 | \$246.6 | \$195.4 |
| Loans Charged-Off <br> Commercial and Industrial | 4.4 | 8.0 | 8.3 |
| Real Estate <br> Construction <br> Commercial <br> Residential | $\begin{aligned} & 0.1 \\ & 0.9 \\ & 1.3 \end{aligned}$ | $\begin{aligned} & -- \\ & 2.8 \\ & 1.5 \end{aligned}$ | 0.5 7.6 1.3 |
| Installment | 5.6 | 4.6 | 5.2 |
| Leases | 0.1 | 0.2 | 0.2 |
| Total Domestic | 12.4 | 17.1 | 23.1 |


| Foreign | 19.2 | 9.5 | 13.4 |
| :---: | :---: | :---: | :---: |
| Total Charged-Off | 31.6 | 26.6 | 36.5 |
| Recoveries on Loans |  |  |  |
| Previously |  |  |  |
| Charged-Off |  |  |  |
| Commercial and Industrial | 0.4 | 2.2 | 1.2 |
| Real Estate |  |  |  |
| Construction | -- | -- | -- |
| Commercial | 0.3 | 0.1 | 0.1 |
| Residential | 0.1 | 0.3 | 0.2 |
| Installment | 1.6 | 1.7 | 1.9 |
| Total Domestic | 2.4 | 4.3 | 3.4 |
| Foreign | 3.6 | 2.7 | 0.2 |
| Total Recoveries | 6.0 | 7.0 | 3.6 |
| Net Charge-Offs | (25.6) | (19.6) | (32.9) |
| Provision Charged |  |  |  |
| Expenses | 25.8 | 20.2 | 83.4 |
| Other Net Additions |  |  | 0.7 |
| Balance at End of Period | \$246.2 | \$245.0 | \$246.6 |
| Ratio of Net |  |  |  |
| Charge-Offs to |  |  |  |
| Average Loans |  |  |  |
| Outstanding |  |  |  |
| Ratio of Reserve to Loans Outstanding | 2.62\% | 2.58\% | 2.53\% |
| (1) Includes balance transfers, reserves acquired, and foreign currency translation adjustments. |  |  |  |
| Pacific Century Financial Corporation and subsidiaries |  |  |  |
| (in millions of dollars) | First <br> Quarter <br> 2000 | Twelve Months 2000 | Twelve Months 1999 |
| Average Amount of |  |  |  |
| Balance of Reserve for Loan Losses at Beginning of |  |  |  |
| Period | \$194.2 | \$194.2 | \$211.3 |
| Loans Charged-Off |  |  |  |
| Industrial | 1.4 | 22.1 | 18.5 |
| Real Estate |  |  |  |
| Construction | -- | 0.6 | 1.4 |
| Commercial | 3.9 | 15.2 | 4.5 |
| Residential | 2.4 | 6.5 | 7.8 |
| Installment | 4.7 | 20.1 | 25.1 |
| Leases | -- | 0.5 | 0.2 |


| Total Domestic | 12.4 | 65.0 | 57.5 |
| :---: | :---: | :---: | :---: |
| Foreign | 3.7 | 45.8 | 45.8 |
| Total Charged-Off | 16.1 | 110.8 | 103.3 |
| Recoveries on Loans |  |  |  |
| Previously |  |  |  |
| Charged-Off |  |  |  |
| Commercial and Industrial | 1.7 | 5.5 | 14.0 |
| Real Estate |  |  |  |
| Construction | -- | -- | 0.1 |
| Commercial | 0.1 | 0.6 | 1.6 |
| Residential | 0.5 | 1.1 | 0.6 |
| Installment | 1.7 | 6.9 | 7.6 |
| Total Domestic | 4.0 | 14.1 | 23.9 |
| Foreign | 0.8 | 7.3 | 5.6 |
| Total Recoveries | 4.8 | 21.4 | 29.5 |
| Net Charge-Offs | (11.3) | (89.4) | (73.8) |
| Provision Charged to Operating |  |  |  |
| Expenses | 13.5 | 142.9 | 60.9 |
| Other Net Additions (Reductions) (1) | (1.0) | (1.5) | (4.2) |
| Balance at End of Period | \$195.4 | \$246.2 | \$194.2 |
| Ratio of Net |  |  |  |
| Charge-Offs to |  |  |  |
| Average Loans |  |  |  |
| Outstanding |  |  |  |
| Ratio of Reserve to Loans |  |  |  |
| Outstanding | 2.05\% | 2.62\% | 2.05\% |
| (1) Includes balance transfers, reserves acquired, and foreign currency translation adjustments. |  |  |  |
| Pacific Century Financial Corporation and subsidiaries |  |  |  |
| (in millions of dollars except per share amounts) |  |  |  |
| Dec. 31 | Sep. 30 | Jun. 30 | Mar. 31 |
| 2000 | 2000 | 2000 | 2000 |
| Balance Sheet Totals |  |  |  |
| Total Assets \$14,013.8 | \$13,939.9 | \$14,294.6 | \$14,250.4 |
| Net Loans 9,168.1 | 9,233.5 | 9,497.4 | 9,346.5 |
| Deposits 9,080.6 | 8,820.7 | 9,109.1 | 9,143.1 |
| Long-Term Debt 997.2 | 999.7 | 902.2 | 805.7 |
| Shareholders' |  |  |  |
| Equity 1,301.4 | 1,250.1 | 1,209.4 | 1,225.9 |
| Quarterly Operating |  |  |  |
| Net Interest |  |  |  |
| Income \$138.8 | \$139.3 | \$138.6 | \$139.5 |
| Provision for |  |  |  |


| Loan Losses | 25.8 | 20.1 | 83.4 | 13.5 |
| :---: | :---: | :---: | :---: | :---: |
| Non-Interest |  |  |  |  |
| Income | 64.7 | 61.3 | 73.6 | 63.9 |
| Non-Interest |  |  |  |  |
| Expense | 123.9 | 124.9 | 121.9 | 126.1 |
| Net Income | 32.6 | 34.6 | 6.7 | 39.8 |
| Basic Earnings |  |  |  |  |
| Per Share | \$0.41 | \$0.44 | \$0.08 | \$0.50 |
| Diluted Earnings |  |  |  |  |
| Per Share | \$0.41 | \$0.44 | \$0.08 | \$0.50 |
| Return on |  |  |  |  |
| Average Assets | 0.94\% | 0.98\% | 0.19\% | 1.13\% |
| Return on |  |  |  |  |
| Average Equity | 10.24\% | 11.20\% | 2.19\% | 13.19\% |
| Efficiency Ratio | 60.52\% | 62.26\% | 57.31\% | $62.06 \%$ |
| Normalized |  |  |  |  |
| Efficiency |  |  |  |  |
| Ratio (1) | -- | -- | -- | -- |
| Excluding the |  |  |  |  |
| Effects of |  |  |  |  |
| Intangibles (2) |  |  |  |  |
| Net Income | \$36.7 | \$38.8 | \$11.0 | \$43.9 |
| Basic Earnings |  |  |  |  |
| Per Share | \$0.46 | \$0.49 | \$0.14 | \$0.55 |
| Diluted Earnings |  |  |  |  |
| Per Share | \$0.46 | \$0.49 | \$0.14 | \$0.55 |
| Return on |  |  |  |  |
| Average Assets | 1.07\% | 1.12\% | 0.32\% | 1.26\% |
| Return on |  |  |  |  |
| Average Equity | 13.60\% | 14.94\% | 4.30\% | 17.54\% |
| Efficiency Ratio | 58.19\% | 59.83\% | 54.96\% | 59.73\% |
| Normalized |  |  |  |  |
| Ratio (1) | -- | -- | -- | -- |
| (1) Excludes impact of $\$ 22.5$ million restructuring charge in 1999'sThird Quarter. |  |  |  |  |
| (2) Intangibles i and other int | de good les. | core dep | and trus | ngibles |

Pacific Century Financial Corporation and subsidiaries Quarterly Summary of Selected Consolidated Financial Data


Quarterly Operating
Results

| Income | \$143.0 | \$143.5 | \$144.4 | \$143.8 |
| :---: | :---: | :---: | :---: | :---: |
| Provision for |  |  |  |  |
| Non-Interest |  |  |  |  |
| Income | 69.4 | 71.4 | 63.6 | 61.2 |
| Non-Interest |  |  |  |  |
| Expense | 131.2 | 155.6 | 132.1 | 134.8 |
| Net Income | 37.6 | 21.5 | 38.5 | 35.4 |
| Basic Earnings |  |  |  |  |
| Per Share | \$0.47 | \$0.27 | \$0.48 | \$0.44 |
| Diluted Earnings |  |  |  |  |
| Per Share | \$0.47 | \$0.27 | \$0.47 | \$0.44 |
| Return on |  |  |  |  |
| Average Assets | 1.04\% | $0.59 \%$ | 1.05\% | $0.96 \%$ |
| Return on |  |  |  |  |
| Average Equity | 12.29\% | 7.01\% | 12.72\% | 12.00\% |
| Efficiency Ratio | 63.32\% | $72.44 \%$ | 65.67\% | $66.37 \%$ |
| Normalized |  |  |  |  |
| Efficiency |  |  |  |  |
| Ratio (1) | -- | 61.98\% | -- | -- |
| Excluding the |  |  |  |  |
| Effects of |  |  |  |  |
| Intangibles (2) |  |  |  |  |
| Net Income | \$42. 3 | \$25.9 | \$42.3 | \$39.3 |
| Basic Earnings |  |  |  |  |
| Per Share | \$0.53 | \$0.32 | \$0.53 | \$0.49 |
| Diluted Earnings |  |  |  |  |
| Per Share | \$0. 52 | \$0.32 | \$0.52 | \$0.48 |
| Return on |  |  |  |  |
| Average Assets | 1.19\% | $0.72 \%$ | 1.18\% | 1.08\% |
| Return on |  |  |  |  |
| Average Equity | 16.69\% | 10.25\% | 17.01\% | 16.21\% |
| Efficiency Ratio | 60.59\% | 70.04\% | 63.53\% | $64.25 \%$ |
| Normalized |  |  |  |  |
| Efficiency |  |  |  |  |
| Ratio (1) | -- | 59.57\% | -- | - |

(1) Excludes impact of $\$ 22.5$ million restructuring charge in 1999's Third Quarter.
(2) Intangibles include goodwill, core deposit and trust intangibles, and other intangibles.

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