## Bank of Hawaii

## Corporation

## Pacific Century Financial Corporation First Quarter 2002 Financials

April 22, 2002
HONOLULU, Apr 22, 2002 (BUSINESS WIRE) -- Pacific Century Financial Corporation (NYSE:BOH)
-- Net Income \$31.1 Million, or \$0.41 per share
-- Board of Directors Declares Dividend of $\$ 0.18$ per share
Pacific Century Financial Corporation (NYSE:BOH) today reported diluted earnings per share for first quarter 2002 of $\$ 0.41$, compared to $\$ 0.42$ in 2001. Net income for the quarter was $\$ 31.1$ million, compared to $\$ 33.7$ million reported in the first quarter of 2001. The return on average assets for first quarter was 1.21 percent, up from 0.99 percent in the same period last year. The return on average equity was 9.97 percent, compared to 10.42 percent in the first quarter of 2001.
"We are generally encouraged by the results in the first quarter of 2002," said Michael E. O'Neill, Chairman, CEO and President. "With the expense of our restructuring behind us, we can see marked improvements in our financial performance. We are increasingly focused on building stronger relationships in our core markets, while continuing to improve our efficiency and reducing our exposure to risk. Returning economic strength of the Hawaii economy is also a positive sign."

During the first quarter of 2002, the Company was able to maintain a stable margin and reduce its credit losses. Mortgage banking income rebounded from the previous quarter and expenses were reduced. Income taxes returned to a more traditional level and the efficiency ratio was improved. The share repurchase program slowed due to low trading volume during the quarter.

Core earnings, expressed on a diluted per share basis for the first quarter of 2002 were $\$ 0.43$, up $\$ 0.05$ from the same quarter last year and core net income for the first quarter of 2002 was $\$ 32.3$ million, up $\$ 1.5$ million from the first quarter of 2001. Non-core items in the first quarter of 2002 included restructuring expenses of $\$ 2.0$ million relating primarily to completion of the Company's previously announced divestitures. Earnings for the first quarter of 2001 included non-core gains of $\$ 75.4$ million from the sale of the Company's credit card portfolio and $\$ 20.9$ million related to the sale of its ownership interest in Star Systems, Inc. Restructuring and other non-core activity expenses of $\$ 44.4$ million, a special credit provision of $\$ 36.7$ million, and impairment losses of $\$ 5.7$ million partially offset the gains.

The presence of non-core items and the effects of business divestitures have a significant impact on the comparability of results with prior quarters. While comparisons are difficult, supplemental information has been supplied in Table 9, which summarizes the continuing core business results for the last five quarters.

Financial Highlights
Net interest income for the first quarter of 2002 on a fully taxable equivalent basis was $\$ 94.9$ million, down $\$ 30.4$ million from $\$ 125.3$ million in the same quarter of last year and down $\$ 11.3$ million from the previous quarter. The decrease in net interest income was primarily due to divestitures pertaining to the strategic plan, the wind down of the Asia business, and the managed reduction of loans to improve the Company's credit profile.

The Company's net interest margin of 3.93 percent for the first quarter of 2002 was down slightly from 3.96 percent in the comparable quarter last year and unchanged from 3.93 percent in the fourth quarter of 2001 . The decrease from the previous year was primarily due to loan reductions and asset sales as well as lower returns earned on increased liquidity of the Company.

The provision for loan and lease losses was $\$ 8.3$ million for the first quarter of 2002 , down from $\$ 52.5$ million in the same quarter of last year and down from $\$ 14.5$ million in the previous quarter. The provision equaled net charge-offs for the quarter.

Non-interest income was $\$ 54.0$ million for the quarter. The first quarter of 2001 included $\$ 93.1$ million in previously mentioned significant items. Adjusted for these items, non-interest income decreased $\$ 13.4$ million from the first quarter of 2001 . This decrease was largely due to sales of the Company's credit card portfolio, Pacific Century Bank branch franchise and South Pacific entities, and the intentional downsizing of certain businesses. These reductions were partially offset by an increase in revenue from mortgage banking activities.

Non-interest expense for the first quarter of 2002 was $\$ 92.4$ million, including $\$ 2.0$ million in restructuring costs. First quarter 2001 non-interest expense included restructuring and other related costs of $\$ 44.4$ million. Adjusting for these items, non-interest expense declined $\$ 37.4$ million reflecting significant progress in the Company's plan to reduce expenses and reductions resulting from the divestitures. The first quarter 2002 efficiency ratio improved to 62.1 percent compared to 75.7 percent in the previous quarter.

The 35.6 percent effective tax rate for the first quarter of 2002 decreased from the prior year as the effective tax rate in the prior year reflected the
impact from the divestitures and foreign taxes.

## Asset Quality

Non-performing assets, exclusive of loans past due $90+$ days, were $\$ 90.7$ million at the end of the first quarter 2002 , up from $\$ 79.7$ million at the end of the fourth quarter 2001. Compared to the same quarter last year, non-performing assets were down $\$ 28.8$ million, or 24.1 percent. At March 31 , 2002 the ratio of non-performing assets to total loans plus foreclosed assets was 1.61 percent compared to 1.41 percent at December 31, 2001 and 1.41 percent at March 31, 2001. The increase in non-performing assets was largely due to the deterioration of a single, Hawaii-based company that has been a long-term customer. Subsequent to March 31, 2002 the Company sold its interest in a $\$ 7.8$ million non-accruing loan, net of a $\$ 0.5$ million loss recognized in first quarter.

Non-accrual loans were $\$ 63.7$ million at March 31, 2002, up slightly from $\$ 60.8$ million at December 31, 2001 due to the previously mentioned Hawaii-based credit, which was partially offset by the reclassification of $\$ 7.8$ million to loans held for sale. Non-accrual loans at March 31 , 2002 were down $\$ 31.8$ million, or 33.3 percent from March 31, 2001. Non-accrual loans as a percentage of total loans were 1.14 percent, up from 1.08 percent in the previous quarter and essentially flat with the same period last year.

Foreclosed assets were $\$ 19.2$ million at the end of the first quarter of 2002, up $\$ 2.0$ million from the prior quarter and up from $\$ 11.2$ million in the first quarter last year. The increase resulted primarily from the foreclosure of several small loans.

Net charge-offs for the first quarter of 2002 were $\$ 8.3$ million or 0.6 percent of total average loans (annualized). Charge-offs of $\$ 13.1$ million were partially offset by recoveries of $\$ 4.8$ million. The allowance for loan and lease losses of $\$ 159.0$ million at March 31, 2002 was unchanged from December 31, 2001 and down $\$ 40.8$ million from March 31, 2001.

The allowance for loan and lease losses to total loans was 2.84 percent at the end of the first quarter 2002, up from 2.81 percent at the end of the fourth quarter 2001 and up from 2.37 percent at the end of the same quarter last year. The ratio of the allowance for loan and lease losses to non-accrual loans was 249 percent, down slightly from 262 percent in the previous quarter and up from 209 percent last year.

There was significant first quarter improvement in the asset quality of the Company as measured by its internal credit risk ratings, including its exposure to air transportation and hotel companies.

Air transportation exposure totaled $\$ 156$ million at March 31, 2002 and consisted of $\$ 136$ million in equity interests in leveraged leases and $\$ 20$ million in lending exposure of which $\$ 6$ million was undrawn. The Company's exposure to national hotel companies totaled $\$ 112$ million at March 31 , 2002 with undrawn commitments of $\$ 79$ million. Exposure to Hawaii-based hotel companies included loans outstanding of $\$ 122$ million and undrawn commitments of $\$ 20$ million. In the West Pacific, loans outstanding to hotel companies totaled $\$ 43$ million at the end of first quarter 2002. All of the Company's air transportation and hotel companies exposures remain current.

Syndicated loans outstanding decreased to $\$ 454$ million during the first quarter of 2002 . Syndicated exposure, consisting of loans and undrawn commitments, declined $\$ 168$ million from the prior quarter to $\$ 1.4$ billion at March 31, 2002.

## Other Financial Highlights

Total assets were $\$ 10.2$ billion at the end of March 31, 2002, down from $\$ 10.6$ billion at December 31, 2001 and down from $\$ 13.7$ billion at the end of March 31, 2001. The most significant reduction was in commercial loans and foreign loans resulting from the divestitures.

Deposits at the end of March 31, 2002 were $\$ 6.5$ billion. The decline from March 31, 2001 was primarily due to sales of the Pacific Century Bank branch franchise and the South Pacific operations, as well as a managed decline in foreign deposits resulting from the Company's decision to exit Asia. During the first quarter of 2002, domestic deposits continued to reflect positive trends with growth in all demand and savings deposit categories. The Company continued to manage down its higher cost funds, including time deposits, purchased funds, short-term borrowings and long-term debt.

During the quarter ended March 31, 2002, the Company repurchased 0.7 million shares at an average cost of $\$ 24.46$ for a total of $\$ 17.1$ million. At March 31, 2002 the Company had repurchased for $\$ 212.8$ million a total of 9.0 million shares under its previously announced share repurchase programs at an average cost of $\$ 23.64$. Remaining buyback authority under the existing repurchase programs is $\$ 357.2$ million.

The Company's capital and liquidity remains exceptionally strong. At March 31, 2002 Tier 1 leverage was 12.64 percent compared to 9.46 percent at March 31, 2001.

The Company's Board of Directors declared a quarterly cash dividend of $\$ 0.18$ per share on the Company's outstanding shares. The dividend will be payable on June 14, 2002 to shareholders of record at the close of business on May 24, 2002.

Economic Outlook
The Hawaii economy continues to show improvement. The recovery in tourism continues on the path toward normal visitor arrivals by mid-2002. Visitor counts from the mainland have recently returned to customary seasonal volumes and international visitor arrivals have returned to more than 90 percent of prior year levels. Hawaii's overall economic growth rate is anticipated to return to 3 percent after inflation as tourism recovers. Hawaii's unemployment rate fell from the post-September 11 spike of 5.7 percent to 4.7 percent during the quarter and is forecast to continue trending downward toward prior rates. Inflation is expected to remain substantially below national norms during 2002.

Earnings Outlook
The Company anticipates that operating earnings for the second quarter of 2002 may be slightly lower than the first quarter as mortgage banking revenue is expected to return to a more customary level. The Company's previously published earnings guidance of $\$ 120$ million in net income for the full year of 2002 remains unchanged. Earnings per share and return on equity projections are dependent upon the terms and timing of share repurchases.

The Company is currently evaluating proposals from technology service providers in an effort to reduce its operating costs over the long term. The evaluation process is expected to conclude within the next three months.

The Company will review its First Quarter 2002 earnings today at 2:00 p.m. ET. The presentation will be accessible via teleconference and via the investor relations link of Pacific Century Financial Corporation's web site, www.boh.com. The conference call number is (800) 360-9865 in the U.S. or (973) 694-6836 for international callers. A replay will be available for one week beginning at $6: 00 \mathrm{p} . \mathrm{m}$. ET on Monday, April 22,2002 by calling (800) 428-6051 (U.S.) or (973) 709-2089 (International) and entering the number 235299 when prompted. A replay of the presentation will be also available on the Company's web site.

This news release contains forward-looking statements concerning anticipated revenues and expenses in 2002. We believe the assumptions underlying our forward-looking statements are reasonable. However, any of the assumptions could prove to be inaccurate and actual results may differ materially from those projected for a variety of reasons including, but not limited to: the Hawaii economy may not recover at the pace we anticipate; our refocused emphasis on our Hawaii market may not achieve the customer and revenue gains we anticipate; our credit markets may deteriorate and our credit quality may fall short of our goals; we may not achieve the expense reductions we expect; we may not be able to maintain our net interest margin; we may not be able to implement our proposed equity repurchases in the amount or at the times planned; the economics or timing, or both, resulting from our current evaluation of data processing alternatives may not result in benefits sufficiently in excess of costs; the required level of reserves for loan and lease losses may increase or decrease due to changes in our credit quality or risk profile; customer acceptance of our business as restructured may be less than expected; there may be economic volatility in the markets we serve; and there may be changes in business and economic conditions, competition, fiscal and monetary policies or legislation. Except where specified, we do not undertake any obligation to update any forward-looking statements to reflect later events or circumstances.

Pacific Century Financial Corporation is a regional financial services company serving businesses, consumers and governments in Hawaii, American Samoa and the West Pacific. Pacific Century's principal subsidiary, Bank of Hawaii, was founded in 1897 and is the dominant commercial bank in the state of Hawaii.

Pacific Century Financial Corporation and subsidiaries
Highlights (Unaudited) Table 1

| (dollars in thousands except per share amounts) |  |  |
| :---: | :---: | :---: |
| Earnings Highlights and |  |  |
|  | Quarter Ended |  |
|  | March 31, 2002 | March 31, 2001 |
| Net Income | \$ 31,056 | \$ 33,677 |
| Basic Earnings Per Share | 0.42 | 0.42 |
| Diluted Earnings Per Share | 0.41 | 0.42 |
| Cash Dividends | 13,177 | 14,363 |
| Return on Average Assets | 1.21\% | 0.99\% |
| Return on Average Equity | 9.97\% | 10.42\% |
| Net Interest Margin | 3.93\% | 3.96\% |
| Efficiency Ratio | 62.06\% | 60.33\% |


|  | March 31, 2002 | March 31, 2001 |
| :---: | :---: | :---: |
| Total Assets | \$ 10,244,773 | \$ 13,710,494 |
| Net Loans | 5,442,354 | 8,224,604 |
| Total Deposits | 6,543,536 | 8,815,367 |
| Total Shareholders' Equity | 1,265,907 | 1,371,942 |
| Book Value Per Common Share | \$17.24 | \$17.18 |
| Allowance / Loans Outstanding | 2.84\% | 2.37\% |
| Average Equity / Average Assets | 12.13\% | 9.47\% |
| Employees (FTE) | 3,082 | 4,249 |
| Branches and offices | 104 | 171 |
| Market Price Per Share of Common Stock for the Quarter Ended |  |  |
|  |  |  |
| Closing | \$26.06 | \$19.00 |
| High | \$27.79 | \$20.99 |
| Low | \$23.79 | \$16.88 |

Pacific Century Financial Corporation and subsidiaries
Consolidated Statements of Income (Unaudited)
Table 2

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(dollars in thousands
    except per share amounts)
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(dollars in thousands)

|  | $\begin{gathered} \text { March } 31 \\ 2002 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2001 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2001 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Interest-Bearing Deposits | \$ 1,347,611 | \$ 1,101,974 | \$ 410,912 |
| ```Investment Securities - Held to Maturity (Market Value of $354,187, $407,838 and $581,471, respectively)``` | 344,723 | 396,216 | 571,923 |
| Investment Securities <br> - Available for Sale | 1,980,378 | 2,001,420 | 2,389,086 |
| Securities Purchased Under Agreements to Resell | -- | -- | 377 |
| Funds Sold | 135,000 | 115,000 | 84,732 |
| Loans Held for Sale | 99,773 | 456,709 | 308,605 |
| Loans | 5,601,333 | 5,652,518 | 8,424,404 |
| Allowance for Loan and Lease Losses | $(158,979)$ | $(158,979)$ | $(199,800)$ |
| Net Loans | 5,442,354 | 5,493,539 | 8,224,604 |
| Total Earning Assets | 9,349,839 | 9,564,858 | 11,990,239 |
| Cash and Non-Interest |  |  |  |
| Bearing Deposits | 257,580 | 405,981 | 559,229 |
| Premises and Equipment | 192,291 | 196,171 | 251,746 |
| Customers' Acceptance |  |  |  |
| Liability | 1,007 | 593 | 7,225 |
| Accrued Interest Receivable | 40,940 | 42,687 | 67,813 |
| Foreclosed Real Estate | 19,181 | 17,174 | 11,336 |
| Mortgage Service Rights | 30,501 | 27,291 | 16,656 |
| Goodwill | 36,216 | 36,216 | 169,657 |
| Other Assets | 317,218 | 336,826 | 636,593 |
| Total Assets | \$10,244,773 | \$10,627,797 | \$13,710,494 |
| Liabilities |  |  |  |
| Domestic Deposits |  |  |  |
| Demand |  |  |  |
| - Non-Interest Bearing <br> - Interest Bearing | $\begin{array}{r} \$ 1,592,709 \\ 1,937,023 \end{array}$ | $\begin{gathered} \$ 1,548,322 \\ 1,926,018 \end{gathered}$ | $\begin{gathered} \$ 1,685,149 \\ 2,042,129 \end{gathered}$ |
| Savings | 1,086,036 | 967,825 | 665,643 |
| Time | 1,807,015 | 1,927,778 | 2,948,232 |
| Foreign Deposits |  |  |  |
| Demand <br> - Non-Interest Bearing | -- | 2 | 337,854 |
| Time Due to Banks | 42,261 | 230,247 | 196,495 |
| Other Savings and Time | 78,492 | 73,404 | 939,865 |
| Total Deposits | 6,543,536 | 6,673,596 | 8,815,367 |
|  |  |  | 1,703,982 |
| Funds Purchased | 43,485 | 55,800 | 297,613 |
| Current Maturities of |  |  |  |
| Long-Term Debt | 50,000 | 100,670 | 317,170 |
| Short-Term Borrowings | 35,619 | 134,222 | 278,442 |
| Banker's Acceptances |  |  |  |
| Retirement Expense Payable | 37,055 | 36,175 | 34,867 |
| Accrued Interest Payable | 27,983 | 29,762 | 64,769 |
| Taxes Payable | 146,360 | 138,366 | 164,212 |
| Other Liabilities | 84,871 | 98,422 | 88,999 |
| Long-Term Debt | 464,232 | 469,735 | 565,906 |





| Total Loans | 5,583.3 | 92.9 | 6.71 | 9,061.7 | 185.3 | 8.29 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other | 88.4 | 1.3 | 6.12 | 76.0 | 1.2 | 6.50 |
| Total Earning <br> Assets | 9,712.4 | 138.4 | 5.74 | 12,812.5 | 246.5 | 7.80 |
| Cash and Due From Banks | 301.9 |  |  | 438.2 |  |  |
| Other Assets | 400.5 |  |  | 595.1 |  |  |
| Total Assets | \$10,414.8 |  |  | \$13,845.8 |  |  |
| Interest Bearing |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Domestic |  |  |  |  |  |  |
| - Demand | \$ 1,935.0 | 4.3 | 0.92 | \$ 2,008.2 | 11.7 | 2.36 |
| - Savings | 1,037.0 | 3.9 | 1.52 | 665.7 | 3.4 | 2.04 |
| - Time | 1,909.4 | 14.8 | 3.13 | 2,902.7 | 43.1 | 6.03 |
| Total Domestic |  |  |  |  |  |  |
| Foreign |  |  |  |  |  |  |
| - Time Due to Banks <br> - Other Time | 80.2 | 0.6 | 3.10 | 489.4 | 6.6 | 5.51 |
| and Savings | 104.0 | 0.4 | 1.37 | 801.0 | 7.2 | 3.65 |
| Total Foreign Deposits | 184.2 | 1.0 | 2.12 | 1,290.4 | 13.8 | 4.35 |
| Total Interest |  |  |  |  |  |  |
| Bearing |  |  |  |  |  |  |
| Deposits | 5,065.6 | 24.0 | 1.92 | 6,867.0 | 72.0 | 4.25 |
| Short-Term |  |  |  |  |  |  |
| Borrowings | 1,738.7 | 11.2 | 2.61 | 2,364.8 | 34.0 | 5.83 |
| Long-Term Debt | 538.2 | 8.3 | 6.27 | 916.0 | 15.2 | 6.78 |
| Total Interest Bearing |  |  |  |  |  |  |
| Liabilities | 7,342.5 | 43.5 | 2.40 | 10,147.8 | 121.2 | 4.85 |
| Net Interest |  |  |  |  |  |  |
| Income |  | 94.9 |  |  | 25.3 |  |
| Interest |  |  |  |  |  |  |
| Spread |  |  | 3.34\% |  |  | 2.95\% |
| Net Interest |  |  |  |  |  |  |
| Margin |  |  | 3.93\% |  |  | 3.96\% |
| Non-Interest |  |  |  |  |  |  |
| Bearing Demand |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |
| - Domestic | 1,506.9 |  |  | 1,636.8 |  |  |
| - Foreign | -- |  |  | 377.5 |  |  |
| Total Demand Deposits | 1,506.9 |  |  | 2,014.3 |  |  |
| Other Liabilities | 301.9 |  |  | 372.4 |  |  |
| Shareholders' |  |  |  |  |  |  |
| Equity | 1,263.5 |  |  | 1,311.3 |  |  |
| Total |  |  |  |  |  |  |
| Liabilities and Shareholders |  |  |  |  |  |  |




| Construction | 161.4 | 169.6 | 312.9 |
| :---: | :---: | :---: | :---: |
| Mortgage |  |  |  |
| - Commercial | 617.6 | 640.7 | 1,023.8 |
| - Residential | 2,409.1 | 2,419.4 | 2,574.8 |
| Installment | 759.3 | 729.7 | 764.1 |
| Lease Financing | 504.7 | 493.4 | 549.0 |
| Total Domestic | 5,572.6 | 5,628.3 | 7,298.3 |
| Foreign Loans | 28.7 | 24.2 | 1,126.1 |
| Total Loans | \$ 5,601.3 | \$ 5,652.5 | \$ 8,424.4 |

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

Table 7
(dollars in millions)

| March 31 | December 31 | March 31 |
| :---: | :---: | :---: | :---: |
| 2002 | 2001 | 2001 |


| Non-Accrual Loans |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial | \$ | 27.4 | \$ | 18.9 | \$ | 23.8 |
| Real Estate |  |  |  |  |  |  |
| Construction |  | 1.0 |  | 9.3 |  | 6.3 |
| Mortgage |  |  |  |  |  |  |
| - Residential |  | 15.7 |  | 15.4 |  | 18.5 |
| - Commercial |  | 15.1 |  | 16.3 |  | 29.7 |
| Installment |  | 0.1 |  | 0.1 |  | 0.1 |
| Lease Financing |  | 4.4 |  | 0.8 |  | 0.2 |
| Foreign |  | -- |  | -- |  | 16.9 |
| Total Non-Accrual Loans |  | 63.7 |  | 60.8 |  | 95.5 |
| Non-Accrual Loans Held For Sale |  | 7.8 |  | 1.7 |  | 12.8 |
| Foreclosed Real Estate |  |  |  |  |  |  |
| Domestic |  | 19.2 |  | 17.2 |  | 10.9 |
| Foreign |  | -- |  | -- |  | 0.3 |
| Total Foreclosed Real Estate |  | 19.2 |  | 17.2 |  | 11.2 |
| Total Non-Performing Assets | \$ | 90.7 | \$ | 79.7 | \$ | 119.5 |

Accruing Loans Past Due
90 Days or More
Commercial $\$ 0.2$ \$ 0.1 \$ 3.9

Real Estate
Construction
Mortgage

- Residential
- Commercial

Installment
$\begin{array}{llllll}\$ & 0.2 & \$ & 0.1 & \$ & 3.9\end{array}$

Lease Financing
Foreign
Total Accruing and Past Due
Total Loans

| Total Loans | \$5,601.3 | \$5,652.5 | \$8,424.4 |
| :---: | :---: | :---: | :---: |
| Ratio of Non-Accrual Loans to Total Loans | 1.14\% | 1.08\% | 1.13\% |

Ratio of Non-Performing Assets to Total Loans, Foreclosed Real Estate and Non-Performing Loans Held for Sale



| Quarterly Operating Results |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | \$ | 116.7 | \$ | 125.2 |
| Provision for Loan and Lease Losses |  | 6.4 |  | 52.5 |
| Non-Interest Income |  | 98.0 |  | 160.5 |
| Non-Interest Expense |  | 161.3 |  | 172.3 |
| Net Income |  | 26.7 |  | 33.7 |
| Basic Earnings |  |  |  |  |
| Per Share | \$ | 0.33 | \$ | 0.42 |
| Diluted Earnings |  |  |  |  |
| Per Share | \$ | 0.32 | \$ | 0.42 |
| Return on Average Assets |  | 0.83\% |  | 0.99\% |
| Return on Average Equity |  | 7.69\% |  | 10.42\% |
| Efficiency Ratio |  | 75.15\% |  | $60.33 \%$ |
| Continuing Business Operating Results(1) |  |  |  |  |
| Net Interest Income | \$ | 87.8 | \$ | 92.2 |
| Provision for Loan and Lease Losses |  | 2.6 |  | 12.1 |
| Non-Interest Income |  | 54.9 |  | 54.6 |
| Non-Interest Expense (2) |  | 89.3 |  | 86.4 |
| Net Income (2) |  | 32.6 |  | 28.3 |
| Diluted Earnings Per Share(2) | \$ | 0.39 | \$ | 0.35 |
| Return on Average Equity (2) |  | 9.37\% |  | 8.76\% |
| Efficiency Ratio(2) |  | 62.58\% |  | 58.88\% |

(1) Excludes divested businesses and restructuring and non-core transactions. 2001 Quarterly information has been reclassified to conform to December 31, 2001 presentation.
(2) Adjusted to exclude goodwill amortization expense in 2001.

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