## Bank of Hawaii

## Corporation

## Bank of Hawaii Corporation 2002 Financial Results

January 27, 2003

- 2002 Net Income \$121.2 Million, Up 3\% From 2001
- 2002 Diluted Earnings Per Share Increase to \$1.70, Up 16\% From 2001
- Board of Directors Declares Dividend of \$0.19 Per Share

HONOLULU--(BUSINESS WIRE)--Jan. 27, 2003-- Bank of Hawaii Corporation (NYSE:BOH) today reported diluted earnings per share for 2002 of $\$ 1.70$, compared to diluted earnings per share of $\$ 1.46$ in 2001. Net income for the year was $\$ 121.2$ million, up $\$ 3.4$ million from $\$ 117.8$ million reported in the previous year. The return on average assets in 2002 was 1.22 percent, up 31.2 percent compared to 0.93 percent in 2001. The return on average equity was 10.24 percent, an increase of 16.9 percent from 8.76 percent in 2001. "We are pleased with several aspects of Bank of Hawaii's results for 2002," said Michael E. O'Neill, Chairman and CEO. "Our people are much more focused on our key markets in Hawaii, Guam and American Samoa. Our credit quality has improved, our margin has strengthened, our share repurchase program has returned $\$ 530$ million to shareholders and our technology conversion program is on schedule. Importantly, our customer and employee satisfaction measures have strengthened and our banking businesses are poised for growth in 2003. We remain optimistic that we can continue to improve our efficiency and benefit from an improved economy this year."

Diluted earnings per share for the fourth quarter of 2002 were $\$ 0.44$, up $\$ 0.10$ or 29.4 percent from $\$ 0.34$ per diluted share for the same period last year. Net income in the fourth quarter was $\$ 28.9$ million, up 9.9 percent from net income of $\$ 26.3$ million in the fourth quarter last year. The presence of non-core items and the effect of business divestitures in 2001 continue to have a significant impact on the comparability with prior year results. Included in the fourth quarter of 2002 were charges of $\$ 7.0$ million related to the information technology systems replacement project and $\$ 0.4$ million in net restructuring expenses from the closure of four branches in the West Pacific that were partially offset by a reversal of reserves related to the divestiture program. Earnings for the fourth quarter of 2001 included gains on divestitures and restructuring items that increased net income by $\$ 6.4$ million, or $\$ 0.08$ per diluted share. Supplemental information has been provided in Table 11 that summarizes the continuing business operating results for the last eight quarters

Financial Highlights
Net interest income for the fourth quarter of 2002 on a fully taxable equivalent basis was $\$ 90.2$ million, down $\$ 2.0$ million from the third quarter of 2002 primarily due to decreased interest rates. Net interest income was down $\$ 16.0$ million from the fourth quarter of 2001 primarily due to lower average earning assets related to the divestitures and the managed reduction of loans in an effort to reduce credit risk

The net interest margin was 4.05 percent for the fourth quarter of 2002, a 2 basis point increase from 4.03 percent in the previous quarter and a 12 basis point increase from 3.93 percent in the same quarter last year. The net interest margin improvement was largely due to lengthening the maturities of some short-term investments, reductions in short-term borrowings and time deposits, as well as debt repurchases, which lowered the Company's cost of funds.

Given continued improvements in Bank of Hawaii Corporation's credit quality, the Company did not recognize a provision for loan and lease losses during the fourth quarter of 2002. This resulted in a $\$ 11.6$ million reduction in the allowance for loan and lease losses, which equaled the amount of net charge-offs for the quarter. The Company did not recognize a provision for loan and lease losses during the third quarter of 2002. The provision for loan and lease losses was $\$ 14.5$ million in the fourth quarter of 2001.

Non-interest income was $\$ 51.1$ million for the quarter, an increase of $\$ 3.7$ million, or 7.8 percent, from non-interest income of $\$ 47.4$ million in the third quarter of 2002. Non-interest income of $\$ 79.0$ million for the fourth quarter of 2001 included $\$ 28.7$ million in net gains on sales of the Company's South Pacific operations that were partially offset by write-downs on venture investments. Excluding these items, non-interest income increased $\$ 0.9$ million, or 1.7 percent from the same quarter last year.

Non-interest expense for the fourth quarter of 2002 was $\$ 97.5$ million, including the previously mentioned $\$ 7.4$ million in information technology system replacement and restructuring costs. Excluding these items, non-interest expense increased by $\$ 4.5$ million, or 5.3 percent, to $\$ 90.0$ million compared to $\$ 85.5$ million in the previous quarter. The increase was largely the result of severance expenses, damage from Typhoon Pongsona in Guam and professional fees accrued at year-end. Non-interest expense of $\$ 140.0$ million for the fourth quarter of 2001 included restructuring and other related costs of $\$ 18.5$ million. Excluding these items, non-interest expenses declined $\$ 31.5$ million, or 25.9 percent, from the same quarter last year and were largely due to savings associated with the divested businesses.

The efficiency ratio was 65.0 percent for the full year of 2002. Excluding the systems replacement project costs and non-recurring items, the efficiency ratio was 62.2 percent compared to the continuing business efficiency ratio of 63.4 percent last year. The Company anticipates that the efficiency ratio excluding systems replacement costs will be approximately 58.0 percent by the end of 2003.

The effective tax rate of 35.4 percent for 2002 is a decrease from the prior year as the effective tax rate in 2001 reflected the impact of divestitures and foreign taxes. The unusually low effective tax rate for the fourth quarter of 2001 was due to the impact of foreign tax and other credits recognized in the quarter as well as adjustments in the effective tax rate for the full year of 2001.

## Asset Quality

Bank of Hawaii Corporation's credit quality improved during the fourth quarter of 2002 as measured by reductions in non-performing assets and continued improvement in the Company's internal credit risk ratings.

Non-performing assets were $\$ 54.4$ million at the end of the fourth quarter of 2002 , a decrease of $\$ 8.9$ million, or 14.1 percent, from non-performing assets of $\$ 63.3$ million at the end of the third quarter. Compared to the same period last year, non-performing assets declined $\$ 25.3$ million, or 31.7 percent. At December 31, 2002 the ratio of non-performing assets to total loans plus foreclosed assets and non-performing loans held for sale was 1.01 percent, down from 1.20 percent at September 30, 2002 and down from 1.40 percent at December 31, 2001.

Non-accrual loans were $\$ 45.0$ million at December 31, 2002, a reduction of $\$ 0.7$ million from $\$ 45.7$ million at September 30, 2002 and down $\$ 15.8$ million, or 26.0 percent, from $\$ 60.8$ million at December 31, 2001. Non-accrual loans as a percentage of total loans were 0.84 percent at December 31,2002 , down from 0.87 percent at the end of the previous quarter and down from 1.07 percent at December 31, 2001.

Net charge-offs for the fourth quarter of 2002 were $\$ 11.6$ million, or 0.88 percent, of total average loans (annualized). Charge-offs of $\$ 15.0$ million, which includes an $\$ 8.8$ million write-off of an aircraft lease, were partially offset by recoveries of $\$ 3.4$ million. Net charge-offs of $\$ 27.7$ million for the full year of 2002 were 0.51 percent of total average loans (annualized), a significant improvement from net charge-offs of $\$ 121.4$ million, or 1.57 percent in the prior year.

The allowance for loan and lease losses was $\$ 142.9$ million at December 31, 2002, a decrease of $\$ 11.6$ million compared with September 30, 2002 and a decrease of $\$ 16.1$ million from December 31, 2001. The ratio of the allowance for loan and lease losses to total loans was 2.67 percent at December 31, 2002 compared with 2.94 percent at the end of the third quarter and 2.81 percent at the end of the same quarter last year.

The concentration of credit exposure to selected industries and the amount of the Company's syndicated exposure are summarized in Table 6.

## Other Financial Highlights

Total assets were $\$ 9.5$ billion at the end of December 31, 2002, down from $\$ 10.6$ billion at December 31, 2001 and down slightly from $\$ 9.7$ billion at the end of September 30, 2002. The most significant decrease compared to the previous year was commercial loans as the Company made strategic risk reductions in the portfolio. Compared to September 30, 2002, total assets decreased $\$ 186$ million from $\$ 9.7$ billion largely due to reductions in short-term investments as excess liquidity was utilized for share repurchase and debt reduction during the quarter.

Total deposits at December 31, 2002 were $\$ 6.9$ billion, up $\$ 242$ million from December 31, 2001 and up $\$ 293$ million from the end of September 30, 2002. Quarterly deposit levels are summarized in Table 9. Strong growth in demand and savings deposits more than offset managed decreases in time and foreign deposits. The Company continues to manage down higher cost funds, including time deposits, purchased funds and long-term debt.

During the fourth quarter of 2002, Bank of Hawaii Corporation repurchased 3.3 million shares of common stock at a total cost of $\$ 94.1$ million. The average cost per share was $\$ 28.90$ during the quarter. At December 31, 2002, the Company had repurchased a total of 20.1 million shares under its previously announced share repurchase programs. Through December 31, 2002, a total of $\$ 527.9$ million had been returned to the shareholder at an average cost of $\$ 26.21$ per share. An additional program to repurchase up to $\$ 230$ million of common stock was announced on December 13, 2002. This new authorization, combined with the Company's previously announced authorizations of $\$ 570$ million, brings the total repurchase authority to $\$ 800$ million. Through January 24, 2003, the Company repurchased an additional 1.4 million shares of common stock at a cost of $\$ 30.29$ per share. Remaining buyback authority was $\$ 230.4$ million at January 24, 2003.

The Company's capital and liquidity remains exceptionally strong. At December 31, 2002 the Tier 1 leverage ratio was 10.34 percent compared to 11.20 percent at December 31, 2001 and 11.07 percent at September 30, 2002.

The Company's Board of Directors declared a quarterly cash dividend of $\$ 0.19$ per share on the Company's outstanding shares. The dividend will be payable on March 14, 2003 to shareholders of record at the close of business on February 24, 2003.

Information Technology Systems Replacement Project
Bank of Hawaii Corporation signed an agreement with Metavante Corporation in July 2002 to serve as the Company's primary technology systems provider. The seven-year outsourcing arrangement is on schedule to be operational in the third quarter of 2003 and is expected to provide annual cost savings of over $\$ 17$ million compared to current expense levels. In connection with this decision, the Company estimates that it will recognize transition charges of approximately $\$ 35$ million over the five-quarter conversion period that began in the third quarter of 2002. During the fourth quarter, $\$ 7.0$ million in transition costs were incurred, bringing the total cost to $\$ 13.6$ million in 2002. System conversion costs are estimated to be approximately $\$ 7.7$ million in the first quarter of 2003. Additional details on this project may be found in Table 10.

## Economic Outlook

The current macroeconomic forecast for Hawaii in 2003 is real economic growth of 3.1 percent after modest inflation of 1.8 percent with 2.0 percent job growth, part of which is still recovery from $9 / 11$. Tourism growth for 2003 is forecast at 4.7 percent for domestic travel markets and at 4.8 percent for international travelers. Construction and real estate investment will continue to drive the economy forward in 2003, despite lingering geopolitical risks. For more economic information, visit the Company's web site http://www.boh.com/econ/.

Earnings Outlook
Bank of Hawaii Corporation updates its earnings guidance to $\$ 131$ million in net income for the full year of 2003 . Net income is expected to increase in
the second half of 2003 after completion of the systems conversion project. Based on current conditions, the Company does not expect to record a provision for loan losses in 2003. However, the actual amount of the provision for loan losses will depend on determinations of credit risk that will be made near the end of each quarter. Earnings per share and return on equity projections continue to be dependent upon the terms and timing of share repurchases.

## Conference Call Information

The Company will review its 2002 financial results today at 8:00 a.m. Hawaii Time ( $1: 00 \mathrm{p} . \mathrm{m}$. Eastern Time). The presentation will be accessible via teleconference and via the investor relations link of Bank of Hawaii Corporation's web site, www.boh.com. The conference call number is 800/915-4836 in the U.S. or 973/317-5319 for international callers. A replay will be available for one week beginning at 10:00 a.m. Hawaii Time (3:00 p.m. Eastern Time) on Monday, January 27, 2003 by calling 800/428-6051 in the U.S or 973/709-2089 for international and entering the number 273137 when prompted. A replay of the presentation will be also available on the Company's web site.

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

This news release contains forward-looking statements concerning the expected efficiency ratio, expected level of loan loss provisioning, anticipated costs and annual savings of our technology systems replacement project, and anticipated revenues and expenses in 2003 and beyond. 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 continue 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, of our technology outsourcing project may not result in the expected benefits; unanticipated difficulties or delays in the conversion of our data processing to outsourcing may result in the reduction or delay of anticipated cost savings or increased cost of conversion; the technology outsourcing project may not be able to achieve the projected reductions in staffing; we may encounter unanticipated difficulties or costs in exiting existing data processing agreements with third parties; the required level of reserves for loan and lease losses may increase or decrease due to changes in our credit quality or risk profile; 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. We do not undertake any obligation to update any forward-looking statements to reflect later events or circumstances.

|  | Three Months Ended December 31 |  |  | Ended <br> ber 31 |
| :---: | :---: | :---: | :---: | :---: |
| Performance Ratios | 2002 | 2001 | 2002 | 2001 |
| Net Income | \$28,908 | \$26,320 | \$121,180 | \$117,795 |
| Basic Earnings Per Share | 0.45 | 0.35 | 1.75 | 1.49 |
| Diluted Earnings Per Share | 0.44 | 0.34 | 1.70 | 1.46 |
| Cash Dividends | 12,193 | 13,152 | 50,635 | 56,567 |
| Return on Average Assets | 1.20\% | 0.90\% | 1.22\% | 0.93\% |
| Return on Average Equity | 10.72\% | 8.14\% | 10.24\% | 8.76\% |
| Net Interest Margin | 4.05\% | 3.93\% | 3.99\% | 3.91\% |
| Efficiency Ratio | 68.97\% | 75.61\% | 65.04\% | 65.40\% |
| Continuing Business Efficiency Ratio (1) | 63.70\% | 71.99\% | 62.24\% | 63.36\% |

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Statement of Condition Highlights
    and Performance Ratios
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## Total Assets

Net Loans
Total Deposits
Total Shareholders' Equity

Book Value Per Common Share
Allowance / Loans Outstanding
Average Equity / Average Assets

| $\$ 9,516,418$ | $\$ 10,632,400$ |
| ---: | ---: |
| $5,216,151$ | $5,498,143$ |
| $6,920,161$ | $6,678,220$ |
| $1,015,759$ | $1,247,012$ |
|  |  |
| $\$ 16.12$ | $\$ 17.03$ |
| $2.67 \%$ | $2.81 \%$ |
| $11.88 \%$ | $10.59 \%$ |


| Employees (FTE) |  | 2,891 | 3,175 |
| :--- | :--- | ---: | ---: |
| Branches and offices |  | 93 |  |
| Market Price Per Share of Common |  |  |  |
| Stock for the Quarter Ended: |  |  |  |
|  | Closing | $\$ 30.39$ | $\$ 25.89$ |
|  | High | $\$ 31.05$ | $\$ 26.40$ |
|  | Low | $\$ 25.40$ | $\$ 19.32$ |

(1) Excludes the effects of the businesses that were divested in 2001 , restructuring costs, non-core transactions and costs associated with the information technology system replacement project. Goodwill amortization expense is excluded from 2001.

Bank of Hawaii Corporation and Subsidiaries
Consolidated Statements of Income (Unaudited) Table 2 (dollars in thousands except per share amounts)

|  | Three M Decen 2002 | hs Ended r 31 <br> 2001 | $2002^{\text {Yece }}$ | Ended er 31 2001 |
| :---: | :---: | :---: | :---: | :---: |
| Interest Income |  |  |  |  |
| Interest and Fees on |  |  |  |  |
| Income on Investment <br> Securities - Held to Maturity | 4,658 | 6,401 | 19,597 | 33,521 |
| Income on Investment Securities - Available | Securities - Available |  |  |  |
| for Sale | 22,552 | 29,338 | 101,438 | 137,320 |
| Deposits | 3,578 | 7,858 | 20,020 | 27,596 |
| Funds Sold and Security Resale Agreements | Funds Sold and Security |  |  | 5,034 |
| Other | 1,312 | 1,396 | 5,614 | 5,344 |
| Total Interest Income | 118,879 | 169,512 | 516,538 | 828,262 |
| Interest Expense 118,879 828,262 |  |  |  |  |
| Deposits | 17,657 | 35,158 | 84,348 | 217,305 |
| Security Repurchase |  |  |  |  |
| Funds Purchased | 255 | 365 | 1,030 | 10,099 |
| Short-Term Borrowings | 217 | 1,549 | 1,489 | 9,562 |
| Long-Term Debt | 5,947 | 11,624 | 29,267 | 53,854 |
| Total Interest Expense | 28,661 | 63,412 | 146,307 | 368,584 |
| Net Interest Income | 90,218 | 106,100 | 370,231 | 459,678 |
| Provision for Loan and Lease Losses | - | 14,541 | 11,616 | 74,339 |
| Net Interest Income After Provision for Loan and |  |  |  |  |
| Trust and Asset |  |  |  |  |
| Management | 13,085 | 14,883 | 55,733 | 59,924 |
| Mortgage Banking | 5,152 | (58) | 20,452 | 20,133 |
| Service Charges on Deposit Accounts | 8,326 | 9,058 | 32,617 | 38,467 |
| Fees, Exchange, and Other Service Charges Gains on Sales of | 12,963 | 16,997 | 51,594 | 77,833 |



Bank of Hawaii Corporation and Subsidiaries
Consolidated Statements of Condition
Table 3
(Unaudited)

| (dollars in thousands) | $\begin{array}{r} \text { December } 31 \text { D } \\ 2002 \end{array}$ | $\begin{array}{r} \text { December } 31 \\ 2001 \end{array}$ |
| :---: | :---: | :---: |
| Assets |  |  |
| Interest-Bearing Deposits | \$549,978 | \$1,101,974 |
| Investment Securities - Held to Maturity (Market Value of $\$ 236,016$ and $\$ 407,838$ ) | 229,720 | 396,216 |
| Investment Securities - Available for Sale | 2,287,201 | 2,001,420 |
| Funds Sold | 195,000 | 115,000 |
| Loans Held for Sale | 40,118 | 456,709 |
| Loans | 5,359,004 | 5,657,122 |
| Allowance for Loan and Lease Losses | $(142,853)$ | $(158,979)$ |
| Net Loans | 5,216,151 | 5,498,143 |
| Total Earning Assets | 8,518,168 | 9,569,462 |
| Cash and Non-Interest Bearing Deposits | 374,352 | 408,807 |
| Premises and Equipment | 176,969 | 196,171 |
| Customers' Acceptance Liability | 2,680 | 593 |
| Accrued Interest Receivable | 36,722 | 42,687 |
| Foreclosed Real Estate | 9,434 | 17,174 |


| Mortgage Servicing Rights | 28,820 | 27,291 |
| :---: | :---: | :---: |
| Goodwill | 36,216 | 36,216 |
| Other Assets | 333,057 | 333,999 |
| Total Assets | \$9,516,418 \$ | 10,632,400 |
| Liabilities |  |  |
| Domestic Deposits |  |  |
| Non-Interest Bearing Demand | \$1,719,633 | \$1,552,947 |
| Interest Bearing Demand | 1,169,128 | 956,179 |
| Savings | 2,535,219 | 1,937,663 |
| Time | 1,461,780 | 1,927,778 |
| Foreign Deposits |  |  |
| Time Due to Banks | 1,130 | 230,249 |
| Other Savings and Time | 33,271 | 73,404 |
| Total Deposits | 6,920,161 | 6,678,220 |
| Securities Sold Under Agreements to Repurchase | 735,621 | 1,643,444 |
| Funds Purchased | 64,467 | 55,800 |
| Current Maturities of Long-Term Debt | 114,781 | 120,645 |
| Short-Term Borrowings | 33,420 | 114,247 |
| Banker's Acceptances Outstanding | 2,680 | 593 |
| Retirement Benefits Payable | 61,385 | 36,175 |
| Accrued Interest Payable | 13,731 | 29,762 |
| Taxes Payable | 196,813 | 138,366 |
| Other Liabilities | 82,596 | 98,401 |
| Long-Term Debt | 275,004 | 469,735 |
| Total Liabilities | 8,500,659 | 9,385,388 |
| Shareholders' Equity |  |  |
| Common Stock (\$.01 par value); authorized |  |  |
| 500,000,000 shares; issued / outstanding: |  |  |
|  | 806 | 806 |
| Capital Surplus | 372,192 | 367,672 |
| Accumulated Other Comprehensive Income | 11,659 | 22,761 |
| Retained Earnings | 1,115,910 | 1,055,424 |
| Deferred Stock Grants | $(1,424)$ | $(7,637)$ |
| Treasury Stock, at Cost (Shares:December 2002 <br> - 18,279,288; December 2001 - 8,158,915) | $(483,384)$ | $(192,014)$ |
| Total Shareholders' Equity | 1,015,759 | 1,247,012 |
| Total Liabilities and Shareholders' Equity | \$9,516,418 | \$10,632,400 |

Bank of Hawaii Corporation and Subsidiaries
Consolidated Statements of Shareholders' Equity (Unaudited) Table 4



| Restricted Shares | 5,105 |  | -- | 18,397 |  | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 65,146 Hawaii |  |  |  |  |  |  |  |
| Insurance Network | 1,299 |  | -- |  | 1,299 |  | -- |
| Treasury Stock |  |  |  |  |  |  |  |
| Purchased |  |  |  |  |  |  |  |
| 8,300,900 shares | $(195,687)$ |  | -- |  | -- |  | -- |
| Cash Dividends Paid | $(56,567)$ |  | -- |  | -- |  | -- |
| Balance at |  |  |  |  |  |  |  |
| Dec. 31, 2001 | \$1,247,012 |  | 806 | \$ | 367,672 | \$ | 22,761 |

Bank of Hawaii Corporation and Subsidiaries Consolidated Statements of Shareholders' Equity (Unaudited) Table 4


| (dollars in thousands) | Total | Common Stock | Capital Surplus |  | Accum. <br> Other <br> Comprehensive Income |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at Dec. $31,2001$ | $\$ 1,055,424 \$$ | $(7,637)$ | \$ (192,014) |  |  |
| Comprehensive Income <br> Net Income | $121,180$ | -- | -- | \$ | 121,180 |
| Other Comprehensive Income, Net of Tax Unrealized Gain on Investment Securities | -- | -- | -- |  | 4,237 |
| Foreign Currency <br> Translation <br> Adjustment <br> Pension Liability <br> Adjustments | -- -- | -- -- | -- -- |  | $\begin{array}{r} (582) \\ (14,757) \end{array}$ |
| Total Comprehensive Income |  |  |  |  | 110,078 |
| Common Stock Issued 43,449 Profit Sharing Plan | -- | -- | 952 |  |  |
| 1,581,876 Stock Option Plan | $(10,057)$ | (793) | 37,777 |  |  |
| 101,796 Dividend Reinvestment Plan | (2) | -- | 2,239 |  |  |
| 4,792 Directors' <br> Restricted <br> Shares and <br> Deferred <br> Compensation Plan <br> (91, 600) Employees ' | -- | - | (121) |  |  |
| Restricted Shares | -- | 7,006 |  |  |  |
| Treasury Stock <br> Purchased <br> 11,838,800 shares | -- | -- | $(332,217)$ |  |  |
| Cash Dividends Paid | $(50,635)$ | -- | -- |  |  |


Balance at
Dec. 31, 2002 \$ 1,115,910 \$ $(1,424) \$(483,384)$
Balance at
Dec. 31, 2000 \$ 996,791 \$ -- $\$(17,207)$

| Comprehensive Income |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income | 117,795 | - | -- | \$ | 117,795 |
| Other Comprehensive |  |  |  |  |  |
| Investment |  |  |  |  |  |
| Securities | -- | -- | -- |  | 20,733 |
| Foreign Currency Translation |  |  |  |  |  |
| Adjustment | -- | -- | -- |  | 27,266 |
| Pension Liability |  |  |  |  |  |
| Total Comprehensive |  |  |  |  |  |
| Income |  |  |  | \$ | 165,635 |
| Common Stock Issued |  |  |  |  |  |
| 59,586 Profit |  |  |  |  |  |
| Sharing Plan | - | -- | 1,141 |  |  |
| 916,817 Stock |  |  |  |  |  |
| Option Plan | $(2,591)$ | 5,655 | 17,196 |  |  |
| 120,397 Dividend |  |  |  |  |  |
| Reinvestment Plan | (4) | -- | 2,328 |  |  |
| 5,487 Directors' |  |  |  |  |  |
| Restricted Shares and Deferred |  |  |  |  |  |
| Compensation Plan | -- | -- | 215 |  |  |
| 727,800 Employees' |  |  |  |  |  |
| Restricted Shares | -- | $(13,292)$ | -- |  |  |
| 65,146 Hawaii |  |  |  |  |  |
| Insurance Network | -- | -- | -- |  |  |
| Treasury Stock |  |  |  |  |  |
| Purchased |  |  |  |  |  |
| 8,300,900 shares | -- | -- | $(195,687)$ |  |  |
| Cash Dividends Paid | $(56,567)$ | -- | -- |  |  |
| Balance at |  |  |  |  |  |
| Dec. 31, 2001 | , 055,424 | \$ (7,637) | \$ (192, 014 ) |  |  |

Bank of Hawaii Corporation and Subsidiaries
Consolidated Average Balances and Interest Rates Taxable Equivalent Basis (Unaudited)

Table 5
$\square$
(dollars in millions)

|  | Three Months Ended December 31, 2002 |  |  |  |  | Three Months Ended (1) December 31, 2001 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  | Income/ <br> expense | Yield/ <br> Rate |  | Average <br> Balance |  | come/ <br> pense | Yield/ Rate |
| Earning Assets |  |  |  |  |  |  |  |  |  |
| Interest |  |  |  |  |  |  |  |  |  |
| Bearing |  |  |  |  |  |  |  |  |  |
| Deposits | \$ 796.6 | \$ | 3.6 | 1.78\% | \$ | 1,236.2 | \$ | 7.9 | 2.52\% |
| Funds Sold | 234.5 |  | 0.8 | 1.42 |  | 150.5 |  | 0.8 | 2.09 |
| Investment |  |  |  |  |  |  |  |  |  |
| Securities |  |  |  |  |  |  |  |  |  |
| - Held-To |  |  |  |  |  |  |  |  |  |
| -Maturity | 253.8 |  | 4.7 | 7.38 |  | 431.5 |  | 6.5 | 5.97 |
| - Available |  |  |  |  |  |  |  |  |  |
| for Sale | $2,273.3$ |  | 22.6 | 3.97 |  | 2,037.5 |  | 29.3 | 5.75 |
| Loans Held |  |  |  |  |  |  |  |  |  |


| For Sale | 38.9 | 0.6 | 5.88 | 304.7 | 5.1 | 6.64 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Loans and Lease Financing |  |  |  |  |  |  |
| Domestic <br> - Commercial |  |  |  |  |  |  |
| and Industrial | 867.7 | 11.4 | 5.20 | 1,281.9 | 18.9 | 5.87 |
| - Construction | 131.5 | 1.8 | 5.30 | 175.6 | 2.5 | 5.58 |
| - Mortgage | 2,823.2 | 48.4 | 6.85 | 3,089.4 | 57.3 | 7.42 |
| - Installment | 875.5 | 17.4 | 7.91 | 724.8 | 18.0 | 9.85 |
| - Lease Financing | 498.5 | 6.3 | 5.03 | 484.8 | 7.3 | 5.95 |
| Total Domestic Loans | 5,196.4 | 85.3 | 6.54 | 5,756.5 | 104.0 | 7.19 |
| Foreign | 14.0 | -- |  | 777.0 | 14.6 | 7.48 |
| Total Loans | 5,210.4 | 85.3 | 6.52 | 6,533.5 | 118.6 | 7.23 |
| Other | 78.7 | 1.3 | 6.62 | 86.2 | 1.4 | 6.42 |
| Total Earning <br> Assets | 8,886.2 | 118.9 | 5.33 | 10,780.1 | 169.6 | 6.26 |
| Cash and |  |  |  |  |  |  |
| Non-interest |  |  |  |  |  |  |
| Bearing |  |  |  |  |  |  |
| Deposits | 305.2 |  |  | 354.9 |  |  |
| Other Assets | 363.4 |  |  | 480.7 |  |  |
| Total Assets | \$9,554.8 |  |  | \$11,615.7 |  |  |
| Interest |  |  |  |  |  |  |
| Bearing |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |
| Domestic |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |
| - Demand | \$1,099.9 | 1.1 | 0.38 | \$ 755.5 | 1.0 | 0.53 |
| - Savings | 2,468.2 | 6.4 | 1.03 | 1,977.5 | 8.7 | 1.74 |
| - Timed | 1,501.1 | 10.1 | 2.66 | 2,048.2 | 19.7 | 3.81 |
| Total |  |  |  |  |  |  |
| Domestic Deposits | 5,069.2 | 17.6 | 1.37 | 4,781.2 | 29.4 | 2.44 |
| Foreign Deposits |  |  |  |  |  |  |
| - Time Due to Banks | 2.9 | -- | -- | 365.5 | 2.1 | 2.26 |
| - Other Time |  |  |  |  |  |  |
| and Savings | 39.4 | 0.1 | 1.38 | 445.9 | 3.7 | 3.31 |
| Total Foreign Deposits | 42.3 | 0.1 | 1.29 | 811.4 | 5.8 | 2.84 |
| Total Interest Bearing |  |  |  |  |  |  |
| Deposits | 5,111.5 | 17.7 | 1.37 | 5,592.6 | 35.2 | 2.49 |
| Short-Term |  |  |  |  |  |  |
| Borrowings | 1,053.5 | 5.1 | 1.90 | 1,942.5 | 16.6 | 3.40 |
| Long-Term Debt | 389.9 | 5.9 | 6.05 | 678.9 | 11.6 | 6.79 |
| Total Interest |  |  |  |  |  |  |
| Bearing |  |  |  |  |  |  |
| Liabilities | 6,554.9 | 28.7 | 1.73 | 8,214.0 | 63.4 | 3.06 |
| Net Interest |  |  |  |  |  |  |
| Income |  | \$ 90.2 |  |  | 06.2 |  |


| Interest |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Rate Spread |  | $3.60 \%$ |  | 3.20\% |
| Net Interest |  |  |  |  |
| Margin |  | 4.05\% |  | 3.93\% |
| Non-Interest |  |  |  |  |
| Bearing |  |  |  |  |
| Demand |  |  |  |  |
| Deposits |  |  |  |  |
| - Domestic | 1,601.0 |  | 1,401.3 |  |
| - Foreign | -- |  | 328.0 |  |
| Total Non-Int |  |  |  |  |
| Bearing |  |  |  |  |
| Demand |  |  |  |  |
| Deposits | 1,601.0 |  | 1,729.3 |  |
| Other |  |  |  |  |
| Liabilities | 329.3 |  | 390.3 |  |
| Shareholders' |  |  |  |  |
| Equity | 1,069.6 |  | 1,282.1 |  |
| Total |  |  |  |  |
| Liabilities |  |  |  |  |
| and |  |  |  |  |
| Shareholders' |  |  |  |  |
| Equity | \$9,554.8 |  | \$11,615.7 |  |
|  | ======== |  | ========= |  |

Bank of Hawaii Corporation and Subsidiaries
Consolidated Average Balances and Interest Rates -
Taxable Equivalent Basis (Unaudited)
Table 5
--------------------------------------------------------------------------------1
(dollars in millions)


Total


(1) Adjusted to reflect the reclassification of certain average balances.

Bank of Hawaii Corporation and Subsidiaries
Loan Portfolio Balances (Unaudited)
Table 6
(dollars in millions)

|  | $\begin{aligned} & \text { Dec. } 31 \\ & 2002 \end{aligned}$ | $\begin{gathered} \text { Sept. } 30 \\ 2002 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2002 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2002 \end{gathered}$ | $\begin{gathered} \text { Dec. } 31 \\ 2001 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Domestic |  |  |  |  |  |
| Commercial |  |  |  |  |  |
| Commercial and |  |  |  |  |  |
| Industrial (1) | \$875.0 | \$863. 3 | \$993.4 | \$1,114.9 | \$1,169.8 |
| Mortgage - |  |  |  |  |  |
| Commercial (1) | 591.1 | 616.5 | 562.5 | 617.6 | 640.7 |
| Construction | 127.5 | 146.3 | 148.6 | 161.4 | 169.6 |
| Lease Financing | 427.3 | 433.6 | 432.7 | 436.1 | 423.9 |
| Total Commercial | 2,020.9 | 2,059.7 | 2,137.2 | 2,330.0 | 2,404.0 |
| Consumer |  |  |  |  |  |
| Mortgage - |  |  |  |  |  |
| Residential | 2,131.4 | 2,259.8 | 2,361.2 | 2,409.4 | 2,424.0 |
| Home Equity | 614.0 | 419.2 | 404.2 | 369.8 | 329.9 |
| Other Consumer | 493.3 | 421.6 | 403.2 | 389.5 | 399.8 |
| Lease Financing | 34.5 | 36.5 | 37.3 | 37.9 | 38.9 |
| Total Consumer | 3,273.2 | 3,137.1 | 3,205.9 | 3,206.6 | 3,192.6 |
| Total Domestic | 5,294.1 | 5,196.8 | 5,343.1 | 5,536.6 | 5,596.6 |
| Foreign | 64.9 | 62.5 | 66.1 | 65.0 | 60.5 |
| Total Loans | \$5,359.0 | \$5,259. 3 | \$5,409.2 | \$5,601. 6 | \$5,657.1 |

(1) $\$ 42.3$ million in loans were reclassified to mortgage-commercial from commercial and industrial during the third quarter of 2002.

Selected Concentrations of Credit Exposure (Unaudited)
(dollars in millions)

|  | $\begin{gathered} \text { December } 31, \\ 2002 \end{gathered}$ |  | $\begin{gathered} \text { Sep. 30, Dec. 31, } \\ 2002 \\ 2001 \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Outstand -ing | Unused Commitments | Total <br> Exposure | Total <br> Exposur | Total <br> Exposure |
| Air Transportation (1) |  |  |  |  |  |
| Regional Passenger |  |  |  |  |  |
| United States Based |  |  |  |  |  |


| Passenger Carriers | 39.6 | - | 39.6 | 48.3 | 50.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| International Based |  |  |  |  |  |
| Passenger Carriers | 32.1 | - | 32.1 | 32.2 | 32.5 |
| Cargo Carriers | 15.0 | - | 15.0 | 15.0 | 14.9 |
| Total Air |  |  |  |  |  |
|  | \$133.8 | \$10.2 | \$144.0 | \$152.7 | \$158.3 |
| Lodging National Hotel |  |  |  |  |  |
| Companies | \$23.3 | \$78.7 | \$102.0 | \$104.7 | \$123.9 |
| Hawaii Hotels | 103.4 | 31.9 | 135.3 | 134.6 | 129.4 |
| West Pacific Hotels | 44.6 | - | 44.6 | 46.9 | 60.0 |
| Total Lodging | \$171.3 | \$110.6 | \$281.9 | \$286.2 | \$313.3 |
| Telecommunication |  |  |  |  |  |
| Companies | \$0.9 | \$25.7 | \$26.6 | \$31.1 | \$112.7 |
| Syndicated Exposure | \$309.1 | \$693.0 \$1,002.1 \$1,075.8 \$1,520.4 |  |  |  |
| (1) Includes leases on 29 aircraft to 12 carriers. The largest |  |  |  |  |  |
| carrier exposure is $\$ 30.3$ million on 7 aircraft, including a 737-700 |  |  |  |  |  |
| and 6 commuter aircraft. The largest aircraft exposure is $\$ 15.0$ on an |  |  |  |  |  |
| MD11 aircraft outfitted for cargo. Excluding 18 commuter aircraft, |  |  |  |  |  |

Bank of Hawaii Corporation and Subsidiaries
Consolidated Non-Performing Assets and Accruing Loans Past Table 7 Due 90 Days or More (Unaudited)

| (dollars in millions) | $\begin{gathered} \text { Dec. } 31 \\ 2002 \end{gathered}$ | $\begin{gathered} \text { Sept. } 30 \\ 2002 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2002 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2002 \end{gathered}$ | $\begin{gathered} \text { Dec. } 31 \\ 2001 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Performing Assets |  |  |  |  |  |
| Non-Accrual Loans |  |  |  |  |  |
| Commercial Commercial and Industrial | \$5.9 | \$6.4 | \$14.4 | \$27.4 | \$18.9 |
| Mortgage - Commercial | 20.3 | 18.1 | 25.3 | 15.1 | 16.3 |
| Construction | 0.5 | 0.9 | 0.7 | 1.0 | 9.3 |
| Lease Financing | 4.1 | 5.7 | 6.9 | 4.4 | 0.8 |
| Total Commerical | 30.8 | 31.1 | 47.3 | 47.9 | 45.3 |
| Consumer Mortgage - |  |  |  |  |  |
| Residential | 13.9 | 14.3 | 14.2 | 15.3 | 15.3 |
| Home Equity | 0.3 | 0.2 | 0.1 | 0.4 | 0.1 |
| Other Consumer | - | 0.1 | - | 0.1 | 0.1 |
| Total Consumer | 14.2 | 14.6 | 14.3 | 15.8 | 15.5 |
| Total Non-Accrual Loans | 45.0 | 45.7 | 61.6 | 63.7 | 60.8 |


| Non-Accrual Loans Held <br> For Sale | - | - | - | 7.8 | 1.7 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Foreclosed Real Estate | 9.4 | 17.6 | 17.2 | 19.2 | 17.2 |

Total Non-Performing

| Assets | $\$ 54.4$ | $\$ 63.3$ | $\$ 78.8$ | $\$ 90.7$ | $\$ 79.7$ |
| :--- | :--- | :--- | :--- | :--- | :--- |

Accruing Loans Past Due
90 Days or More



Average Loans
Outstanding $\$ 5,210.4$ \$5,350.0 \$6,533.5 \$5,411.3 \$7,732.7


| Ratio of Net Charge-Offs <br> to Average Loans <br> Outstanding |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| (annualized) | $0.88 \%$ | $0.33 \%$ | $0.88 \%$ | $0.51 \%$ | $1.57 \%$ |
| Ratio of Allowance to <br> Loans Outstanding | $2.67 \%$ | $2.94 \%$ | $2.81 \%$ | $2.67 \%$ | $2.81 \%$ |

Bank of Hawaii Corporation and Subsidiaries
Deposits (Unaudited)
(dollars in millions)
Table 9

|  | $\begin{gathered} \text { Dec. } 31 \\ 2002 \end{gathered}$ | $\begin{gathered} \text { Sept. } 30 \\ 2002 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2002 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2002 \end{gathered}$ | $\begin{gathered} \text { Dec. } 31 \\ 2001 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Domestic |  |  |  |  |  |
| Non-Interest |  |  |  |  |  |
| Bearing Demand | \$1,719.6 | \$1,593.8 | \$1,466.1 | \$1,593.0 | \$1,552.9 |



Bank of Hawaii Corporation and Subsidiaries
$\begin{array}{cr}\text { Information Technology Systems } & \text { Table } \\ \text { Replacement Project (Unaudited) } & 10\end{array}$ (dollars in millions)

|  | $\begin{aligned} & \text { Pro- } \\ & \text { fessional } \\ & \text { Fees } \end{aligned}$ | Employee <br> Termina- <br> tion <br> Benefits | ```Acceler- ated Deprecia- tion``` | Other <br> Associ- <br> ated <br> Costs (1) | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Costs Incurred |  |  |  |  |  |
| Three Months Ended: September 30, 2002 | \$1.9 | \$1.0 | \$3.2 | \$0.5 | \$6.6 |
| December 31, 2002 | 3.2 | 0.2 | 2.2 | 1.4 | 7.0 |
| Year Ended December 31, 2002 | \$5.1 | \$1.2 | \$5.4 | \$1.9 | \$13.6 |
| Total Expected Project Costs | \$12.7 | \$6.6 | \$9.2 | \$7.0 | \$35.5 |

(1) Includes contract termination, equipment, excise tax, and other costs.

Bank of Hawaii Corporation and Subsidiaries
Quarterly Summary of Selected Consolidated Financial Data (Unaudited)

Table 11
(dollars in millions except per share amounts)

|  | $\begin{aligned} & \text { Dec. } 31 \\ & 2002 \end{aligned}$ | $\begin{gathered} \text { Sep. } 30 \\ 2002 \end{gathered}$ | $\begin{gathered} \text { Jun. } 30 \\ 2002 \end{gathered}$ | $\begin{gathered} \text { Mar. } 31 \\ 2002 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Balance Sheet Totals |  |  |  |  |
| Total Assets | \$9,516.4 | \$9,702.7 | \$9,824.1 | \$10,245.0 |
| Net Loans | 5,216.2 | 5,104.9 | 5,250.2 | 5,442.6 |
| Total Deposits | 6,920.2 | 6,627.7 | 6,456.0 | 6,543.8 |
| Total Shareholders' Equity | 1,015.8 | 1,100.7 | 1,191.1 | 1,265.9 |
| Quarterly Operating Results |  |  |  |  |
| Net Interest Income | \$90.2 | \$92.2 | \$92.9 | \$94.9 |
| Provision for Loan and |  |  |  |  |
| Non-Interest Income | 51.1 | 47.4 | 48.2 | 53.2 |
| Gain on Sales of Banking Operations, Net of |  |  |  |  |
| Venture Investment Losses | - | - | - | - |
| Non-Interest Expense | 90.1 | 85.5 | 89.6 | 89.6 |



Bank of Hawaii Corporation and Subsidiaries Quarterly Summary of Selected Consolidated Financial Data (Unaudited)

Table 11
(dollars in millions except per share amounts)

|  | $\begin{gathered} \text { Dec. } 31 \\ 2001 \end{gathered}$ | $\begin{gathered} \text { Sep. } 30 \\ 2001 \end{gathered}$ | $\begin{gathered} \text { Jun. } 30 \\ 2001 \end{gathered}$ | $\begin{gathered} \text { Mar. } 31 \\ 2001 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Balance Sheet Totals |  |  |  |  |
| Total Assets | \$10,632.4 | \$11,947.4 | \$12,791.6 | \$13,743.7 |
| Net Loans | 5,498.1 | 6,586.8 | 7,454.1 | 8,257.8 |
| Total Deposits | 6,678.2 | 7,403.0 | 8,144.6 | 8,848.6 |
| Total Shareholders' Equity | 1,247.0 | 1,371.1 | 1,395.7 | 1,371.9 |
| Quarterly Operating Results |  |  |  |  |
| Net Interest Income | \$106.1 | \$111.7 | \$116.7 | \$125.2 |
| Provision for Loan and Lease Losses | 14.5 | 0.9 | 6.4 | 52.5 |
| Non-Interest Income | 50.3 | 64.8 | 72.5 | 87.8 |
| Gain on Sales of Banking Operations, Net of |  |  |  |  |
| Venture Investment Losses | 28.7 | 47.8 | 24.8 | 72.1 |
| Non-Interest Expense | 121.4 | 118.8 | 121.7 | 127.4 |
| Restructuring and Other Related Costs | 18.5 | 3.0 | 38.9 | 44.4 |
| Information Technology System Replacement |  |  |  |  |
| Project | - | - | - | - |
| Net Income | 26.3 | 31.1 | 26.7 | 33.7 |
| Basic Earnings Per Share | \$0.35 | \$0.39 | \$0.33 | \$0.42 |
| Diluted Earnings Per Share | \$0.34 | \$0.37 | \$0.32 | \$0.42 |
| Return on Average Assets | $0.90 \%$ | 1.00\% | $0.83 \%$ | $0.99 \%$ |


| Return on Average Equity | 8.14\% | $8.88 \%$ | $7.69 \%$ | $10.42 \%$ |
| :--- | :---: | :---: | :---: | :---: |
| Efficiency Ratio | $75.61 \%$ | $54.31 \%$ | $75.07 \%$ | $60.24 \%$ |
| Continuing Business |  |  |  |  |
| Operating Results (1) |  |  |  |  |
| Net Interest Income |  |  |  |  |
| Provision for Loan |  |  |  |  |
| and Lease Losses |  |  |  |  |

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