```
                    U N I T E D S T A T E S
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
    FORM 10-Q/A
Amendment No. 1
(The purpose of this amendment is to correct typographical
errors.)
    (Mark One)
[ X ] Quarterly Report Pursuant to Section 13 or 15(d) of the
                    Securities Exchange Act of 1934 for the quarterly
                period ended September 30, 1994
                            or
[ ] Transition Report Pursuant to Section 13 or 15 (d) of
                the Securities Exchange Act of 1934 for the transition
                period from
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                    Commission File Number 1-6887
                            B A N COR P H A W A I I, I N C.
        (Exact name of registrant as specified in its charter)
            Hawaii 99-0148992
    (Salon) (IRS Employer Identification No.)
    (State of incorporation) (IRS Employer Identification No.)
    1 3 0 Merchant Street, Honolulu, Hawaii
96813
------------------------------------------------
----------
(Address of principal executive offices)
(Zip Code)
(808) 537-8111
----------------------------------------------------------------
(Registrant's telephone number, including area code)
Indicate by check mark whether the registrant (1) has filed all
reports required to be filed by Section 13 or 15(d) of the
Securities Exchange Act of 1934 during the preceding 12 months,
and (2) has been subject to such filing requirements for the past
90 days.
Yes X No
Indicate the number of shares outstanding of each of the issuer's
classes of common stock, as of the latest practicable date.
Common Stock, \$2 Par Value; outstanding at October 31, 1994 -
42,223,990 shares

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BANCORP HAWAII, INC. and subsidiaries
September 30, 1994

PART I. - Financial Information

Item 1. Financial Statements

The consolidated statements of condition as of September 30, 1994 and 1993, and December 31,1993 and related statements of income, shareholders' equity, and cash flows are included herein.

The unaudited financial statements listed above have been prepared in accordance with the instructions to Form 10-Q and therefore do not include all information and footnotes necessary for a fair presentation of financial position, results of operations, and changes in financial position in conformity with generally accepted accounting principles.

The financial statements reflect all adjustments of a normal and recurring nature which are, in the opinion of management, necessary to a fair statement of the results for the interim periods.
\begin{tabular}{|c|c|c|c|}
\hline (in thousands of dollars) & September 30
\[
1994
\] & \[
\begin{array}{r}
\text { December } 31 \\
1993
\end{array}
\] & September 30
\[
1993
\] \\
\hline \multicolumn{4}{|l|}{Assets} \\
\hline Interest-Bearing Deposits & \$792,196 & \$837,704 & \$1,028,378 \\
\hline \begin{tabular}{l}
Investment Securities - Held to Maturity \\
(Market Value of \(\$ 2,221,072, \$ 2,791,328, \$ 3,658,639\), respectively)
\end{tabular} & 2,253,645 & 2,753,590 & 3,595,098 \\
\hline Investment Securities - Available for Sale & 1,159,218 & 893,453 & 28,983 \\
\hline Funds Sold & 61,250 & 57,699 & 72,598 \\
\hline Loans & 7,639,021 & 7,258,368 & 7,209,695 \\
\hline Unearned Income & \((145,015)\) & (149,949) & (151, 768) \\
\hline Reserve for Possible Loan Losses & (143,061) & \((125,284)\) & \((119,726)\) \\
\hline Net Loans & 7,350,945 & 6,983,135 & 6,938,201 \\
\hline Total Earning Assets & 11,617,254 & 11,525,581 & 11,663,258 \\
\hline Cash and Non-Interest Bearing Deposits & 442,695 & 395,315 & 424,014 \\
\hline Premises and Equipment & 197,342 & 167,260 & 161,229 \\
\hline Customers' Acceptance Liability & 13,553 & 8,475 & 15,090 \\
\hline Accrued Interest Receivable & 80,543 & 82,023 & 82,172 \\
\hline Other Real Estate & 1,878 & 4,123 & 2,495 \\
\hline Intangibles, including Goodwill & 94,643 & 102,929 & 95,117 \\
\hline Trading Securities & 13,805 & 74,351 & 14,300 \\
\hline Other Assets & 100,285 & 102,070 & 82,787 \\
\hline Total Assets & \$12,561,998 & \$12,462,127 & \$12,540,462 \\
\hline \multicolumn{4}{|l|}{Liabilities} \\
\hline \multicolumn{4}{|l|}{Domestic Deposits} \\
\hline Demand - Non-Interest Bearing & \$1,322,843 & \$1,405,540 & \$1,324,627 \\
\hline - Interest-Bearing & 1,734,449 & 1,931,807 & 1,902,241 \\
\hline Savings & 1,196,409 & 1,251,876 & 1,277,245 \\
\hline Time & 1,562,432 & 1,581,534 & 1,630,201 \\
\hline Foreign Deposits & 1,144,642 & 834,218 & 938,137 \\
\hline Total Deposits & 6,960,775 & 7,004,975 & 7,072,451 \\
\hline Securities Sold Under Agreements to Repurchase & 2,362,487 & 2,509,550 & 2,717,056 \\
\hline Funds Purchased & 557,550 & 743,915 & 663,920 \\
\hline Short-Term Borrowings & 625,400 & 600,266 & 621,054 \\
\hline Bank's Acceptances Outstanding & 13,553 & 8,475 & 15,090 \\
\hline Accrued Pension Costs & 23,763 & 24,367 & 23,520 \\
\hline Accrued Interest Payable & 56,797 & 34,347 & 41,544 \\
\hline Accrued Taxes Payable & 141,384 & 154,291 & 140,112 \\
\hline Other Liabilities & 96,960 & 85,967 & 82,668 \\
\hline Long-Term Debt & 745,680 & 357,870 & 253,500 \\
\hline Total Liabilities & 11,584,349 & 11,524,023 & 11,630,915 \\
\hline \multicolumn{4}{|l|}{Shareholders' Equity} \\
\hline Common Stock (\$2 par value), authorized 100,000,000 shares; issued/outstanding, September 1994-42,190,534; & 84,381 & & \\
\hline Surplus & 269,447 & 284,886 & 284,411 \\
\hline Unrealized Valuation Adjustments & \((11,097)\) & 537 & \((1,626)\) \\
\hline Retained Earnings & 634,918 & 595,831 & 569,968 \\
\hline Total Shareholders' Equity & 977,649 & 938,104 & 909,547 \\
\hline Total Liabilities and Shareholders' Equity & \$12,561,998 & \$12,462,127 & \$12,540,462 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline (in thousands of dollars except per share amounts) & September 30
1994 & \[
\begin{array}{r}
\text { September } 30 \\
1993
\end{array}
\] & \[
\begin{array}{r}
\text { September } 30 \\
1994
\end{array}
\] & \[
\begin{array}{r}
\text { September } 30 \\
1993
\end{array}
\] \\
\hline \multicolumn{5}{|l|}{Interest Income} \\
\hline Interest on Loans & \$137,950 & \$125,455 & \$397,920 & \$370,401 \\
\hline Loan Fees & 7,462 & 10,070 & 24,498 & 28,021 \\
\hline Income on Lease Financing & 3,276 & 4,590 & 10,558 & 12,786 \\
\hline Interest and Dividends on Investment Securities & & & & \\
\hline Taxable & 33,111 & 51,144 & 106,921 & 153,118 \\
\hline Non-taxable & 427 & 544 & 1,272 & 1,850 \\
\hline Income on Investment Securities Available for Sale & 14,685 & 308 & 36,395 & 5,466 \\
\hline Interest on Deposits & 8,921 & 10,595 & 25,768 & 33,367 \\
\hline Interest on Security Resale Agreements & -- & 8 & -- & 2,934 \\
\hline Interest on Funds Sold & 438 & 639 & 1,230 & 1,744 \\
\hline Total Interest Income & 206,270 & 203,353 & 604,562 & 609,687 \\
\hline \multicolumn{5}{|l|}{Interest Expense} \\
\hline Interest on Deposits & 48,492 & 47,122 & 134,938 & 153,468 \\
\hline Interest on Security Repurchase Agreements & 25,101 & 21,772 & 70,337 & 66,972 \\
\hline Interest on Funds Purchased & 7,685 & 6,103 & 18,521 & 17,574 \\
\hline Interest on Short-Term Borrowings & 3,805 & 3,242 & 11,742 & 10,332 \\
\hline Interest on Long-Term Debt & 9,456 & 3,852 & 22,044 & 7,403 \\
\hline Total Interest Expense & 94,539 & 82,091 & 257,582 & 255,749 \\
\hline Net Interest Income & 111,731 & 121,262 & 346,980 & 353,938 \\
\hline Provision for Possible Loan Losses & 3,031 & 23,889 & 17,253 & 45,105 \\
\hline Net Interest Income After Provision for Possible Loan Losses & 108,700 & 97,373 & 329,727 & 308,833 \\
\hline \multicolumn{5}{|l|}{Non-Interest Income} \\
\hline Trust Income & 13,170 & 11,118 & 36,355 & 29,497 \\
\hline Service Charges on Deposit Accounts & 6,922 & 6,969 & 21,137 & 19,761 \\
\hline Fees, Exchange, and Other Service Charges & 8,969 & 8,188 & 25,753 & 23,757 \\
\hline Other Operating Income & 5,463 & 5,401 & 20,086 & 14,565 \\
\hline Investment Securities Gains (Losses) & (671) & 6,669 & \((2,269)\) & 9,638 \\
\hline Total Non-Interest Income & 33,853 & 38,345 & 101,062 & 97,218 \\
\hline \multicolumn{5}{|l|}{Non-Interest Expense} \\
\hline Salaries & 34,492 & 33,806 & 103,058 & 100,911 \\
\hline Pensions and Other Employee Benefits & 10,344 & 10,305 & 34,061 & 32,367 \\
\hline Net Occupancy Expense of Premises & 9,325 & 10,016 & 27,505 & 27,707 \\
\hline Net Equipment Expense & 7,598 & 6,604 & 22,503 & 19,950 \\
\hline Other Operating Expense & 27,085 & 24,313 & 79,710 & 69,355 \\
\hline Total Non-Interest Expense & 88,844 & 85,044 & 266,837 & 250,290 \\
\hline Income Before Income Taxes & 53,709 & 50,674 & 163,952 & 155,761 \\
\hline Provision for Income Taxes & 21,749 & 20,532 & 63,438 & 58,886 \\
\hline Net Income & \$31,960 & \$30,142 & \$100,514 & \$96,875 \\
\hline Earnings Per Common Share and Common Share Equivalents & \$0.75 & \$0.70 & \$2.34 & \$2. 25 \\
\hline Average Common Shares and Common Share Equivalents Outstanding & 42,845,626 & 42,979,704 & 42,943,828 & 43,080,657 \\
\hline / TABLE & & & & \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
<TABLE> \\
Consolidated Statements of Shareholders' Equity (U
\end{tabular} & audited) & \multicolumn{4}{|r|}{Bancorp Hawaii, Inc. and subsidiaries} \\
\hline (in thousands of dollars except per share amounts) & Total & Common Stock & Surplus & \begin{tabular}{l}
Unrealized \\
Valuation Adj.
\end{tabular} & Retained Earnings \\
\hline Balance at December 31, 1993 & \$938,104 & \$56,850 & \$284,886 & \$537 & \$595,831 \\
\hline Net Income & 100,514 & - & - & - & 100,514 \\
\hline Sale of Common Stock & & & & & \\
\hline 182,640 Profit Sharing Plan & 5,909 & 365 & 5,544 & - & - \\
\hline 126,813 Stock Option Plan & 2,018 & 254 & 1,764 & - & - \\
\hline 163,421 Dividend Reinvestment Plan & 5,420 & 327 & 5,093 & - & - \\
\hline Stock Repurchased & \((29,543)\) & \((1,703)\) & \((27,840)\) & - & - \\
\hline Unrealized Valuation Adjustments & & & & & \\
\hline Investment Securities & \((14,699)\) & - & - & \((14,699)\) & - \\
\hline Foreign Exchange Translation Adjustment & 3,065 & - & - & 3,065 & - \\
\hline 50 Percent Stock Dividend & (59) & 28,288 & - & - & \((28,347)\) \\
\hline Cash Dividends Paid of \$.78 Per Share & \((33,080)\) & - & - & - & \((33,080)\) \\
\hline Balance at September 30, 1994 & \$977,649 & \$84,381 & \$269,447 & (\$11,097) & \$634,918 \\
\hline Balance at December 31, 1992 & \$828,328 & \$56,112 & \$272,810 & (\$2,271) & \$501,677 \\
\hline Net Income & 96,875 & - & - & - & 96,875 \\
\hline Sale of Common Stock & & & & & \\
\hline 75,139 Profit Sharing Plan & 3,429 & 150 & 3,279 & - & - \\
\hline 124,937 Stock Option Plan & 2,786 & 250 & 2,536 & - & - \\
\hline 140,717 Dividend Reinvestment Plan & 6,068 & 282 & 5,786 & - & - \\
\hline Unrealized Valuation Adjustments & & & & & \\
\hline Investment Securities & (19) & - & - & (19) & - \\
\hline Foreign Exchange Translation Adjustment & 664 & - & - & 664 & - \\
\hline Cash Dividends Paid of \$.67 Per Share & \((28,584)\) & - & - & - & \((28,584)\) \\
\hline Balance at September 30, 1993 & \$909,547 & \$56,794 & \$284,411 & (\$1, 62 6) & \$569,968 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline <TABLE>
Consolidated Statements of Cash Flows (Unaudited) Bancorp Hawa & \multicolumn{2}{|l|}{Bancorp Hawaii, Inc. and subsidiaries} \\
\hline Nine Months Ended September 30 (in thousands of dollars) & 1994 & 1993 \\
\hline Operating Activities & & \\
\hline Net Income & \$100,514 & \$96,875 \\
\hline Adjustments to reconcile net income to net cash provided by operating activities: & & \\
\hline Provision for loan losses, depreciation, and amortization of income and expense & 48,837 & 30,778 \\
\hline Deferred income taxes & 10,739 & 4,612 \\
\hline Realized and unrealized investment security gains & (1, 720) & \((8,688)\) \\
\hline Net (increase) decrease in trading securities & 454 & \((2,523)\) \\
\hline Other assets and liabilities, net & 26,649 & 53,636 \\
\hline Net cash provided by operating activities & 185,473 & 174,690 \\
\hline Investing Activities & & \\
\hline Proceeds from redemptions of investment securities held to maturity & 977,956 & 418,114 \\
\hline Purchases of investment securities held to maturity & \((478,011)\) & (977,168) \\
\hline Proceeds from sales of investment securities available for sale & 269,605 & 694,761 \\
\hline Purchases of investment securities available for sale & \((498,148)\) & \((614,651)\) \\
\hline Net decrease in interest-bearing deposits placed in other banks & 45,508 & 404,120 \\
\hline Net (increase) decrease in funds sold & \((3,551)\) & 531,876 \\
\hline Net increase in loans and lease financing & \((395,261)\) & \((256,911)\) \\
\hline Premises and equipment, net & \((45,237)\) & \((17,683)\) \\
\hline Purchase of American Financial Services of Hawaii, Inc., net of cash acquired & -- & \((48,990)\) \\
\hline Net cash provided (used) by investing activities & \((127,139)\) & 133,468 \\
\hline Financing Activities & & \\
\hline Net decrease in demand, savings, and time deposits & \((44,200)\) & \((818,040)\) \\
\hline Proceeds from lines of credit and long-term debt & 387,810 & 190,012 \\
\hline Principal payments on lines of credit and long-term debt & --- & \((20,612)\) \\
\hline Net increase (decrease) in short-term borrowings & \((308,294)\) & 386,578 \\
\hline Proceeds from sale of stock & \((16,196)\) & 12,283 \\
\hline Cash dividends & \((33,139)\) & \((28,584)\) \\
\hline Net cash used by financing activities & \((14,019)\) & \((278,363)\) \\
\hline Effect of exchange rate changes on cash & 3,065 & 664 \\
\hline Increase in cash and non-interest bearing deposits & 47,380 & 30,459 \\
\hline Cash and non-interest bearing deposits at beginning of year & 395,315 & 393,555 \\
\hline Cash and non-interest bearing deposits at end of period & \$442,695 & \$424,014 \\
\hline Item 2. Management's Discussion and Analysis of Financi and Results of Operations & & \\
\hline
\end{tabular}

Financial Review

\section*{Performance Highlights}

Bancorp Hawaii, Inc. (Bancorp) reported earnings for the third quarter of 1994 of \(\$ 32.0\) million, \(6.0 \%\) above earnings for the third quarter of 1993. On a per share basis, earnings were \(\$ 0.75\) for the third quarter of 1994, 7.1\% above the third quarter of 1993. Year-todate net income totaled \(\$ 100.5\) million through September 30, 1994, an increase of \(3.8 \%\) over the same period in 1993. Earnings per share were \(\$ 2.34\) and \(\$ 2.25\) for the nine months ended September 30, 1994 and 1993, respectively. Per share figures have been adjusted for the 50\% stock dividend declared in the first quarter of 1994. Tepid loan demand in Hawaii, Bancorp's main market, along with significant increases in interest rates during 1994 have resulted in slowed earnings growth.

Total assets were \(\$ 12.6\) billion as of September 30, 1994, up 0.8\% from the \(\$ 12.5\) billion reported at year-end 1993. Net loans outstanding increased to \$7.4 billion at September 30, 1994 from \$7.0 billion at year-end 1993, an increase of 5.3\%. Total investment
securities stood at \(\$ 3.4\) billion at September 30,1994 representing a 6.4\% decline from year-end 1993. The overall decrease in total investments reflects the maturing of investment securities and reduction of the securities sold under agreement to repurchase.

Total deposits remained level at \(\$ 7.0\) billion, compared with year-end 1993 and decreased from the \(\$ 7.1\) billion reported on September 30, 1993. Securities sold under agreements to repurchase (repos) as of September 30, 1994 totaled \(\$ 2.4\) billion, a decline of 5.9\% from year-end 1993 and a \(13.0 \%\) decline from September 30, 1993. The changes in repo balances, which are mainly comprised of government funds are discussed later in the liquidity section of this report.

Non-performing assets (NPAs) increased to \(\$ 56.1\) million at September 30,1994 compared to \(\$ 53.3\) million at the end of the second quarter of 1994. This favorably compares with NPAs of \(\$ 68.8\) million at year-end 1993. A further discussion on NPAs and Reserve for Loan Losses follows.

Trust income for the third quarter of 1994 which includes both American Financial Services (AFS) and Hawaiian Trust Company totaled \(\$ 13.2\) million, an \(18.5 \%\) increase over the \(\$ 11.1\) million reported for the same quarter in 1993. The substantial increase in trust income was partially due to synergies gained by consolidating the operations of AFS. Synergies gained from the consolidation are expected to continue for the rest of the year.

Risk Elements in Lending Activities

At September 30, 1994, total loans were \(\$ 7.6\) billion, a \(5.2 \%\) increase over year-end 1993 and \(6.0 \%\) above total loans on September 30, 1993. The focus of the loan growth has been in the residential mortgage and installment loan categories with the weak commercial loan growth reflecting Hawaii's sluggish economy. In spite of this slower loan growth, Bancorp's lending policies remain unchanged and conservative. The following table presents Bancorp's total loan portfolio balances for the periods indicated.


Commercial and Industrial Loans

Commercial and Industrial loans outstanding were \(\$ 1.7\) billion as
of September 30, 1994, reflecting a decrease of 3.3\% from year-end
1993. There was also a decline in loan balances as compared to the same time last year. The decline in this loan category reflects the lack of loan demand due to the tepid business climate in Hawaii.

Real Estate Loans

Total real estate loans at September 30, 1994 were \(\$ 4.2\) billion, up 7.9\% over year-end 1993. The real estate sector continues to show growth reflecting the residuals of the refinancing surge and to a certain extent the tight housing market in Hawaii. Both commercial and residential real estate balances showed growth in 1994.
Commercial real estate balances (excluding construction) of \$1.3 billion on September 30, 1994 rose \(3.2 \%\) from year-end 1993 and 6.6\% from September 30 , 1993. Residential mortgage loans (excluding construction loans) totaled \(\$ 2.8\) billion as of September 30, 1994, up \(11.9 \%\) from year-end 1993 and up \(16.8 \%\) from the same date last year. Construction loan balances have declined to \(\$ 143.5\) million at September 30 , 1994. These balances compare with \(\$ 171.3\) million at year-end 1993 and \(\$ 172.4\) million on September 30, 1993. Although there is an overall slowdown in the construction sector in Hawaii, the residential housing market continues to show good growth.

Other Lending

Installment loans as of September 30, 1994 increased by 5.5\% to \(\$ 713.3\) million from the \(\$ 676.2\) million reported on December 31, 1993. The September 30 , 1994 balance was \(8.5 \%\) above the \(\$ 657.6\) million on September 30, 1993. The increase reflects Bancorp's efforts to increase its installment loan base through special programs for VISA cards and other consumer loans. Lease financing of \(\$ 380.0\) million on September 30 , 1994 decreased 5.4\% from \(\$ 401.7\) million reported at year-end 1993 and \(6.5 \%\) from \(\$ 406.5\) million reported at September 30 , 1993. The decline in leasing activity reflects the competitiveness in the market between loans and leases for equipment financing.

Foreign loan balances have increased to \(\$ 707.9\) million as of September 30, 1994, up 19.3\% from a year-end 1993 and up 1.5\% from a year ago september 30. The rise in foreign loans over year-end 1993 reflect the increased valuation of Japanese loans due to the yen-U.S. dollar relationship. The foreign loan total includes outstanding credits to Less Developed Countries (LDC). LDC exposure remains very limited at \(\$ 1.0\) million in outstanding credits and \(\$ 98.1\) million in confirmed letters of credit and banker's acceptances at September 30, 1994. All LDC exposure is in the Philippines.

Non-Performing Assets and Past Due Loans
Bancorp's non-performing assets include non-accrual loans, restructured loans and foreclosed real estate. NPAs totaled \(\$ 56.1\) million, representing \(0.73 \%\) of total loans outstanding at September 30, 1994. This ratio compares with 0.95\% at year-end 1993 and 1.26\% at the end of the third quarter 1993. The improvement of this ratio reflects Bancorp's effort to aggressively manage these loans and charge off balances when appropriate.

Non-accrual loans increased during the third quarter of 1994 to \(\$ 54.2\) million from \(\$ 42.6\) million at June 30 , 1994 , but remained lower than the \(\$ 58.4\) million reported at year-end 1993. The increase from the second quarter of 1994 was mainly due to the addition of a commercial real estate property loan of \(\$ 10.8\) million. Of the nonaccrual loans, only eight loans exceed \(\$ 1\) million and represent in total \(\$ 41.8\) million of the balance at September \(30,1994\).

At the end of the third quarter of 1994, there were no restructured loans reported compared with \(\$ 7.3\) million reported at June 30, 1994 and \(\$ 6.3\) million at year-end 1993. Total foreclosed
real estate declined to \(\$ 1.9\) million compared to the \(\$ 3.4\) million reported at June 30,1994 and \(\$ 4.1\) million reported at year-end 1993. The decrease reflects the sale of a hotel property on the island of Kauai at no additional loss. There remains only seven properties in foreclosed real estate, of the seven properties, two represent \(\$ 1.2\) million or \(67 \%\) of foreclosed real estate.

Accruing loans past due 90 days or more decreased to \(\$ 9.2\) million from the \(\$ 9.9\) million reported at June 30,1994 and also lower than the \(\$ 10.0\) million reported at year-end 1993. Total NPAs and loans 90 days past due totaled \(\$ 65.3\) million, a \(17.1 \%\) decrease from the \(\$ 78.8\) million reported at year-end 1993. Total NPAs and loans 90 days past due as a percent of total loans outstanding was . \(85 \%\), 24 basis points below the \(1.09 \%\) reported at year-end 1993.

The following table presents NPAs and past due loans for the periods indicated.

Bancorp Hawaii, Inc.
Consolidated Non-Performing Assets and Accruing Loans Past Due 90 Days or More
\begin{tabular}{|c|c|c|c|}
\hline (in millions of dollars) & \[
\begin{array}{r}
\text { September } 30 \\
1994
\end{array}
\] & \[
\begin{array}{r}
\text { December } 31 \\
1993
\end{array}
\] & \[
\begin{array}{r}
\text { September } \\
1993
\end{array}
\] \\
\hline \multicolumn{4}{|l|}{Non-Accrual Loans} \\
\hline Commercial & \$20.8 & \$15.7 & \$35.6 \\
\hline \multicolumn{4}{|l|}{Real Estate} \\
\hline Construction & 1.8 & 17.7 & 18.2 \\
\hline Commercial & 15.5 & 7.8 & 9.1 \\
\hline Residential & 15.0 & 16.4 & 17.0 \\
\hline Installment & 0.3 & 0.5 & 0.6 \\
\hline Leases & 0.8 & 0.3 & 0.4 \\
\hline Other & -- & -- & -- \\
\hline Foreign & -- & -- & 1.3 \\
\hline Subtotal & 54.2 & 58.4 & 82.2 \\
\hline
\end{tabular}

Restructured Loans
Commercial
\begin{tabular}{|c|c|c|}
\hline -- & 1.0 & 1.0 \\
\hline -- & -- & -- \\
\hline -- & 5.3 & 5.3 \\
\hline -- & -- & -- \\
\hline -- & -- & -- \\
\hline -- & -- & -- \\
\hline -- & -- & - \\
\hline -- & -- & -- \\
\hline -- & 6.3 & 6.3 \\
\hline
\end{tabular}

Subtotal

Foreclosed Real Estate
\begin{tabular}{|c|c|c|c|}
\hline Domestic & 1.9 & 4.1 & 2.5 \\
\hline Foreign & -- & -- & -- \\
\hline Subtotal & 1.9 & 4.1 & 2.5 \\
\hline Total Non-Performing Assets & 56.1 & 68.8 & 91.0 \\
\hline
\end{tabular}

Accruing Loans Past Due 90 Days or More
Commercial
\(0.9 \quad 0.31 .1\)
Real Estate
\begin{tabular}{|c|c|c|c|}
\hline Construction & -- & -- & 1.5 \\
\hline Commercial & 1.4 & 1.9 & 1.5 \\
\hline Residential & 2.4 & 4.1 & 3.9 \\
\hline Installment & 4.5 & 3.5 & 4.2 \\
\hline Leases & -- & 0.1 & 0.1 \\
\hline Other & -- & 0.1 & -- \\
\hline Foreign & -- & -- & -- \\
\hline Subtotal & 9.2 & 10.0 & 12.3 \\
\hline Total & \$65.3 & \$78.8 & \$103.3 \\
\hline Ratio of Non-Performing Assets to Total Loans & 0.73\% & 0.95\% & 1.26\% \\
\hline Ratio of Non-Performing Assets and Accruing Loans Past Due & & & \\
\hline 90 Days or More to Total Loans & \(0.85 \%\) & 1.09\% & 1.43\% \\
\hline
\end{tabular}

Summary of Loan Loss Experience
The reserve for loan losses stood at \(\$ 143.1\) million at September 30, 1994, representing 1.91\% of loans outstanding. This compares with \(1.91 \%\) as of June 30, 1994, 1.76\% at year-end 1993 and \(1.70 \%\) on September 30, 1993.

Loan loss provisions were \(\$ 3.1\) million for the third quarter of 1994, about half the \(\$ 5.9\) million reported for the second quarter of 1994. The reduced level of provisions reflecting the strong recoveries and the lower level of charge-offs so far this year. As indicated in the table following, charge-offs totaled \(\$ 8.0\) million for the third quarter of 1994 , compared with \(\$ 4.8\) million for the second quarter of 1994 and \(\$ 37.0\) million during the third quarter of 1993. The large amount charged-off in the third quarter of 1993 was mainly due to the additional charge-off of loans to a single borrower secured by commercial leasehold property. Partial charge-offs were also recognized in late 1992. The strong level of recoveries for 1994 have been largely realized from those loans.

Net charge-offs for the third quarter of 1994 were \(\$ 1.2\) million, compared to the net recovery figure of \(\$ 5.2\) million reported for the second quarter of 1994. For the year-to-date, Bancorp reported a net recovery of \(\$ 0.5\) million compared to net charge-offs of \(\$ 54.0\) million for the same period in 1993. The annualized ratio of net charge-offs to average loans outstanding for the third quarter 1994 of \(0.06 \%\), compares with the ratio of net recoveries to average loans of \(0.29 \%\) for the second quarter of 1994 and well below the net charge-off ratio of \(2.00 \%\) reported for the third quarter of 1993.

A detailed breakdown of charge-offs and recoveries by loan category is presented in the following table.
\begin{tabular}{|c|c|c|c|c|}
\hline (in millions of dollars) & \[
\begin{array}{r}
\text { Third } \\
\text { Quarter } \\
1994
\end{array}
\] & \[
\begin{array}{r}
\text { Third } \\
\text { Quarter } \\
1993
\end{array}
\] & First Nine Months 1994 & First Nine Months 1993 \\
\hline Average Loans Outstanding & \$7,468.3 & \$7,076.7 & \$7,310.9 & \$6,973.4 \\
\hline Balance of Reserve for Possible Loan Losses at Beginning of Period & \$141.2 & \$131.2 & \$125.3 & \$128.6 \\
\hline Loans Charged Off
Commercial and Industrial & & & & \\
\hline Commercial and Industrial & 4.1
0.1 & 31.0 & 9.8
0.1 & 42.0
0.2 \\
\hline Real Estate - Mortgage & & & & \\
\hline Commercial & 0.8 & -- & 1.8 & 2.6 \\
\hline Residential & 0.5 & 0.2 & 0.6 & 0.2 \\
\hline Installment & 2.5 & 2.3 & 6.8 & 6.2 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline Foreign & -- & 1.5 & 0.7 & 6.4 \\
\hline Leases & -- & 2.0 & 0.1 & 2.0 \\
\hline Total Charged Off & 8.0 & 37.0 & 19.9 & 59.6 \\
\hline Recoveries on Loans Previously Charged Off & & & & \\
\hline Commercial and Industrial & 5.2 & 0.7 & 16.3 & 2.7 \\
\hline Real Estate - Construction & -- & -- & -- & -- \\
\hline Real Estate - Mortgage & & & & \\
\hline Commercial & 0.2 & -- & 0.9 & -- \\
\hline Residential & -- & 0.1 & 0.2 & 0.2 \\
\hline Installment & 0.8 & 0.8 & 2.4 & 2.4 \\
\hline Foreign & -- & -- & -- & 0.2 \\
\hline Leases & 0.6 & -- & 0.6 & 0.1 \\
\hline Total Recoveries & 6.8 & 1.6 & 20.4 & 5.6 \\
\hline Net (Charge Offs) Recoveries & (1.2) & (35.4) & 0.5 & (54.0) \\
\hline Provision Charged to Operating Expenses & 3.1 & 23.9 & 17.3 & 45.1 \\
\hline Balance at End of Period & \$143.1 & \$119.7 & \$143.1 & \$119.7 \\
\hline Ratio of Net (Charge Offs) Recoveries to & & & & \\
\hline Average Loans Outstanding (annualized) & (0.06) \% & (2.00) \% & \(0.01 \%\) & (1.03) \% \\
\hline Ratio of Reserve to Loans Outstanding & 1.91\% & \(1.70 \%\) & 1.91\% & \(1.70 \%\) \\
\hline
\end{tabular}

Capital

The level of Bancorp's capital is managed through the target ratios outlined in Bancorp's 1993 Annual Report. Bancorp's 6\% minimum target of average equity to average assets keeps both objectives of a return on assets of \(1 \%\) and return on equity of \(16 \%\) in reasonable balance. The average equity to average assets ratio for the year through September 1994 was \(7.69 \%\), compared with the \(7.09 \%\) reported for 1993.

As announced earlier in 1994, Bancorp began a program to repurchase shares of its common stock. So far in 1994, Bancorp has repurchased more than 850,000 shares, more than offsetting the new shares issued for its Profit Sharing Plan, Stock Option Plan and Dividend Reinvestment Plan.

Regulatory risk-based capital remained well above minimum guidelines. Bancorp's Total Capital and Tier 1 Capital ratios were \(13.79 \%\) and \(11.05 \%\), respectively, compared to \(13.59 \%\) and \(10.84 \%\), respectively, at June 30 , 1994. Regulatory guidelines prescribe a minimum Total Capital ratio of \(10.00 \%\) and a Tier 1 Capital ratio of \(6.00 \%\) for an institution to qualify as well capitalized. Bancorp's strategy is to maintain its capital ratios at levels to meet this qualification to benefit from the financial and regulatory incentives provided to well capitalized companies.

In addition, the leverage ratio, which is Tier 1 Capital to Total Average Assets, was \(7.46 \%\) at September 30,1994 , compared to \(7.21 \%\) at June 30, 1994 and 6.84\% at September 30, 1993. The required minimum ratio is \(5.00 \%\) to qualify an institution as well capitalized.

Spread Management

The average net interest margin or spread on earning assets for the third quarter of 1994 was \(3.79 \%\), a decrease from the \(4.01 \%\) reported in the second quarter of 1994 and a decrease from the 4.07\% reported for the same period in 1993. Year-to-date spread for 1994 was \(3.95 \%\) compared to \(4.00 \%\) for the same period in 1993. The rise in interest rates in 1994, combined with the modest loan growth, has continued to place pressure on Bancorp's ability to maintain current spread levels. The impact is seen by the substantial decrease in spread when comparing the third quarter 1994 with second quarter 1994. Over the next two quarters, Bancorp will have an opportunity to reduce its liability sensitive position as a significant amount of fixed rate investments are scheduled to mature.

The cost of funds rate for the third quarter of 1994 was \(3.77 \%\), which was above the \(3.25 \%\) reported for the third quarter of 1993. The rise in the cost of funds reflects the impact of higher interest rates
and increased competition for deposits.
The earning asset yield was \(6.98 \%\) for the third quarter of 1994, an increase over the third quarter 1993 of \(6.81 \%\). This increase has not kept up with the increased cost of funds and results in the squeeze on Bancorp's spread.

Consolidated Average Balances and Interest Rates Taxable Equivalent Bancorp Hawaii, Inc. and subsidiaries
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline (in millions of dollars) & \multicolumn{3}{|l|}{Three Months Ended September 30, 1994 Average Income/Yield/} & \multicolumn{3}{|l|}{Three Months Ended September 30, 1993 Average Income/Yield/} \\
\hline \multicolumn{7}{|l|}{Earning Assets} \\
\hline Interest Bearing Deposits & \$747.0 & \$8.9 & 4.74\% & \$1,127.3 & \$10.6 & 3.73\% \\
\hline Investment Securities & & & & & & \\
\hline -Taxable & 2,445.2 & 33.1 & 5.37 & 3,586.7 & 51.2 & 5.66 \\
\hline -Tax-Exempt & 18.3 & 0.7 & 14.22 & 26.9 & 0.8 & 12.18 \\
\hline & 1,039.6 & 14.7 & 5.60 & 21.2 & 0.3 & 5.78 \\
\hline Funds Sold & 31.6 & 0.4 & 5.50 & 46.2 & 0.6 & 5.55 \\
\hline \multicolumn{7}{|l|}{Net Loans} \\
\hline - Domestic & 6,820.2 & 134.6 & 7.83 & 6,376.7 & 122.4 & 7.61 \\
\hline -Foreign & 648.1 & 6.8 & 4.18 & 700.0 & 7.9 & 4.50 \\
\hline Loan Fees & & 7.5 & & & 10.1 & \\
\hline Total Earning Assets & 11,750.0 & 206.7 & 6.98 & 11,885.0 & 203.9 & 6.81 \\
\hline Cash and Due From Banks & 373.2 & & & 309.5 & & \\
\hline Other Assets & 329.3 & & & 246.0 & & \\
\hline Total Assets & \$12,452.5 & & & \$12,440.5 & & \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \multicolumn{7}{|l|}{Interest Bearing Liabilities} \\
\hline Domestic Deposits - Demand & \$1,864.4 & 11.1 & 2.36 & \$2,016.8 & 10.5 & 2.07 \\
\hline - Savings & 1,219.6 & 6.4 & 2.10 & 1,251.6 & 8.0 & 2.54 \\
\hline - Time & 1,516.8 & 16.1 & 4.20 & 1,650.6 & 18.5 & 4.45 \\
\hline Total Domestic & 4,600.8 & 33.6 & 2.90 & 4,919.0 & 37.0 & 2.99 \\
\hline Total Foreign & 1,240.4 & 14.9 & 4.75 & 1,163.1 & 10.1 & 3.43 \\
\hline Total Deposits & 5,841.2 & 48.5 & 3.29 & 6,082.1 & 47.1 & 3.07 \\
\hline Short-Term Borrowings & 3,429.6 & 36.6 & 4.23 & 3,703.0 & 31.1 & 3.33 \\
\hline Long-Term Debt & 682.0 & 9.4 & 5.50 & 251.1 & 3.9 & 6.09 \\
\hline Total Interest Bearing Liabilities & 9,952.8 & 94.5 & 3.77 & 10,036.2 & 82.1 & 3.25 \\
\hline Net Interest Income & & 112.2 & 3.21 & & 121.8 & 3.56 \\
\hline Average Spread on Earning Assets & & & 3.79\% & & & 4.07\% \\
\hline Demand Deposits & 1,329.2 & & & 1,346.5 & & \\
\hline Other Liabilities & 193.1 & & & 151.3 & & \\
\hline Shareholders' Equity & 977.4 & & & 906.5 & & \\
\hline Total Liabilities and Shareholders' Equity & \$12,452.5 & & & \$12,440.5 & & \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline Provision for Possible Losses & 3.0 & 23.9 \\
\hline Net Overhead & 55.0 & 46.7 \\
\hline Income Before Income Taxes & 54.2 & 51.2 \\
\hline Provision for Income Taxes & 21.8 & 20.6 \\
\hline Tax-Equivalent Adjustment & 0.4 & 0.5 \\
\hline Net Income & \$34.4 & \$33.0 \\
\hline
\end{tabular}

Consolidated Average Balances and Interest Rates Taxable Equivalent Bancorp Hawaii, Inc. and subsidiaries

\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \multicolumn{7}{|l|}{Earning Assets} \\
\hline Interest Bearing Deposits & \$839.5 & \$25.8 & 4.10\% & \$1,179.7 & \$33.4 & \(3.78 \%\) \\
\hline \multicolumn{7}{|l|}{Investment Securities} \\
\hline -Taxable & 2,618.3 & 106.9 & 5.46 & 3,467.1 & 153.1 & 5.90 \\
\hline -Tax-Exempt & 19.0 & 2.0 & 13.78 & 31.2 & 2.8 & 12.01 \\
\hline & 969.8 & 36.4 & 5.02 & 70.1 & 5.5 & 10.42 \\
\hline Funds Sold & 36.7 & 1.2 & 4.48 & 178.7 & 4.7 & 3.50 \\
\hline \multicolumn{7}{|l|}{Net Loans} \\
\hline -Domestic & 6,665.8 & 385.4 & 7.73 & 6,295.4 & 361.1 & 7.67 \\
\hline -Foreign & 645.1 & 23.7 & 4.90 & 678.0 & 22.8 & 4.50 \\
\hline Loan Fees & & 24.5 & & & 28.0 & \\
\hline Total Earning Assets & 11,794.2 & 605.9 & 6.87 & 11,900.2 & 611.4 & 6.87 \\
\hline Cash and Due From Banks & 429.3 & & & 411.4 & & \\
\hline Other Assets & 338.6 & & & 275.8 & & \\
\hline Total Assets & \$12,562.1 & & & \$12,587.4 & & \\
\hline \multicolumn{7}{|l|}{Interest Bearing Liabilities} \\
\hline Domestic Deposits - Demand & \$1,903.4 & 29.8 & 2.10 & \$2,046.0 & 35.3 & 2.31 \\
\hline - Savings & 1,249.4 & 20.7 & 2.21 & 1,231.2 & 25.5 & 2.77 \\
\hline - Time & 1,529.3 & 47.7 & 4.17 & 1,756.3 & 60.4 & 4.60 \\
\hline Total Domestic & 4,682.1 & 98.2 & 2.81 & 5,033.5 & 121.2 & 3.22 \\
\hline Total Foreign & 1,213.8 & 36.7 & 4.04 & 1,197.8 & 32.3 & 3.61 \\
\hline Total Deposits & 5,895.9 & 134.9 & 3.06 & 6,231.3 & 153.5 & 3.29 \\
\hline Short-Term Borrowings & 3,576.9 & 100.6 & 3.76 & 3,803.7 & 94.8 & 3.33 \\
\hline Long-Term Debt & 560.2 & 22.1 & 5.26 & 168.7 & 7.4 & 5.87 \\
\hline Total Interest Bearing Liabilities & 10,033.0 & 257.6 & 3.43 & 10,203.7 & 255.7 & 3.35 \\
\hline Net Interest Income & & 348.3 & 3.44 & & 355.7 & 3.52 \\
\hline Average Spread on Earning Assets & & & 3.95\% & & & \(4.00 \%\) \\
\hline Demand Deposits & 1,371.3 & & & 1,306.3 & & \\
\hline Other Liabilities & 192.0 & & & 198.3 & & \\
\hline Shareholders' Equity & 965.8 & & & 879.1 & & \\
\hline Total Liabilities and Shareholders' Equity & \$12,562.1 & & & \$12,587.4 & & \\
\hline Provision for Possible Losses & & 17.3 & & & 45.1 & \\
\hline Net Overhead & & 165.8 & & & 153.1 & \\
\hline Income Before Income Taxes & & 165.2 & & & 157.5 & \\
\hline Provision for Income Taxes & & 63.4 & & & 58.9 & \\
\hline Tax-Equivalent Adjustment & & 1.3 & & & 1.7 & \\
\hline Net Income & & \$34.4 & & & \$33.0 & \\
\hline
\end{tabular}

Interest Bearing Liabilities
Saving

Liquidity

Bancorp's liquidity or the ability to meet day-to-day financial needs of its customers is important. The strategy to meet these liquidity needs was outlined in the 1993 Annual Report and currently remains in place.

The investment portfolio totaled \(\$ 3.4\) billion at September 30 , 1994 reflecting a change from the \(\$ 3.6\) billion reported at year-end 1994. There has been a change in the mix of the portfolio with the held to maturity portfolio decreasing from \(\$ 2.8\) billion at year-end 1993 to \(\$ 2.3\) billion at September \(30,1994\). Over the same period, securities classified as available for sale have increased from \$893.5 million to \(\$ 1.6\) billion to improve Bancorp's liquidity.

At September 30, 1994, deposits were \(\$ 7.0\) billion, compared to \(\$ 7.0\) billion and \(\$ 7.1\) billion reported at year-end 1993 and September 30, 1993, respectively. The level of deposits reflect increased competition for deposits, not only by banks and savings and loan companies, but also by securities brokerage firms. These deposit totals do not include repos, which are offered to governmental entities as an alternative to deposits. Repos offered to state and municipal governments require the same level of collateralization as government deposits, but provide a marginally higher rate of interest, as these funds are not FDIC insured. Repos totaled \(\$ 2.4\) billion as of

September 30, 1994, compared to \(\$ 2.5\) billion at year-end 1993 and \(\$ 2.7\) billion as of September 30, 1993. The lower level of repo balances reflects expected variations in governmental cash flows.

During the quarter, Bank of Hawaii issued an additional \$150 million in bank notes. The notes were issued under the established bank note facility allowing the issuance of up to \(\$ 750\) million in notes. The notes bear floating and fixed interest rates and mature in 1 to 2 years. As of September \(30,1994, \$ 450\) million have been issued under this facility. As a result, long term debt increased to \$745.7 million at September 30, 1994.

Net Overhead
The net overhead ratio is a tool used to manage Bancorp's net overhead. As stated in Bancorp's 1993 Annual Report, the net overhead ratio is defined as the ratio of non-interest expense to non-interest income. Bancorp's long term goal is to have a ratio of 2 to 1 , where fee income offsets at least half of the cost of operations. The ratio for the third quarter of 1994 was 2.57 , compared to the 2.71 for the second quarter of 1994 and 2.68 reported last year for the same period. The net overhead ratio for full year 1993 was 2.82. These ratios are calculated before investment securities gains and losses.

Another productivity measure used at Bancorp is the amount of net income per full-time equivalent staff (FTE). The objective is to improve net income with existing or lesser staff levels. Year-to-date 1994 net income per FTE was just over \(\$ 23,300\) or \(\$ 31,000\) on an annualized basis, compared to the \(\$ 31,000\) and \(\$ 31,100\) reported for the full years of 1993 and 1992, respectively.

Non-interest income for the third quarter was \(\$ 34.5\) million (excluding investment securities gains/losses), a 9.0\% increase over the same quarter in 1993. Trust income was \(\$ 13.2\) million, up 18.5\% from the same period last year. The substantial increase was partially due to synergies gained from the consolidation of the subsidiaries of AFS as sales forces and operating units have been combined. Service charges on deposit accounts for the third quarter of 1994 were \(\$ 6.9\) million, compared to \(\$ 7.0\) million reported for the same quarter last year. Fees, exchange and other service charges for the third quarter were \(\$ 9.0\) million, an increase of \(9.5 \%\) over the same period last year. The increase was largely fueled by increased ATM usage fees. Other operating income totaled \(\$ 5.4\) million for the third quarter of 1994; just slightly above the number reported for the third quarter of 1993.

Expense control continues to be a high priority at Bancorp. Noninterest expense for the third quarter of 1994 was \(\$ 88.8\) million compared to \(\$ 85.0\) million reported for the third quarter of 1993, an increase of \(4.5 \%\). Control over salary and benefits has been an emphasis for Bancorp as it is the largest single expense category after interest expense. Salary and benefit expenses increased to \(\$ 44.8\) million for the third quarter of 1994, up 1.6\% from \(\$ 44.1\) million reported for the same period last year. For the year-to-date, salary and benefits totaled \(\$ 137.1\) million, compared to \(\$ 133.3\) million for the same period in 1993, an increase of \(2.9 \%\). The increase largely results from the acquisition of AFS in May of 1993.

Occupancy and premises costs declined \(6.9 \%\) to \(\$ 9.3\) million for the third quarter 1994 from \(\$ 10.0\) million for the third quarter 1993. This decline largely reflecting the elimination of the premises expenses incurred by AFS in 1993. For the year-to-date, net premises is virtually level with the comparable period in 1993. Equipment expenses increased to \(\$ 7.6\) million, \(15.1 \%\) above third quarter 1993 expenses of \(\$ 6.6\) million. For the year-to-date, net equipment expense is up \(12.8 \%\) to \(\$ 22.5\) million from the \(\$ 20.0\) million for the same period in 1993. The rise in equipment expenses reflect increased
```

costs to maintain computer equipment, the conversion of a deposit
system and the continuing effort to invest in technology.
Other operating expenses rose to \$79.7 million for the nine
months ended September 30, 1994, compared with \$69.4 million reported
for the same period in 1993. The substantial increase in this
category reflects two large items. The first was the increase in the
amortization of intangibles for acquisitions made in 1993 of \$2.0
million. The second item was an increase in professional service fees
of \$3.9 million, this increase is partly due to the recovery of \$2.5
million in legal fees in 1993.
PART II. - Other Information
Items 1 to 5 omitted pursuant to instructions.
Item 6 - Exhibits and Reports on Form 8-K
(a) The following exhibits are filed herewith:
Exhibit \#11 - Statement regarding computation of per
share earnings.
Exhibit \#20 - Report furnished to shareholders for
the quarter ended June 30, 1994.
Exhibit \#27 - Financial Data Schedule.
(b) No Form 8-K filings were made in the third quarter.

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SIGNATURES
            Pursuant to the requirements of the
Securities Exchange Act of 1934, the registrant has
duly caused this report to be signed on its behalf by
the undersigned thereunto duly authorized.
Date November 29, 1994 BANCORP HAWAII, INC.
RICHARD J. DAHL
    (Signature)
Richard J. Dahl
President
    DENIS K. ISONO
        (Signature)
    Denis K. Isono
Vice President and
Chief Accounting
Officer

Bancorp Hawaii, Inc.
Exhibit 11 - Statement Regarding Computation of Per Share Earnings Nine Months Ended September 30
\begin{tabular}{|c|c|c|}
\hline & Primary & \[
\begin{gathered}
\text { Fully } \\
\text { Diluted }
\end{gathered}
\] \\
\hline \multicolumn{3}{|l|}{1994} \\
\hline Net Income & \$100,514,000 & \$100,514,000 \\
\hline Daily Average Shares Outstanding Shares Assumed Issued for Stock Options & \[
\begin{array}{r}
42,425,784 \\
518,044
\end{array}
\] & \[
\begin{array}{r}
42,425,784 \\
518,044
\end{array}
\] \\
\hline & 42,943,828 & 42,943,828 \\
\hline Earnings Per Common Share and Common Share Equivalents & \$2.34 & \$2.34 \\
\hline \multicolumn{3}{|l|}{1993} \\
\hline Net Income & \$96,875,000 & \$96,875,000 \\
\hline Daily Average Shares Outstanding Shares Assumed Issued for Stock Options & \[
\begin{array}{r}
42,490,926 \\
589,731
\end{array}
\] & \[
\begin{array}{r}
42,490,926 \\
589,731
\end{array}
\] \\
\hline & 43,080,657 & 43,080,657 \\
\hline Earnings Per Common Share and Common Share Equivalents & \$2.25 & \$2.25 \\
\hline
\end{tabular}

For the second quarter of 1994, Bancorp Hawaii, Inc. reported earnings of \(\$ 34.2\) million, a \(1.2 \%\) increase from second quarter 1993. Earnings per share for the second quarter were \(\$ 0.79\), which matched that of second quarter 1993.

For the first half of 1994, Bancorp Hawaii's earnings were \(\$ 68.6\) million, which reflects a \(2.7 \%\) increase from the first six months of 1993. Return on average assets was \(1.10 \%\) and return on average equity was \(14.40 \%\) for the six-month period.

Your company's total assets on June 30, 1994 were \(\$ 12.6\) billion, just slightly lower than assets at the same time last year. Deposits and security repurchase agreements were \(\$ 9.4\) billion, down \(6.1 \%\) from June 30, 1993. Net loans increased 5.2\% over the same period to \(\$ 7.2\) billion, from \(\$ 6.9\) billion.

Asset quality throughout the year has continued to improve. Total non-performing assets (NPAs) declined to \(\$ 53.3\) million from \(\$ 66.8\) million at first quarter 1994, representing a decline of \(20.2 \%\). NPAs dropped \(22.5 \%\) from the \(\$ 68.8\) million reported on December 31, 1993. NPAs at June 30,1994 represented \(0.71 \%\) of total loans. Loan loss reserves at the end of the second quarter were \(1.91 \%\) of loans outstanding, up from \(1.80 \%\) reported on March 31, 1994.

Bancorp Hawaii's performance for the second quarter, as well as for the first half of 1994 is encouraging and consistent with management's focus on improving asset quality and non-interest income. Hawaii's slow economy, rising interest rates and slow loan demand each had an impact on second quarter earnings. We remain confident that our strength lies in our cautious posture, our commitment to quality and our long-term approach, all of which have contributed to your company's steady financial performance.

In the second quarter, Bank of Hawaii, Bancorp's principal subsidiary, opened the first of several instore banks at Safeway supermarkets in Hawaii. Also, the bank launched a firsttime home buyers loan program. These additions to our consumer banking area demonstrate our commitment to offering quality and convenience to our customers.

The acquisition of trust holding company American Financial Services, Inc. in 1993 has been a positive one and we are pleased with its ahead-of-schedule blending with Bank of Hawaii trust subsidiary, Hawaiian Trust Company. In the June 30, 1994 issue of American Banker, Bancorp Hawaii ranked \(52 n d\) among the nation's top 100 bank holding companies based on discretionary trust assets of \(\$ 6.4\) billion.

On July 27, 1994, the Board of Directors declared a quarterly dividend of 26 cents payable on September 15, 1994 to shareholders of record on August 18, 1994.

It has been a distinct pleasure to serve as your Chairman and Chief Executive Officer for the past five years. During the 35 years of my career with the
company, I have had the honor of working with a management group and staff of the highest caliber who have been totally committed to furthering the reputation of Bancorp Hawaii as the leading financial institution in our markets. Now, as I retire from Bancorp Hawaii, I have every confidence that your new Chairman and Chief Executive Officer Lawrence M. Johnson and President Richard J. Dahl will continue your company along a path of solid financial performance. The managing committee, along with the executive and senior management team, is well-equipped to guide Bancorp Hawaii successfully through a continually changing financial services industry. I look forward to my continuing role as a member of Bancorp Hawaii's Board of Directors.

I thank everyone at Bancorp Hawaii, from our tellers to our Board members, for their many contributions to the company. And to you, our shareholders, all of us at Bancorp Hawaii appreciate your continuing support.

Aloha,
H. HOWARD STEPHENSON
H. Howard Stephenson

Chairman and Chief Executive Officer
July 31, 1994
Corporate Offices:
Financial Plaza of the Pacific
130 Merchant Street
Honolulu, Hawaii 96813
Investor or Analyst Inquiries:
David A. Houle
Senior Vice President, Treasurer and Chief Financial
Officer
(808) 537-8288
or
Dale L.I. Suezaki
Assistant Vice President and Investor Relations Officer (808) 537-8037
or
Ruth E. Miyashiro
Corporate Secretary
(808) 537-8272
\begin{tabular}{|c|c|c|}
\hline Highlights (Unaudited) & \multicolumn{2}{|l|}{Bancorp Hawaii, Inc., and subsidiaries} \\
\hline & \[
\begin{array}{r}
\text { June } 30 \\
1994
\end{array}
\] & \[
\begin{array}{r}
\text { June } 30 \\
1993
\end{array}
\] \\
\hline Return on Average Assets* & 1.10\% & \(1.06 \%\) \\
\hline Return on Average Equity* & \(14.40 \%\) & 15.55\% \\
\hline Average Spread on Earning Assets* & 4.03\% & 3.96\% \\
\hline Book Value Per Common Share & \$22.63 & \$20.87 \\
\hline Loss Reserve/Loans and Leases Outstanding & 1.91\% & \(1.87 \%\) \\
\hline Average Equity/Average Assets* & 7.61\% & \(6.83 \%\) \\
\hline Common Stock Price Range & High & Dividend \\
\hline
\end{tabular}


1994 Second Quarter............

Consolidated Statements of Income (Unaudited)

\begin{tabular}{|c|c|c|c|}
\hline (in thousands of dollars) & \[
\begin{array}{r}
\text { June } 30 \\
1994
\end{array}
\] & \[
\begin{array}{r}
\text { December } 31 \\
1993
\end{array}
\] & \[
\begin{array}{r}
\text { June } 30 \\
1993
\end{array}
\] \\
\hline \multicolumn{4}{|l|}{Assets} \\
\hline Interest-Bearing Deposits & \$842,255 & \$837,704 & \$1,204,563 \\
\hline \begin{tabular}{l}
Investment Securities \\
(Market Value of \(\$ 3,491,979, \$ 3,684,781, \$ 3,782,658\), respectively)
\end{tabular} & 3,532,916 & 3,647,043 & 3,709,392 \\
\hline Funds Sold & 80,470 & 57,699 & 75,572 \\
\hline Loans & 7,523,003 & 7,258,368 & 7,151,381 \\
\hline Unearned Income & \((146,163)\) & \((149,949)\) & \((141,574)\) \\
\hline Reserve for Possible Loan Losses & \((141,210)\) & \((125,284)\) & \((131,249)\) \\
\hline Net Loans & 7,235,630 & 6,983,135 & 6,878,558 \\
\hline Total Earning Assets & 11,691,271 & 11,525,581 & 11,868,085 \\
\hline Cash and Non-Interest Bearing Deposits & 460,935 & 395,315 & 398,203 \\
\hline Premises and Equipment & 187,710 & 167,260 & 159,309 \\
\hline Other Assets & 307,384 & 373,971 & 320,655 \\
\hline Total Assets & \$12,647,300 & \$12,462,127 & \$12,746, 252 \\
\hline \multicolumn{4}{|l|}{Liabilities} \\
\hline Deposits & \$7,082,778 & \$7,004,975 & \$7,202,427 \\
\hline Securities Sold Under Agreements to Repurchase & 2,316,161 & 2,509,550 & 2,804,563 \\
\hline Funds Purchased & 575,220 & 743,915 & 842,100 \\
\hline Short-Term Borrowings & 718,228 & 600,266 & 426,168 \\
\hline Other Liabilities & 399,617 & 307,447 & 336,975 \\
\hline Long-Term Debt & 595,931 & 357,870 & 248,500 \\
\hline Total Liabilities & 11,687,935 & 11,524,023 & 11,860,733 \\
\hline \multicolumn{4}{|l|}{Shareholders' Equity} \\
\hline Common Stock (\$2 par value), authorized \(100,000,000\) shares; issued/outstanding, June 1994-42,396,059; & & & \\
\hline December 1993-28,425,038; June 1993-28,288,988; & 84,792 & 56,850 & 56,578 \\
\hline Surplus & 276,379 & 284,886 & 280,698 \\
\hline Unrealized Valuation Adjustments & \((15,758)\) & 537 & \((1,353)\) \\
\hline Retained Earnings & 613,952 & 595,831 & 549,596 \\
\hline Total Shareholders' Equity & 959,365 & 938,104 & 885,519 \\
\hline Total Liabilities and Shareholders' Equity & \$12,647,300 & \$12,462,127 & \$12,746,252 \\
\hline
\end{tabular}

Starting in 1995, Bancorp Hawaii will stop mailing quarterly reports to shareholders whose stock is held in "street name," for example through brokerage houses. Bancorp can more quickly communicate the company's performance through direct mail to these shareholders. If your Bancorp stock is held in "street name" and you wish to continue receiving Bancorp's quarterly reports, please complete the address form and return it to Bancorp. Bancorp shareholders with stock held
in their own name are not affected and will continue to receive quarterly reports as usual. Annual reports and proxy materials will continue to be sent to all shareholders.

My Bancorp Hawaii stock is held in "street name." Please continue to send me Bancorp Hawaii, Inc., quarterly reports during 1995 at the following address.

Please print or type
NAME \(\qquad\)
ADDRESS

CITY \(\qquad\) STATE \(\qquad\) ZIP \(\qquad\)
TELEPHONE \(\qquad\)

Clip and mail this form to: Bancorp Hawaii, Inc. Corporate Secretary
P. O. Box 2900

Honolulu, Hawaii 96846
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<ARTICLE> 9

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THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM
THE CONSOLIDATED STATEMENTS OF CONDITION AND CONSOLIDATED
STATEMENTS OF INCOME AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE
TO SUCH FINANCIAL STATEMENTS.
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