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## Bank of Hawaii Corporation Second Quarter 2008 Financial Results

- Diluted Earnings Per Share $\$ 1.00$
- Net Income for the Quarter \$48.3 Million
- Board of Directors Declares Dividend of \$0.44 Per Share


## FOR IMMEDIATE RELEASE

HONOLULU, HI (July 28, 2008) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of $\$ 1.00$ for the second quarter of 2008, an increase of $\$ 0.05$ or 5.3 percent from diluted earnings per share of $\$ 0.95$ in the same quarter last year. Net income for the second quarter of 2008 was $\$ 48.3$ million, up $\$ 0.6$ million or 1.2 percent from net income of $\$ 47.7$ million in the second quarter of 2007.

The return on average assets for the second quarter of 2008 was 1.85 percent, up from 1.84 percent during the same quarter last year. The return on average equity for the second quarter of 2008 was 24.82 percent compared to 26.30 percent for the second quarter of 2007. The efficiency ratio for the second quarter of 2008 was 50.01 percent compared to 50.88 percent in the second quarter last year.
"Financial performance for Bank of Hawaii Corporation during the first half of 2008 continued to be strong," said Allan R. Landon, Chairman and CEO. "Our net interest margin expanded, noninterest revenue improved and core expenses remain controlled. Asset quality remained solid and net charge-offs decreased from the previous quarter. We further strengthened our reserves as higher oil prices increase the risk in our legacy air transportation leasing portfolio. We are maintaining our disciplined approach to credit and balance sheet management as the Hawaii economy slows."

For the six months ended June 30, 2008, net income was $\$ 105.5$ million, up $\$ 10.4$ million compared to net income of $\$ 95.1$ million for the same period last year. Diluted earnings per share were $\$ 2.18$ for the first half of 2008, up from diluted earnings per share of $\$ 1.89$ for the first half of 2007. Results for 2008 include $\$ 25.3$ million from the redemption of Visa shares and a lessee's early buy-out of an aircraft lease, which were recorded in the first quarter of 2008. Partially offsetting these gains were expenses for employee incentives, legal contingencies, a call premium

[^0]on Capital Securities, an increase in the allowance for loan and lease losses, and contributions to the Bank of Hawaii Charitable Foundation. The net effect was an increase in net income for 2008 of $\$ 9.5$ million or $\$ 0.20$ per diluted share. Details of these items are included in Table 2. Financial results for the first half of 2007 included a $\$ 1.5$ million credit related to resolution with the Internal Revenue Service of a Lease In/Lease Out ("LILO") leveraged lease.

The year-to-date return on average assets was 2.01 percent, up from 1.84 percent for the same six months in 2007. The year-to-date return on average equity was 27.33 percent, up from 26.64 percent for the six months ended June 30, 2007. The efficiency ratio for the first half of 2008 was 49.80 percent, down from 51.25 percent in the same period last year. Adjusted for the income and expense items previously discussed, the efficiency ratio for the first half of 2008 was 50.51 percent.

## Financial Highlights

Net interest income, on a taxable equivalent basis, for the second quarter of 2008 was $\$ 107.4$ million, up $\$ 8.3$ million from net interest income of $\$ 99.1$ million in the second quarter of 2007 and up $\$ 5.0$ million from net interest income of $\$ 102.4$ million in the first quarter of 2008. Net interest income in the second quarter of 2007 included a $\$ 1.1$ million credit related to the previously mentioned settlement of the LILO leveraged lease. For the six-month period ended June 30, 2008, net interest income, on a taxable equivalent basis, was $\$ 209.8$ million compared to $\$ 197.5$ million for the same period in 2007. Analyses of the changes in net interest income are included in Tables 7a, 7b and 7c.

The net interest margin was 4.41 percent for the second quarter of 2008, a 29 basis point increase from 4.12 percent in the second quarter of 2007 and a 24 basis point increase from 4.17 percent in the first quarter of 2008. For the six months ended June 30, 2008, the net interest margin was 4.29 percent compared to 4.09 percent for the same six months in 2007. The increase in the net interest margin was primarily due to lower funding costs in 2008.

Results for the second quarter of 2008 included a provision for credit losses of $\$ 7.2$ million compared with $\$ 3.4$ million in the second quarter of 2007 and $\$ 14.4$ million in the first quarter of 2008. The provision for credit losses exceeded net charge-offs of $\$ 4.7$ million by $\$ 2.5$ million in the second quarter of 2008. The provision for credit losses equaled net charge-offs in the second quarter of last year and exceeded net charge-offs by $\$ 9.0$ million in the first quarter of 2008.

Noninterest income was $\$ 60.5$ million for the second quarter of 2008, an increase of $\$ 2.5$ million compared to $\$ 58.0$ million in the second quarter of 2007 and a decrease of $\$ 25.6$ million compared to $\$ 86.1$ million in the first quarter of 2008. Noninterest income in the first quarter of 2008 included the previously mentioned gains of $\$ 25.3$ million related to the Visa share redemption and the disposition of an aircraft lease.

Noninterest expense was $\$ 83.9$ million in the second quarter of 2008, up $\$ 4.0$ million from noninterest expense of $\$ 79.8$ million in the same quarter last year and down $\$ 9.6$ million from $\$ 93.4$ million in the previous quarter. Noninterest expense in the first quarter of 2008 included a reversal of $\$ 5.6$ million related to Visa litigation, accruals of $\$ 9.0$ million for employee incentives, $\$ 3.0$ million for legal contingencies, $\$ 2.3$ million for charitable contributions, $\$ 1.0$ million for the call premium, and $\$ 0.6$ million for separation costs. Adjusted for these items, noninterest expense was $\$ 83.2$ million in the first quarter of 2008. An analysis of salary and benefit expenses is included in Table 8.

The effective tax rate for the second quarter of 2008 was 37.03 percent compared to 35.25 percent during the same quarter last year and 28.88 percent in the previous quarter. The lower effective tax rate in the first quarter of 2008 was primarily due to the disposition of an aircraft lease. The effective tax rate for the second quarter of 2007 included a $\$ 0.4$ million net credit due to the previously mentioned IRS tax settlement.

The Company's business segments are defined as Retail Banking, Commercial Banking, Investment Services, and Treasury. Results are determined based on the Company's internal financial management reporting process and organizational structure. Selected financial information for the business segments is included in Tables 12a and 12b.

## Asset Quality

The Company's overall asset quality remained solid during the three months ended June 30, 2008 with low levels of non-performing assets and a reduction in accruing loans and leases past due 90 days or more.

Non-accrual loans and leases were $\$ 6.5$ million at June 30, 2008, up from $\$ 6.3$ million at June 30, 2007 and up from $\$ 5.8$ million at March 31, 2008. As a percentage of total loans and leases, non-accrual loans at June 30, 2008 of 0.10 percent remain near historic lows.

Total non-performing assets were $\$ 6.7$ million at the end of the second quarter of 2008, up from $\$ 6.3$ million at the end of the same quarter last year and up from $\$ 6.0$ million at the end of the previous quarter. The ratio of non-performing assets to total loans and foreclosed real estate at June 30, 2008 was 0.10 percent, unchanged from June 30, 2007 and up from 0.09 percent at March 31, 2008.

Accruing loans and leases past due 90 days or more were $\$ 4.2$ million at June 30, 2008, up from $\$ 1.4$ million at June 30, 2007 and down from $\$ 5.8$ million at March 31, 2008. The ratio of total non-performing assets and loans 90 days or more past due to total loans at June 30, 2008 was 0.17 percent, up from 0.12 percent at June 30, 2007 and down from 0.18 percent at March 31, 2008. Details of non-performing assets and accruing loans and leases past due 90 days or more are summarized in Table 10.

Net charge-offs during the second quarter of 2008 were $\$ 4.7$ million or 0.29 percent annualized of total average loans and leases. Net charge-offs increased $\$ 1.3$ million compared to $\$ 3.4$ million, or 0.21 percent annualized, during the same quarter last year and were down $\$ 0.8$ million compared to $\$ 5.4$ million, or 0.33 percent annualized, in the previous quarter. The decrease compared to the previous quarter was largely due to lower charge-offs in the indirect automobile and unsecured consumer installment portfolios. Net charge-offs for the six months ended June 30, 2008 were $\$ 10.1$ million, or 0.31 percent annualized of total average loans and leases compared to $\$ 6.0$ million, or 0.18 percent annualized of total average loans and leases for the same period last year. Net charge-offs for the first six months of 2007 included a partial recovery of $\$ 2.1$ million on an aircraft lease, which was charged off in 2005.

The allowance for loan and lease losses increased to $\$ 102.5$ million at June 30, 2008, up from $\$ 91.0$ million at June 30, 2007 and up from $\$ 100.0$ million at March 31, 2008. The ratio of the allowance for loan and lease losses to total loans was 1.57 percent at June 30, 2008, an increase from 1.39 percent at June 30, 2007 and from 1.52 percent at March 31, 2008. The increase in the
allowance for loan and lease losses from March 31, 2008 reflects elevated risk in the Company's air transportation exposure due to the unprecedented rise in oil prices. The reserve for unfunded commitments at June 30, 2008 was $\$ 5.2$ million, unchanged from June 30, 2007 and from March 31, 2008. Details of charge-offs, recoveries and the components of the total reserve for credit losses are summarized in Table 11.

## Other Financial Highlights

Total assets were $\$ 10.37$ billion at June 30, 2008, down $\$ 351$ million from $\$ 10.72$ billion at June 30, 2007 and down $\$ 452$ million from $\$ 10.82$ billion at March 31, 2008. The decrease compared with the previous quarters was largely due to a reduction in funds sold.

Total loans and leases were $\$ 6.52$ billion at June 30, 2008, down $\$ 48$ million from $\$ 6.57$ billion at June 30, 2007 and down $\$ 61$ million from $\$ 6.58$ billion at March 31, 2008. Average loans and leases were $\$ 6.53$ billion during the second quarter of 2008, essentially unchanged from the second quarter last year and down $\$ 56$ million from $\$ 6.59$ billion during the previous quarter.

Total commercial loans were $\$ 2.37$ billion at June 30, 2008, down $\$ 53$ million from $\$ 2.43$ billion at June 30, 2007 and down $\$ 14$ million from $\$ 2.39$ billion at March 31, 2008. The decrease was largely due to a reduction in construction lending. Construction loans were $\$ 169$ million at June 30, 2008, down $\$ 93$ million from \$261 million at June 30, 2007 and down $\$ 22$ million from \$191 million at March 31, 2008.

Total consumer loans were $\$ 4.14$ billion at June 30, 2008, essentially unchanged from June 30,2007 and down $\$ 48$ million from $\$ 4.19$ billion at March 31, 2008. The decrease compared with the previous quarter was largely due to a reduction in residential first mortgages, automobile loans and unsecured consumer installment loans. Loan and lease portfolio balances are summarized in Table 9.

Total deposits were $\$ 7.90$ billion at June 30, 2008, down $\$ 410$ million from $\$ 8.31$ billion at June 30, 2007 and down $\$ 199$ million from $\$ 8.10$ billion at March 31, 2008. Total deposits decreased near the end of the second quarter largely due to the release of escrow deposits following completion of a large construction project. Average deposits were $\$ 7.96$ billion during the second quarter of 2008, up $\$ 148$ million from $\$ 7.81$ billion during the second quarter last year and up $\$ 6$ million from $\$ 7.95$ billion during the previous quarter.

During the second quarter of 2008, the Company repurchased 220.0 thousand shares of common stock at a total cost of $\$ 11.4$ million under its share repurchase program. The average cost was $\$ 51.70$ per share repurchased. From the beginning of the share repurchase program in July 2001 through June 30, 2008, the Company had repurchased 45.2 million shares and returned nearly $\$ 1.6$ billion to shareholders at an average cost of $\$ 35.35$ per share. From July 1, 2008 through July 25, 2008, the Company repurchased an additional 181.0 thousand shares of common stock at an average cost of $\$ 45.19$ per share. Remaining buyback authority under the share repurchase program was $\$ 43.4$ million at July 25, 2008.

On May 15, 2008, the Company exercised its option to call the remaining $\$ 26.4$ million of Capital Securities, previously qualified as Tier I Capital. At June 30, 2008, the Tier 1 leverage ratio was 7.04 percent, up slightly from 7.02 percent at June 30, 2007 and up from 6.99 percent at March 31, 2008.

The Company's Board of Directors declared a quarterly cash dividend of $\$ 0.44$ per share on the Company's outstanding shares, consistent with the prior three quarters. The dividend will be payable on September 15, 2008 to shareholders of record at the close of business on August 29, 2008.

## Hawaii Economy

During the second quarter of 2008, Hawaii's economic activity slowed. The State’s unemployment rate increased to 3.5 percent, still among the lowest in the United States. Visitor arrivals during April and May decreased approximately 7.0 percent, largely due to the shutdown of two airlines and reduced cruise ship activity. Single-family home prices were down slightly on Oahu and showed further decline on Neighbor Islands. Oahu home prices during the quarter averaged 4.4 percent below prices one year ago and were essentially unchanged from the same period in 2006. Residential and commercial construction appears to be softening. Inflation in Hawaii likely increased during the quarter because of rising energy and food costs.

## Conference Call Information

The Company will review its second quarter 2008 financial results today at 8:00 a.m. Hawaii Time (2:00 p.m. Eastern Time). The conference call 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 for participants in the United States is 866-700-5192. International participants should call 617-213-8833. No pass code is required. A replay of the conference call will be available for one week beginning Monday, July 28, 2008 by calling 888-286-8010 in the United States or 617-801-6888 internationally and entering the pass code number 40631649 when prompted. A replay will also be available via the Investor Relations link of the Company's web site.

## Forward-Looking Statements

This news release, and other statements made by the Company in connection with it may contain "forward-looking statements", such as forecasts of our financial results and condition, expectations for our operations and business prospects, and our assumptions used in those forecasts and expectations. Do not unduly rely on forward-looking statements. Actual results might differ significantly from our forecasts and expectations because of a variety of factors. More information about these factors is contained in Bank of Hawaii Corporation's Annual Report on Form 10-K for the year ended December 31, 2007, which was filed with the U.S. Securities and Exchange Commission. We have not committed to update forward-looking statements to reflect later events or circumstances.

Bank of Hawaii Corporation is a regional financial services company serving businesses, consumers and governments in Hawaii, 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.

## Bank of Hawaii Corporation and Subsidiaries

Financial Highlights (Unaudited)
Table 1


Market Price Per Share of Common Stock:

| Closing \$ | 47.80 | $\$$ | 49.56 | $\$$ | 51.64 | $\$$ | 47.80 | $\$$ | 51.64 |
| :---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| High | 57.37 |  | 52.93 |  | 55.00 |  | 57.37 |  | 55.00 |
| Low | 46.62 |  | 40.95 |  | 50.64 |  | 40.95 |  | 50.11 |


|  |  | $\begin{array}{r} \text { June } 30, \\ 2008 \end{array}$ |  | $\begin{array}{r} \text { March 31, } \\ 2008 \end{array}$ | December 31, 2007 |  | $\begin{array}{r} \text { June } 30, \\ 2007 \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As of Period End: |  |  |  |  |  |  |  |  |
| Loans and Leases | \$ | 6,518,128 | \$ | 6,579,337 | \$ | 6,580,861 | \$ | 6,566,126 |
| Total Assets |  | 10,371,149 |  | 10,822,801 |  | 10,472,942 |  | 10,722,568 |
| Total Deposits |  | 7,903,990 |  | 8,102,855 |  | 7,942,372 |  | 8,314,404 |
| Long-Term Debt |  | 205,351 |  | 239,389 |  | 235,371 |  | 260,329 |
| Total Shareholders' Equity |  | 767,558 |  | 766,747 |  | 750,255 |  | 708,806 |
| Non-Performing Assets | \$ | 6,680 | \$ | 6,045 | \$ | 5,286 | \$ | 6,314 |
| Allowance to Loans and Leases Outstanding |  | 1.57 \% |  | 1.52 \% |  | 1.38 \% |  | 1.39 \% |
| Leverage Ratio |  | 7.04 |  | 6.99 |  | 7.04 |  | 7.02 |
| Book Value Per Common Share | \$ | 16.01 | \$ | 15.98 | \$ | 15.44 | \$ | 14.34 |
| Full-Time Equivalent Employees |  | 2,534 |  | 2,538 |  | 2,594 |  | 2,571 |
| Branches and Offices |  | 84 |  | 83 |  | 83 |  | 83 |

[^1]
## Bank of Hawaii Corporation and Subsidiaries

Net Significant Income Items (Unaudited)
Table 2

|  | Three Months Ended <br> March 31, |
| :--- | :---: |
| (dollars in thousands) | $\mathbf{2 0 0 8}$ |
| Gain on Mandatory Redemption of Visa Shares | $\mathbf{1 3 , 7 3 7}$ |
| Gain on Disposal of Leased Equipment | $\mathbf{1 1 , 5 8 8}$ |
| Increase in Allowance for Loan and Lease Losses | $(9,000)$ |
| Cash for Stock Grants | $(4,640)$ |
| Employee Incentive Awards | $(4,386)$ |
| Legal Contingencies | $(3,016)$ |
| Bank of Hawaii Charitable Foundation and Other Contributions | $(2,250)$ |
| Call Premium on Capital Securities | $(991)$ |
| Separation Expense | $(615)$ |
| Reversal of Visa Legal Costs | 5,649 |
| Significant Income Items Before the Benefit for Income Taxes | 6,076 |
| Benefit for Income Taxes | $(3,381)$ |
| Net Significant Income Items | 9,457 |


| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June 30, } \\ 2008 \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2008 \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ 2007 \end{gathered}$ |  | June 30, |  |  |  |
| Interest Income |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 97,959 | \$ | 104,413 | \$ | 112,026 | \$ | 202,372 | \$ | 222,324 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,209 |  | 1,160 |  | 1,357 |  | 2,369 |  | 2,975 |
| Available-for-Sale |  | 35,321 |  | 34,251 |  | 31,563 |  | 69,572 |  | 62,524 |
| Held-to-Maturity |  | 3,033 |  | 3,239 |  | 3,827 |  | 6,272 |  | 7,879 |
| Deposits |  | 204 |  | 195 |  | 96 |  | 399 |  | 154 |
| Funds Sold |  | 420 |  | 992 |  | 533 |  | 1,412 |  | 1,591 |
| Other |  | 489 |  | 426 |  | 364 |  | 915 |  | 697 |
| Total Interest Income |  | 138,635 |  | 144,676 |  | 149,766 |  | 283,311 |  | 298,144 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 20,238 |  | 27,465 |  | 33,701 |  | 47,703 |  | 67,076 |
| Securities Sold Under Agreements to Repurchase |  | 7,488 |  | 10,617 |  | 11,665 |  | 18,105 |  | 23,551 |
| Funds Purchased |  | 270 |  | 633 |  | 1,452 |  | 903 |  | 2,375 |
| Short-Term Borrowings |  | 12 |  | 34 |  | 91 |  | 46 |  | 178 |
| Long-Term Debt |  | 3,459 |  | 3,747 |  | 3,979 |  | 7,206 |  | 7,949 |
| Total Interest Expense |  | 31,467 |  | 42,496 |  | 50,888 |  | 73,963 |  | 101,129 |
| Net Interest Income |  | 107,168 |  | 102,180 |  | 98,878 |  | 209,348 |  | 197,015 |
| Provision for Credit Losses |  | 7,172 |  | 14,427 |  | 3,363 |  | 21,599 |  | 5,994 |
| Net Interest Income After Provision for Credit Losses |  | 99,996 |  | 87,753 |  | 95,515 |  | 187,749 |  | 191,021 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 15,460 |  | 15,086 |  | 16,135 |  | 30,546 |  | 31,968 |
| Mortgage Banking |  | 2,738 |  | 4,297 |  | 2,479 |  | 7,035 |  | 5,850 |
| Service Charges on Deposit Accounts |  | 12,411 |  | 12,083 |  | 11,072 |  | 24,494 |  | 22,039 |
| Fees, Exchange, and Other Service Charges |  | 17,176 |  | 16,101 |  | 16,556 |  | 33,277 |  | 32,617 |
| Investment Securities Gains, Net |  | 157 |  | 130 |  | 575 |  | 287 |  | 591 |
| Insurance |  | 5,590 |  | 7,130 |  | 4,887 |  | 12,720 |  | 11,102 |
| Other |  | 7,007 |  | 31,298 |  | 6,324 |  | 38,305 |  | 14,821 |
| Total Noninterest Income |  | 60,539 |  | 86,125 |  | 58,028 |  | 146,664 |  | 118,988 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 45,984 |  | 55,473 |  | 44,587 |  | 101,457 |  | 89,993 |
| Net Occupancy |  | 11,343 |  | 10,443 |  | 9,695 |  | 21,786 |  | 19,506 |
| Net Equipment |  | 4,474 |  | 4,321 |  | 4,871 |  | 8,795 |  | 9,658 |
| Professional Fees |  | 2,588 |  | 2,613 |  | 2,599 |  | 5,201 |  | 5,142 |
| Other |  | 19,473 |  | 20,582 |  | 18,080 |  | 40,055 |  | 37,656 |
| Total Noninterest Expense |  | 83,862 |  | 93,432 |  | 79,832 |  | 177,294 |  | 161,955 |
| Income Before Provision for Income Taxes |  | 76,673 |  | 80,446 |  | 73,711 |  | 157,119 |  | 148,054 |
| Provision for Income Taxes |  | 28,391 |  | 23,231 |  | 25,982 |  | 51,622 |  | 52,990 |
| Net Income | \$ | 48,282 | \$ | 57,215 | \$ | 47,729 | \$ | 105,497 | \$ | 95,064 |
| Basic Earnings Per Share | \$ | 1.01 | \$ | 1.19 | \$ | 0.97 | \$ | 2.20 | \$ | 1.93 |
| Diluted Earnings Per Share | \$ | 1.00 | \$ | 1.18 | \$ | 0.95 | \$ | 2.18 | \$ | 1.89 |
| Dividends Declared Per Share | \$ | 0.44 | \$ | 0.44 | \$ | 0.41 | \$ | 0.88 | \$ | 0.82 |
| Basic Weighted Average Shares |  | 47,733,278 |  | 47,965,722 |  | 49,276,820 |  | 47,849,945 |  | 49,351,959 |
| Diluted Weighted Average Shares |  | 48,300,049 |  | 48,628,427 |  | 50,077,219 |  | 48,423,619 |  | 50,173,856 |

## Bank of Hawaii Corporation and Subsidiaries

Consolidated Statements of Condition (Unaudited)
Table 4

| (dollars in thousands) | June 30, 2008 |  |  | March 31, 2008 | December 31, 2007 |  | June 30,$2007$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 6,056 | \$ | 55,916 | \$ | 4,870 | \$ | 130,732 |
| Funds Sold |  | - |  | 240,000 |  | 15,000 |  | 200,000 |
| Investment Securities |  |  |  |  |  |  |  |  |
| Trading |  | 94,347 |  | 99,966 |  | 67,286 |  | 123,591 |
| Available-for-Sale |  | 2,646,506 |  | 2,672,286 |  | 2,563,190 |  | 2,455,668 |
| Held-to-Maturity (Fair Value of \$255,905; \$277,536; \$287,644; and \$313,589) |  | 260,592 |  | 277,256 |  | 292,577 |  | 327,118 |
| Loans Held for Sale |  | 11,183 |  | 13,096 |  | 12,341 |  | 13,527 |
| Loans and Leases |  | 6,518,128 |  | 6,579,337 |  | 6,580,861 |  | 6,566,126 |
| Allowance for Loan and Lease Losses |  | $(102,498)$ |  | $(99,998)$ |  | $(90,998)$ |  | $(90,998)$ |
| Net Loans and Leases |  | 6,415,630 |  | 6,479,339 |  | 6,489,863 |  | 6,475,128 |
| Total Earning Assets |  | 9,434,314 |  | 9,837,859 |  | 9,445,127 |  | 9,725,764 |
| Cash and Noninterest-Bearing Deposits |  | 280,635 |  | 314,863 |  | 368,402 |  | 345,226 |
| Premises and Equipment |  | 117,323 |  | 116,683 |  | 117,177 |  | 122,929 |
| Customers' Acceptances |  | 1,856 |  | 992 |  | 1,112 |  | 2,234 |
| Accrued Interest Receivable |  | 42,295 |  | 46,316 |  | 45,261 |  | 49,121 |
| Foreclosed Real Estate |  | 229 |  | 294 |  | 184 |  | 48 |
| Mortgage Servicing Rights |  | 30,272 |  | 27,149 |  | 27,588 |  | 29,112 |
| Goodwill |  | 34,959 |  | 34,959 |  | 34,959 |  | 34,959 |
| Other Assets |  | 429,266 |  | 443,686 |  | 433,132 |  | 413,175 |
| Total Assets | \$ | 10,371,149 | \$ | 10,822,801 | \$ | 10,472,942 | \$ | 10,722,568 |

Liabilities
Deposits

| Noninterest-Bearing Demand | \$ | 1,876,782 | \$ | 2,000,226 | \$ | 1,935,639 | \$ | 1,896,335 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-Bearing Demand |  | 1,666,726 |  | 1,649,705 |  | 1,634,675 |  | 1,755,646 |
| Savings |  | 2,781,082 |  | 2,728,873 |  | 2,630,471 |  | 2,923,168 |
| Time |  | 1,579,400 |  | 1,724,051 |  | 1,741,587 |  | 1,739,255 |
| Total Deposits |  | 7,903,990 |  | 8,102,855 |  | 7,942,372 |  | 8,314,404 |
| Funds Purchased |  | 69,400 |  | 23,800 |  | 75,400 |  | 90,650 |
| Short-Term Borrowings |  | 10,180 |  | 9,726 |  | 10,427 |  | 15,644 |
| Securities Sold Under Agreements to Repurchase |  | 1,028,518 |  | 1,231,962 |  | 1,029,340 |  | 910,302 |
| Long-Term Debt (includes \$121,326 and \$128,932 carried at fair value as of |  |  |  |  |  |  |  |  |
| June 30, 2008 and March 31, 2008, respectively) |  | 205,351 |  | 239,389 |  | 235,371 |  | 260,329 |
| Banker's Acceptances |  | 1,856 |  | 992 |  | 1,112 |  | 2,234 |
| Retirement Benefits Payable |  | 29,478 |  | 29,755 |  | 29,984 |  | 43,892 |
| Accrued Interest Payable |  | 13,588 |  | 18,322 |  | 20,476 |  | 18,292 |
| Taxes Payable and Deferred Taxes |  | 250,125 |  | 300,188 |  | 278,218 |  | 277,516 |
| Other Liabilities |  | 91,105 |  | 99,065 |  | 99,987 |  | 80,499 |
| Total Liabilities |  | 9,603,591 |  | 10,056,054 |  | 9,722,687 |  | 10,013,762 |
| Shareholders' Equity |  |  |  |  |  |  |  |  |
| Common Stock (\$. 01 par value; authorized 500,000,000 shares; <br> issued / outstanding: June 2008-57,016,182 / 47,941,409; <br> March 2008-56,995,352 / 47,990,432; December 2007-56,995,447 / 48,589,645; and June 2007-56,927,022 / 49,440,204) |  | 568 |  | 568 |  | 567 |  | 566 |
| Capital Surplus |  | 489,335 |  | 487,139 |  | 484,790 |  | 480,389 |
| Accumulated Other Comprehensive Income (Loss) |  | $(15,813)$ |  | 5,553 |  | $(5,091)$ |  | $(45,705)$ |
| Retained Earnings |  | 745,244 |  | 720,540 |  | 688,638 |  | 645,149 |
| Treasury Stock, at Cost (Shares: June 2008-9,074,773; March 2008-9,004,920; <br> December 2007-8,405,802; and June 2007-7,486,818) |  | $(451,776)$ |  | $(447,053)$ |  | $(418,649)$ |  | $(371,593)$ |
| Total Shareholders' Equity |  | 767,558 |  | 766,747 |  | 750,255 |  | 708,806 |
| Total Liabilities and Shareholders' Equity | \$ | 10,371,149 | \$ | 10,822,801 | \$ | 10,472,942 | \$ | 10,722,568 |

## Bank of Hawaii Corporation and Subsidiaries

Consolidated Statements of Shareholders' Equity (Unaudited)
Table 5


Bank of Hawaii Corporation and Subsidiaries
Average Balances and Interest Rates - Taxable Equivalent Basis (Unaudited)
Table 6a

|  | Three Months Ended June 30, 2008 |  |  | Three Months Ended March 31, 2008 |  |  |  |  | Three Months Ended June 30, $2007^{1}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | Average <br> Balance | Incomel <br> Expense | Yield/ <br> Rate |  | Average <br> Balance |  | Incomel Expense | Yield/ <br> Rate |  | Average <br> Balance | Incomel <br> Expense | Yield/ <br> Rate |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ 33.0 | \$ 0.2 | 2.45 | \% \$ | \$ 27.5 | \$ | 0.2 | 2.82 | \% | \$ 8.0 | \$ 0.1 | 4.83 |
| Funds Sold | 81.9 | 0.4 | 2.03 |  | 138.2 |  | 1.0 | 2.84 |  | 40.6 | 0.5 | 5.19 |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading | 97.6 | 1.2 | 4.96 |  | 95.7 |  | 1.2 | 4.85 |  | 137.1 | 1.4 | 3.96 |
| Available-for-Sale | 2,649.9 | 35.6 | 5.37 |  | 2,631.6 |  | 34.5 | 5.24 |  | 2,486.9 | 31.8 | 5.11 |
| Held-to-Maturity | 269.6 | 3.1 | 4.50 |  | 285.6 |  | 3.2 | 4.54 |  | 339.3 | 3.8 | 4.51 |
| Loans Held for Sale | 9.3 | 0.1 | 5.78 |  | 10.5 |  | 0.1 | 5.43 |  | 13.6 | 0.2 | 6.34 |
| Loans and Leases ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | 1,060.7 | 14.3 | 5.42 |  | 1,065.1 |  | 16.6 | 6.26 |  | 1,053.3 | 19.5 | 7.43 |
| Commercial Mortgage | 663.0 | 10.1 | 6.15 |  | 649.1 |  | 10.4 | 6.45 |  | 620.0 | 10.6 | 6.85 |
| Construction | 177.3 | 2.5 | 5.76 |  | 199.5 |  | 3.3 | 6.73 |  | 253.8 | 5.0 | 7.93 |
| Commercial Lease Financing | 470.6 | 4.1 | 3.50 |  | 477.9 |  | 4.0 | 3.35 |  | 461.3 | 4.4 | 3.77 |
| Residential Mortgage | 2,509.1 | 38.2 | 6.09 |  | 2,519.3 |  | 38.6 | 6.13 |  | 2,499.5 | 38.3 | 6.12 |
| Home Equity | 968.7 | 14.1 | 5.86 |  | 970.8 |  | 16.0 | 6.61 |  | 941.4 | 17.9 | 7.62 |
| Automobile | 423.1 | 8.6 | 8.16 |  | 438.7 |  | 8.9 | 8.18 |  | 424.2 | 8.6 | 8.16 |
| Other ${ }^{3}$ | 259.1 | 5.9 | 9.11 |  | 267.4 |  | 6.5 | 9.73 |  | 279.2 | 7.5 | 10.83 |
| Total Loans and Leases | 6,531.6 | 97.8 | 6.01 |  | 6,587.8 |  | 104.3 | 6.35 |  | 6,532.7 | 111.8 | 6.86 |
| Other | 79.6 | 0.5 | 2.46 |  | 79.5 |  | 0.4 | 2.15 |  | 79.4 | 0.4 | 1.83 |
| Total Earning Assets ${ }^{4}$ | 9,752.5 | 138.9 | 5.71 |  | 9,856.4 |  | 144.9 | 5.89 |  | 9,637.6 | 150.0 | 6.23 |
| Cash and Noninterest-Bearing Deposits | 272.9 |  |  |  | 294.1 |  |  |  |  | 275.3 |  |  |
| Other Assets | 479.0 |  |  |  | 493.4 |  |  |  |  | 470.1 |  |  |
| Total Assets | \$10,504.4 |  |  |  | \$10,643.9 |  |  |  |  | \$10,383.0 |  |  |

Interest-Bearing Liabilities
Interest-Bearing Deposits


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

Average Balances and Interest Rates - Taxable Equivalent Basis (Unaudited)
Table 6b

| (dollars in millions) | Six Months Ended June 30, 2008 |  |  |  |  |  | Six Months Ended June 30, $2007{ }^{1}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average <br> Balance |  | Incomel <br> Expense |  | Yield/ <br> Rate |  | Average <br> Balance |  | Incomel <br> Expense |  | Yield/ <br> Rate |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 30.2 | \$ | 0.4 | 2.62 | \% | \$ | 6.3 | \$ | 0.2 | 4.89 |
| Funds Sold |  | 110.1 |  | 1.4 | 2.54 |  |  | 60.8 |  | 1.6 | 5.20 |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 96.7 |  | 2.4 | 4.90 |  |  | 149.5 |  | 3.0 | 3.98 |
| Available-for-Sale |  | 2,640.8 |  | 70.0 | 5.31 |  |  | 2,470.1 |  | 62.9 | 5.10 |
| Held-to-Maturity |  | 277.5 |  | 6.3 | 4.52 |  |  | 350.1 |  | 7.9 | 4.50 |
| Loans Held for Sale |  | 9.9 |  | 0.3 | 5.59 |  |  | 10.5 |  | 0.3 | 6.27 |
| Loans and Leases ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 1,062.9 |  | 30.9 | 5.84 |  |  | 1,064.6 |  | 39.3 | 7.44 |
| Commercial Mortgage |  | 656.0 |  | 20.5 | 6.30 |  |  | 618.3 |  | 20.9 | 6.82 |
| Construction |  | 188.5 |  | 5.9 | 6.27 |  |  | 249.7 |  | 9.8 | 7.95 |
| Commercial Lease Financing |  | 474.2 |  | 8.1 | 3.43 |  |  | 461.8 |  | 7.5 | 3.23 |
| Residential Mortgage |  | 2,514.2 |  | 76.8 | 6.11 |  |  | 2,497.9 |  | 76.5 | 6.12 |
| Home Equity |  | 969.8 |  | 30.1 | 6.24 |  |  | 941.8 |  | 35.6 | 7.62 |
| Automobile |  | 430.9 |  | 17.5 | 8.17 |  |  | 425.3 |  | 17.1 | 8.12 |
| Other ${ }^{3}$ |  | 263.3 |  | 12.3 | 9.43 |  |  | 287.8 |  | 15.3 | 10.75 |
| Total Loans and Leases |  | 6,559.8 |  | 202.1 | 6.18 |  |  | 6,547.2 |  | 222.0 | 6.82 |
| Other |  | 79.5 |  | 0.9 | 2.30 |  |  | 79.4 |  | 0.7 | 1.76 |
| Total Earning Assets ${ }^{4}$ |  | 9,804.5 |  | 283.8 | 5.80 |  |  | 9,673.9 |  | 298.6 | 6.20 |
| Cash and Noninterest-Bearing Deposits |  | 283.5 |  |  |  |  |  | 292.8 |  |  |  |
| Other Assets |  | 486.2 |  |  |  |  |  | 465.4 |  |  |  |
| Total Assets | \$ | 10,574.2 |  |  |  |  | \$ | 10,432.1 |  |  |  |
| Interest-Bearing Liabilities |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |  |  |  |  |  |
| Demand | \$ | 1,615.7 |  | 3.4 | 0.43 |  | \$ | 1,591.7 |  | 8.3 | 1.05 |
| Savings |  | 2,748.6 |  | 15.8 | 1.15 |  |  | 2,633.8 |  | 25.1 | 1.92 |
| Time |  | 1,696.9 |  | 28.5 | 3.38 |  |  | 1,719.9 |  | 33.7 | 3.94 |
| Total Interest-Bearing Deposits |  | 6,061.2 |  | 47.7 | 1.58 |  |  | 5,945.4 |  | 67.1 | 2.28 |
| Short-Term Borrowings |  | 70.4 |  | 1.0 | 2.67 |  |  | 98.4 |  | 2.6 | 5.17 |
| Securities Sold Under Agreements to Repurchase |  | 1,112.2 |  | 18.1 | 3.24 |  |  | 1,055.1 |  | 23.5 | 4.46 |
| Long-Term Debt |  | 232.0 |  | 7.2 | 6.22 |  |  | 260.3 |  | 7.9 | 6.12 |
| Total Interest-Bearing Liabilities |  | 7,475.8 |  | 74.0 | 1.98 |  |  | 7,359.2 |  | 101.1 | 2.76 |
| Net Interest Income |  |  | \$ | 209.8 |  |  |  |  | \$ | 197.5 |  |
| Interest Rate Spread |  |  |  |  | 3.82 | \% |  |  |  |  | 3.44 |
| Net Interest Margin |  |  |  |  | 4.29 | \% |  |  |  |  | 4.09 |
| Noninterest-Bearing Demand Deposits |  | 1,894.2 |  |  |  |  |  | 1,920.1 |  |  |  |
| Other Liabilities |  | 427.9 |  |  |  |  |  | 433.3 |  |  |  |
| Shareholders' Equity |  | 776.3 |  |  |  |  |  | 719.5 |  |  |  |
| Total Liabilities and Shareholders' Equity | \$ | 10,574.2 |  |  |  |  | \$ | 10,432.1 |  |  |  |

[^3]
## Bank of Hawaii Corporation and Subsidiaries

Analysis of Change in Net Interest Income - Taxable Equivalent Basis (Unaudited)
Table 7a
Three Months Ended June 30, 2008
Compared to March 31, 2008

| (dollars in millions) | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | (0.4) | \$ | (0.2) | \$ | (0.6) |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  | 0.3 |  | 0.8 |  | 1.1 |
| Held-to-Maturity |  | (0.1) |  | - |  | (0.1) |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | (0.1) |  | (2.2) |  | (2.3) |
| Commercial Mortgage |  | 0.2 |  | (0.5) |  | (0.3) |
| Construction |  | (0.3) |  | (0.5) |  | (0.8) |
| Commercial Lease Financing |  | (0.1) |  | 0.2 |  | 0.1 |
| Residential Mortgage |  | (0.1) |  | (0.3) |  | (0.4) |
| Home Equity |  | (0.1) |  | (1.8) |  | (1.9) |
| Automobile |  | (0.3) |  | - |  | (0.3) |
| Other ${ }^{2}$ |  | (0.2) |  | (0.4) |  | (0.6) |
| Total Loans and Leases |  | (1.0) |  | (5.5) |  | (6.5) |
| Other |  | - |  | 0.1 |  | 0.1 |
| Total Change in Interest Income |  | (1.2) |  | (4.8) |  | (6.0) |

Change in Interest Expense:
Interest-Bearing Deposits

| Demand |  | - |  | (1.1) |  | (1.1) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings |  | 0.4 |  | (3.1) |  | (2.7) |
| Time |  | (1.0) |  | (2.5) |  | (3.5) |
| Total Interest-Bearing Deposits |  | (0.6) |  | (6.7) |  | (7.3) |
| Short-Term Borrowings |  | (0.1) |  | (0.3) |  | (0.4) |
| Securities Sold Under Agreements to Repurchase |  | (0.9) |  | (2.2) |  | (3.1) |
| Long-Term Debt |  | (0.2) |  | - |  | (0.2) |
| Total Change in Interest Expense |  | (1.8) |  | (9.2) |  | (11.0) |
| Change in Net Interest Income | \$ | 0.6 | \$ | 4.4 | \$ | 5.0 |

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

Analysis of Change in Net Interest Income - Taxable Equivalent Basis (Unaudited)

| (dollars in millions) | Three Months Ended June 30, 2008 Compared to June 30, 2007 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  | Rate ${ }^{1}$ |  |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 0.2 | \$ | (0.1) | \$ | 0.1 |
| Funds Sold |  | 0.3 |  | (0.4) |  | (0.1) |
| Investment Securities |  |  |  |  |  |  |
| Trading |  | (0.5) |  | 0.3 |  | (0.2) |
| Available-for-Sale |  | 2.2 |  | 1.6 |  | 3.8 |
| Held-to-Maturity |  | (0.7) |  | - |  | (0.7) |
| Loans Held for Sale |  | (0.1) |  | - |  | (0.1) |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | 0.1 |  | (5.3) |  | (5.2) |
| Commercial Mortgage |  | 0.7 |  | (1.2) |  | (0.5) |
| Construction |  | (1.3) |  | (1.2) |  | (2.5) |
| Commercial Lease Financing |  | - |  | (0.3) |  | (0.3) |
| Residential Mortgage |  | 0.1 |  | (0.2) |  | (0.1) |
| Home Equity |  | 0.5 |  | (4.3) |  | (3.8) |
| Other ${ }^{2}$ |  | (0.5) |  | (1.1) |  | (1.6) |
| Total Loans and Leases |  | (0.4) |  | (13.6) |  | (14.0) |
| Other |  | - |  | 0.1 |  | 0.1 |
| Total Change in Interest Income |  | 1.0 |  | (12.1) |  | (11.1) |

Change in Interest Expense:
Interest-Bearing Deposits

| Demand | 0.1 | $(3.0)$ | $(2.9)$ |
| :--- | :---: | :---: | ---: |
| Savings | 0.8 | $(6.9)$ | $(6.1)$ |
| Time | $(0.6)$ | $(3.9)$ | $(13.5)$ |
| Total Interest-Bearing Deposits | 0.3 | $(13.8)$ | $(1.2)$ |
| Short-Term Borrowings | $(0.5)$ | $(0.7)$ | $(4.2)$ |
| Securities Sold Under Agreements to Repurchase | 0.2 | $(4.4)$ | $(0.5)$ |
| Long-Term Debt | $(0.6)$ | 0.1 | $(19.4)$ |
| Total Change in Interest Expense | $(0.6)$ | $(18.8)$ |  |
|  |  |  |  |
| Change in Net Interest Income | $\$$ | 1.6 | $\$$ |

[^5]
## Bank of Hawaii Corporation and Subsidiaries

Analysis of Change in Net Interest Income - Taxable Equivalent Basis (Unaudited)
Table 7c

| (dollars in millions) | Six Months Ended June 30, 2008 Compared to June 30, 2007 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Time ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 0.3 | \$ | (0.1) | \$ | - | \$ | 0.2 |
| Funds Sold |  | 0.9 |  | (1.1) |  | - |  | (0.2) |
| Investment Securities |  |  |  |  |  |  |  |  |
| Trading |  | (1.2) |  | 0.6 |  | - |  | (0.6) |
| Available-for-Sale |  | 4.4 |  | 2.7 |  | - |  | 7.1 |
| Held-to-Maturity |  | (1.6) |  | - |  | - |  | (1.6) |
| Loans and Leases |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | (0.1) |  | (8.5) |  | 0.2 |  | (8.4) |
| Commercial Mortgage |  | 1.2 |  | (1.7) |  | 0.1 |  | (0.4) |
| Construction |  | (2.1) |  | (1.9) |  | 0.1 |  | (3.9) |
| Commercial Lease Financing |  | 0.2 |  | 0.4 |  | - |  | 0.6 |
| Residential Mortgage |  | 0.5 |  | (0.2) |  | - |  | 0.3 |
| Home Equity |  | 1.0 |  | (6.7) |  | 0.2 |  | (5.5) |
| Automobile |  | 0.2 |  | 0.1 |  | 0.1 |  | 0.4 |
| Other ${ }^{2}$ |  | (1.3) |  | (1.8) |  | 0.1 |  | (3.0) |
| Total Loans and Leases |  | (0.4) |  | (20.3) |  | 0.8 |  | (19.9) |
| Other |  | - |  | 0.2 |  | - |  | 0.2 |
| Total Change in Interest Income |  | 2.4 |  | (18.0) |  | 0.8 |  | (14.8) |

Change in Interest Expense:
Interest-Bearing Deposits

| Demand |  | 0.1 |  | (5.1) |  | 0.1 |  | (4.9) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings |  | 1.1 |  | (10.5) |  | 0.1 |  | (9.3) |
| Time |  | (0.4) |  | (5.0) |  | 0.2 |  | (5.2) |
| Total Interest-Bearing Deposits |  | 0.8 |  | (20.6) |  | 0.4 |  | (19.4) |
| Short-Term Borrowings |  | (0.6) |  | (1.0) |  | - |  | (1.6) |
| Securities Sold Under Agreements to Repurchase |  | 1.2 |  | (6.7) |  | 0.1 |  | (5.4) |
| Long-Term Debt |  | (0.9) |  | 0.2 |  | - |  | (0.7) |
| Total Change in Interest Expense |  | 0.5 |  | (28.1) |  | 0.5 |  | (27.1) |
| Change in Net Interest Income | \$ | 1.9 | \$ | 10.1 |  | 0.3 | \$ | 12.3 |

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

Salaries and Benefits (Unaudited)
Table 8

| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2008 |  | $\begin{gathered} \text { March 31, } \\ 2008 \\ \hline \end{gathered}$ |  | June 30, 2007 |  |  |  |  |  |
| Salaries | \$ | 30,019 | \$ | 28,903 | \$ | 29,220 | \$ | 58,922 | \$ | 57,344 |
| Incentive Compensation |  | 4,122 |  | 6,267 |  | 3,794 |  | 10,389 |  | 7,413 |
| Cash for Stock Grants |  | - |  | 4,640 |  | - |  | 4,640 |  |  |
| Share-Based Compensation |  | 1,124 |  | 1,648 |  | 1,333 |  | 2,772 |  | 2,560 |
| Commission Expense |  | 1,992 |  | 1,873 |  | 2,161 |  | 3,865 |  | 4,154 |
| Retirement and Other Benefits |  | 3,499 |  | 5,226 |  | 3,365 |  | 8,725 |  | 7,134 |
| Payroll Taxes |  | 2,491 |  | 3,414 |  | 2,247 |  | 5,905 |  | 5,769 |
| Medical, Dental, and Life Insurance |  | 2,470 |  | 2,499 |  | 2,263 |  | 4,969 |  | 4,501 |
| Separation Expense |  | 267 |  | 1,003 |  | 204 |  | 1,270 |  | 1,118 |
| Total Salaries and Benefits | \$ | 45,984 | \$ | 55,473 | \$ | 44,587 | \$ | 101,457 | \$ | 89,993 |

## Bank of Hawaii Corporation and Subsidiaries

Loan and Lease Portfolio Balances (Unaudited)
Table 9

| (dollars in thousands) |  | June 30, <br> 2008 |  | $\begin{array}{r} \hline \text { March 31, } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} \text { December 31, } \\ 2007^{1} \end{array}$ |  | September 30, $2007{ }^{1}$ |  | June 30, $2007{ }^{1}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 1,052,319 | \$ | 1,079,772 | \$ | 1,054,355 | \$ | 1,065,258 | \$ | 1,065,155 |
| Commercial Mortgage |  | 680,784 |  | 650,638 |  | 634,483 |  | 627,329 |  | 619,668 |
| Construction |  | 168,678 |  | 190,521 |  | 208,670 |  | 254,062 |  | 261,478 |
| Lease Financing |  | 471,443 |  | 465,945 |  | 481,882 |  | 478,988 |  | 480,358 |
| Total Commercial |  | 2,373,224 |  | 2,386,876 |  | 2,379,390 |  | 2,425,637 |  | 2,426,659 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 2,509,133 |  | 2,530,207 |  | 2,508,261 |  | 2,510,313 |  | 2,505,073 |
| Home Equity |  | 966,108 |  | 967,146 |  | 972,995 |  | 953,713 |  | 938,261 |
| Automobile |  | 413,338 |  | 430,920 |  | 443,011 |  | 440,525 |  | 425,672 |
| Other ${ }^{2}$ |  | 256,325 |  | 264,188 |  | 277,204 |  | 269,727 |  | 270,461 |
| Total Consumer |  | 4,144,904 |  | 4,192,461 |  | 4,201,471 |  | 4,174,278 |  | 4,139,467 |
| $\underline{\text { Total Loans and Leases }}$ | \$ | 6,518,128 | \$ | 6,579,337 | \$ | 6,580,861 | \$ | 6,599,915 | \$ | 6,566,126 |

Air Transportation Credit Exposure ${ }^{3}$ (Unaudited)

|  |  | June 30, | March 31, | December 31, | September 30, | June 30, |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| (dollars in thousands) |  | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 7}$ |  |  |
| Passenger Carriers Based In the United States | $\$$ | 60,603 | $\$$ | 61,190 | $\$$ | 64,947 | $\$$ | 64,867 | $\mathbf{\$}$| 65,607 |
| :--- |
| Passenger Carriers Based Outside the United States |
|  |
| Cargo Carriers |

[^7]
## Bank of Hawaii Corporation and Subsidiaries

| Non-Performing Assets and A |  | Days |  | ore (Unau |  |  |  |  |  | Table 10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in thousands) | $\begin{array}{r} \text { June } 30, \\ 2008 \end{array}$ |  |  | $\begin{array}{r} \text { March 31, } \\ 2008 \end{array}$ | December 31, $2007{ }^{1}$ |  | September 30, 2007 |  |  | $\begin{array}{r} \text { June 30, } \\ 2007^{1} \\ \hline \end{array}$ |
| Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Non-Accrual Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 1,119 | \$ | 794 | \$ | 598 | \$ | 359 | \$ | 265 |
| Commercial Mortgage |  | - |  | - |  | 112 |  | 123 |  | 130 |
| Lease Financing |  | 329 |  | 504 |  | 297 |  | - |  | 914 |
| Total Commercial |  | 1,448 |  | 1,298 |  | 1,007 |  | 482 |  | 1,309 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 3,784 |  | 3,235 |  | 2,681 |  | 3,237 |  | 3,844 |
| Home Equity |  | 1,189 |  | 1,187 |  | 1,414 |  | 436 |  | 899 |
| Other ${ }^{2}$ |  | 30 |  | 31 |  | - |  | - |  | 214 |
| Total Consumer |  | 5,003 |  | 4,453 |  | 4,095 |  | 3,673 |  | 4,957 |
| Total Non-Accrual Loans and Leases |  | 6,451 |  | 5,751 |  | 5,102 |  | 4,155 |  | 6,266 |
| Foreclosed Real Estate |  | 229 |  | 294 |  | 184 |  | 105 |  | 48 |
| Total Non-Performing Assets | \$ | 6,680 | \$ | 6,045 | \$ | 5,286 | \$ | 4,260 | \$ | 6,314 |

## Accruing Loans and Leases Past Due 90 Days or More

| Commercial |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and Industrial | \$ | - | \$ | 24 | \$ | - | \$ | - | \$ | - |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 2,601 |  | 3,892 |  | 4,884 |  | 639 |  | 188 |
| Home Equity |  | 201 |  | 328 |  | 413 |  | 115 |  | 60 |
| Automobile |  | 625 |  | 865 |  | 1,174 |  | 734 |  | 397 |
| Other ${ }^{2}$ |  | 756 |  | 725 |  | 1,112 |  | 944 |  | 761 |
| Total Consumer |  | 4,183 |  | 5,810 |  | 7,583 |  | 2,432 |  | 1,406 |
| Total Accruing Loans and Leases Past Due 90 Days or More | \$ | 4,183 | \$ | 5,834 | \$ | 7,583 | \$ | 2,432 | \$ | 1,406 |
| $\underline{\text { Total Loans and Leases }}$ | \$ | 6,518,128 | \$ | 6,579,337 | \$ | 6,580,861 | \$ | 6,599,915 | \$ | 6,566,126 |
| Ratio of Non-Accrual Loans and Leases to Total Loans and Leases |  | 0.10\% |  | 0.09\% |  | 0.08\% |  | 0.06\% |  | 0.10\% |
| Ratio of Non-Performing Assets to Total Loans and Leases and Foreclosed Real Estate | Ratio of Non-Performing Assets to Total Loans and Leases and |  |  |  |  | 0.08\% |  | 0.06\% |  | 0.10\% |
| Ratio of Commercial Non-Performing Assets to Total Commercial |  |  |  |  |  |  |  |  |  |  |
| Ratio of Consumer Non-Performing Assets to Total Consumer Loans and Leases and Foreclosed Real Estate | Ratio of Consumer Non-Performing Assets to Total Consumer Loans |  |  |  |  | 0.10\% |  | 0.09\% |  | 0.12\% |
| Ratio of Non-Performing Assets and Accruing Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Quarter to Quarter Changes in Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Balance at Beginning of Quarter | \$ | 6,045 | \$ | 5,286 | \$ | 4,260 | \$ | 6,314 | \$ | 5,836 |
| Additions |  | 2,900 |  | 2,614 |  | 1,866 |  | 662 |  | 2,279 |
| Reductions |  |  |  |  |  |  |  |  |  |  |
| Payments |  | (630) |  | (386) |  | (256) |  | $(1,741)$ |  | (804) |
| Return to Accrual Status |  | (943) |  | (944) |  | (214) |  | (787) |  | (473) |
| Sales of Foreclosed Real Estate |  | - |  | - |  | (161) |  | (48) |  | (326) |
| Charge-offs / Write-downs |  | (692) |  | (525) |  | (209) |  | (140) |  | (198) |
| Total Reductions |  | $(2,265)$ |  | $(1,855)$ |  | (840) |  | $(2,716)$ |  | $(1,801)$ |
| Balance at End of Quarter | \$ | 6,680 | \$ | 6,045 | \$ | 5,286 | \$ | 4,260 | \$ | 6,314 |

[^8]
## Bank of Hawaii Corporation and Subsidiaries

Reserve for Credit Losses (Unaudited)
Table 11

| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2008 |  | $\begin{gathered} \text { March 31, } \\ 2008 \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ 2007^{1} \\ \hline \end{gathered}$ |  |  |  |  |  |
| Balance at Beginning of Period | \$ | 105,167 | \$ | 96,167 | \$ | 96,167 | \$ | 96,167 | \$ | 96,167 |
| Loans and Leases Charged-Off |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | $(1,396)$ |  | $(1,389)$ |  | (738) |  | $(2,785)$ |  | $(1,543)$ |
| Lease Financing |  | (142) |  | (134) |  | - |  | (276) |  | (22) |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | (133) |  | - |  | (47) |  | (133) |  | (47) |
| Home Equity |  | (473) |  | (806) |  | (240) |  | $(1,279)$ |  | (342) |
| Automobile |  | $(2,187)$ |  | $(2,915)$ |  | $(2,346)$ |  | $(5,102)$ |  | $(5,428)$ |
| Other ${ }^{2}$ |  | $(1,954)$ |  | $(2,803)$ |  | $(1,849)$ |  | $(4,757)$ |  | $(4,481)$ |
| Total Loans and Leases Charged-Off |  | $(6,285)$ |  | $(8,047)$ |  | $(5,220)$ |  | $(14,332)$ |  | $(11,863)$ |

Recoveries on Loans and Leases Previously Charged-Off

| Commercial |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and Industrial |  | 201 |  | 986 |  | 315 |  | 1,187 |  | 592 |
| Commercial Mortgage |  | - |  | - |  | 36 |  | - |  | 121 |
| Lease Financing |  | 2 |  | 3 |  | 6 |  | 5 |  | 2,087 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 17 |  | 78 |  | 54 |  | 95 |  | 189 |
| Home Equity |  | 26 |  | 21 |  | 55 |  | 47 |  | 120 |
| Automobile |  | 700 |  | 796 |  | 713 |  | 1,496 |  | 1,384 |
| Other ${ }^{2}$ |  | 667 |  | 736 |  | 678 |  | 1,403 |  | 1,376 |
| Total Recoveries on Loans and Leases Previously Charged-Off |  | 1,613 |  | 2,620 |  | 1,857 |  | 4,233 |  | 5,869 |
| Net Loans and Leases Charged-Off |  | $(4,672)$ |  | $(5,427)$ |  | $(3,363)$ |  | $(10,099)$ |  | $(5,994)$ |
| Provision for Credit Losses |  | 7,172 |  | 14,427 |  | 3,363 |  | 21,599 |  | 5,994 |
| Balance at End of Period ${ }^{3}$ | \$ | 107,667 | \$ | 105,167 | \$ | 96,167 | \$ | 107,667 | \$ | 96,167 |

## Components

| Allowance for Loan and Lease Losses | $\$ 102,498$ | $\$$ | 99,998 | $\$$ | 90,998 | $\$$ | 102,498 | $\$$ | 90,998 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Reserve for Unfunded Commitments |  | 5,169 | 5,169 | 5,169 | 5,169 | 5,169 |  |  |  |
| Total Reserve for Credit Losses | $\$$ | 107,667 | $\$$ | 105,167 | $\$$ | 96,167 | $\$$ | 107,667 | $\$$ |


| Average Loans and Leases Outstanding | $\$ 6,531,587$ | $\$ 6,587,918$ | $\$$ | $6,532,736$ | $\$ 6,559,753$ | $\$$ | $6,547,212$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Ratio of Net Loans and Leases Charged-Off to |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Average Loans and Leases Outstanding (annualized) | $0.29 \%$ | $0.33 \%$ | $0.21 \%$ | $0.31 \%$ | $0.18 \%$ |
| Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding | $1.57 \%$ | $1.52 \%$ | $1.39 \%$ | $1.57 \%$ | $1.39 \%$ |

[^9]|  | Retail | Commercial | Investment |  | Consolidated |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| (dollars in thousands) | Banking | Banking | Services | Total | Treasury | Total |

Three Months Ended June 30, 2008

| Net Interest Income | \$ | 59,555 | \$ | 43,264 | \$ | 3,938 | \$ | 106,757 | \$ |  | \$ | 107,168 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for Credit Losses |  | 2,571 |  | 4,652 |  | (1) |  | 7,222 |  | (50) |  | 7,172 |
| Net Interest Income After Provision for Credit Losses |  | 56,984 |  | 38,612 |  | 3,939 |  | 99,535 |  | 461 |  | 99,996 |
| Noninterest Income |  | 27,270 |  | 9,997 |  | 19,019 |  | 56,286 |  | 4,253 |  | 60,539 |
| Noninterest Expense |  | $(43,335)$ |  | $(23,544)$ |  | $(16,363)$ |  | $(83,242)$ |  | (620) |  | $(83,862)$ |
| Income Before Provision for Income Taxes |  | 40,919 |  | 25,065 |  | 6,595 |  | 72,579 |  | 4,094 |  | 76,673 |
| Provision for Income Taxes |  | $(15,140)$ |  | $(9,286)$ |  | $(2,440)$ |  | $(26,866)$ |  | $(1,525)$ |  | $(28,391)$ |
| Allocated Net Income |  | 25,779 |  | 15,779 |  | 4,155 |  | 45,713 |  | 2,569 |  | 48,282 |
| Allowance Funding Value |  | (221) |  | (865) |  | (14) |  | $(1,100)$ |  | 1,100 |  |  |
| Provision for Credit Losses |  | 2,571 |  | 4,652 |  | (1) |  | 7,222 |  | (50) |  | 7,172 |
| Economic Provision |  | $(1,945)$ |  | $(3,257)$ |  | (82) |  | $(5,284)$ |  | (1) |  | $(5,285)$ |
| Tax Effect of Adjustments |  | (150) |  | (196) |  | 36 |  | (310) |  | (387) |  | (697) |
| Income Before Capital Charge |  | 26,034 |  | 16,113 |  | 4,094 |  | 46,241 |  | 3,231 |  | 49,472 |
| Capital Charge |  | $(4,749)$ |  | $(4,036)$ |  | $(1,444)$ |  | $(10,229)$ |  | $(9,328)$ |  | $(19,557)$ |
| Net Income (Loss) After Capital Charge (NIACC) | \$ | 21,285 | \$ | 12,077 | \$ | 2,650 | \$ | 36,012 | \$ | $(6,097)$ | \$ | 29,915 |


| RAROC (ROE for the Company) | $55 \%$ | $40 \%$ | $28 \%$ |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |



| Net Interest Income (Loss) | \$ | 55,606 | \$ | 40,668 | \$ | 3,466 | \$ | 99,740 | \$ | (862) | \$ | $\begin{array}{r} 98,878 \\ 3,363 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for Credit Losses |  | 1,258 |  | 2,115 |  | - |  | 3,373 |  | (10) |  |  |
| Net Interest Income (Loss) After Provision for Credit Losses |  | 54,348 |  | 38,553 |  | 3,466 |  | 96,367 |  | (852) |  | 95,515 |
| Noninterest Income |  | 26,790 |  | 8,033 |  | 19,454 |  | 54,277 |  | 3,751 |  | 58,028 |
| Noninterest Expense |  | $(41,109)$ |  | $(22,318)$ |  | $(15,519)$ |  | $(78,946)$ |  | (886) |  | $(79,832)$ |
| Income Before Provision for Income Taxes |  | 40,029 |  | 24,268 |  | 7,401 |  | 71,698 |  | 2,013 |  | 73,711 |
| Provision for Income Taxes |  | $(14,812)$ |  | $(9,061)$ |  | $(2,738)$ |  | $(26,611)$ |  | 629 |  | $(25,982)$ |
| Allocated Net Income |  | 25,217 |  | 15,207 |  | 4,663 |  | 45,087 |  | 2,642 |  | 47,729 |
| Allowance Funding Value |  | (155) |  | (824) |  | (10) |  | (989) |  | 989 |  |  |
| Provision for Credit Losses |  | 1,258 |  | 2,115 |  | - |  | 3,373 |  | (10) |  | 3,363 |
| Economic Provision |  | $(1,823)$ |  | $(3,167)$ |  | (83) |  | $(5,073)$ |  | - |  | $(5,073)$ |
| Tax Effect of Adjustments |  | 266 |  | 694 |  | 34 |  | 994 |  | (361) |  | 633 |
| Income Before Capital Charge |  | 24,763 |  | 14,025 |  | 4,604 |  | 43,392 |  | 3,260 |  | 46,652 |
| Capital Charge |  | $(5,083)$ |  | $(4,356)$ |  | $(1,529)$ |  | $(10,968)$ |  | $(9,047)$ |  | $(20,015)$ |
| Net Income (Loss) After Capital Charge (NIACC) | \$ | 19,680 | \$ | 9,669 | \$ | 3,075 | \$ | 32,424 | \$ | $(5,787)$ | \$ | 26,637 |



[^10]|  | Retail | Commercial | Investment |  | Consolidated |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| (dollars in thousands) | Banking | Banking | Services | Total | Treasury | Total |

Six Months Ended June 30, 2008

| Net Interest Income (Loss) | $\$$ | 117,979 | $\$$ | 86,099 | $\$$ | 7,808 | $\$$ | 211,886 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |



| Net Interest Income | \$ | 110,025 | \$ | 79,698 | \$ | 6,991 | \$ | 196,714 | \$ | 301 | \$ | 197,015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for Credit Losses |  | 2,803 |  | 3,213 |  | - |  | 6,016 |  | (22) |  | 5,994 |
| Net Interest Income After Provision for Credit Losses |  | 107,222 |  | 76,485 |  | 6,991 |  | 190,698 |  | 323 |  | 191,021 |
| Noninterest Income |  | 52,370 |  | 20,246 |  | 38,601 |  | 111,217 |  | 7,771 |  | 118,988 |
| Noninterest Expense |  | $(82,443)$ |  | $(45,238)$ |  | $(31,202)$ |  | $(158,883)$ |  | $(3,072)$ |  | $(161,955)$ |
| Income Before Provision for Income Taxes |  | 77,149 |  | 51,493 |  | 14,390 |  | 143,032 |  | 5,022 |  | 148,054 |
| Provision for Income Taxes |  | $(28,539)$ |  | $(18,935)$ |  | $(5,324)$ |  | $(52,798)$ |  | (192) |  | $(52,990)$ |
| Allocated Net Income |  | 48,610 |  | 32,558 |  | 9,066 |  | 90,234 |  | 4,830 |  | 95,064 |
| Allowance Funding Value |  | (300) |  | $(1,582)$ |  | (20) |  | $(1,902)$ |  | 1,902 |  | - |
| Provision for Credit Losses |  | 2,803 |  | 3,213 |  | - |  | 6,016 |  | (22) |  | 5,994 |
| Economic Provision |  | $(3,692)$ |  | $(6,441)$ |  | (164) |  | $(10,297)$ |  | (1) |  | $(10,298)$ |
| Tax Effect of Adjustments |  | 440 |  | 1,780 |  | 68 |  | 2,288 |  | (697) |  | 1,591 |
| Income Before Capital Charge |  | 47,861 |  | 29,528 |  | 8,950 |  | 86,339 |  | 6,012 |  | 92,351 |
| Capital Charge |  | $(10,167)$ |  | $(8,835)$ |  | $(3,062)$ |  | $(22,064)$ |  | $(17,506)$ |  | $(39,570)$ |
| Net Income (Loss) After Capital Charge (NIACC) | \$ | 37,694 | \$ | 20,693 | \$ | 5,888 | \$ | 64,275 | \$ | $(11,494)$ | \$ | 52,781 |
| RAROC (ROE for the Company) |  | 52\% |  | 37\% |  | 32\% |  | 43\% |  | 9\% |  | 27\% |

[^11]
## Bank of Hawaii Corporation and Subsidiaries

Selected Quarterly Financial Data (Unaudited)

| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { June } 30, \\ 2008 \\ \hline \end{array}$ |  | $\begin{array}{r} \text { March 31, } \\ 2008 \end{array}$ |  | December 31,2007 |  | September 30, 2007 |  |  | $\begin{array}{r} \text { June 30, } \\ 2007 \\ \hline \end{array}$ |
| Quarterly Operating Results |  |  |  |  |  |  |  |  |  |  |
| Interest Income |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 97,959 | \$ | 104,413 | \$ | 111,270 | \$ | 112,787 | \$ | 112,026 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,209 |  | 1,160 |  | 814 |  | 1,114 |  | 1,357 |
| Available-for-Sale |  | 35,321 |  | 34,251 |  | 33,591 |  | 33,486 |  | 31,563 |
| Held-to-Maturity |  | 3,033 |  | 3,239 |  | 3,440 |  | 3,616 |  | 3,827 |
| Deposits |  | 204 |  | 195 |  | 309 |  | 1,086 |  | 96 |
| Funds Sold |  | 420 |  | 992 |  | 356 |  | 1,103 |  | 533 |
| Other |  | 489 |  | 426 |  | 395 |  | 364 |  | 364 |
| Total Interest Income |  | 138,635 |  | 144,676 |  | 150,175 |  | 153,556 |  | 149,766 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 20,238 |  | 27,465 |  | 33,158 |  | 37,613 |  | 33,701 |
| Securities Sold Under Agreements to Repurchase |  | 7,488 |  | 10,617 |  | 11,754 |  | 11,726 |  | 11,665 |
| Funds Purchased |  | 270 |  | 633 |  | 1,936 |  | 1,654 |  | 1,452 |
| Short-Term Borrowings |  | 12 |  | 34 |  | 91 |  | 87 |  | 91 |
| Long-Term Debt |  | 3,459 |  | 3,747 |  | 3,789 |  | 3,920 |  | 3,979 |
| Total Interest Expense |  | 31,467 |  | 42,496 |  | 50,728 |  | 55,000 |  | 50,888 |
| Net Interest Income |  | 107,168 |  | 102,180 |  | 99,447 |  | 98,556 |  | 98,878 |
| Provision for Credit Losses |  | 7,172 |  | 14,427 |  | 5,443 |  | 4,070 |  | 3,363 |
| Net Interest Income After Provision for Credit Losses |  | 99,996 |  | 87,753 |  | 94,004 |  | 94,486 |  | 95,515 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 15,460 |  | 15,086 |  | 15,812 |  | 15,146 |  | 16,135 |
| Mortgage Banking |  | 2,738 |  | 4,297 |  | 2,027 |  | 3,848 |  | 2,479 |
| Service Charges on Deposit Accounts |  | 12,411 |  | 12,083 |  | 12,302 |  | 11,919 |  | 11,072 |
| Fees, Exchange, and Other Service Charges |  | 17,176 |  | 16,101 |  | 16,743 |  | 16,465 |  | 16,556 |
| Investment Securities Gains, Net |  | 157 |  | 130 |  | 105 |  | 789 |  | 575 |
| Insurance |  | 5,590 |  | 7,130 |  | 4,629 |  | 7,446 |  | 4,887 |
| Other |  | 7,007 |  | 31,298 |  | 8,639 |  | 5,629 |  | 6,324 |
| Total Noninterest Income |  | 60,539 |  | 86,125 |  | 60,257 |  | 61,242 |  | 58,028 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 45,984 |  | 55,473 |  | 45,928 |  | 44,944 |  | 44,587 |
| Net Occupancy |  | 11,343 |  | 10,443 |  | 10,300 |  | 10,267 |  | 9,695 |
| Net Equipment |  | 4,474 |  | 4,321 |  | 4,745 |  | 4,871 |  | 4,871 |
| Professional Fees |  | 2,588 |  | 2,613 |  | 3,695 |  | 2,369 |  | 2,599 |
| Other |  | 19,473 |  | 20,582 |  | 27,334 |  | 18,999 |  | 18,080 |
| Total Noninterest Expense |  | 83,862 |  | 93,432 |  | 92,002 |  | 81,450 |  | 79,832 |
| Income Before Provision for Income Taxes |  | 76,673 |  | 80,446 |  | 62,259 |  | 74,278 |  | 73,711 |
| Provision for Income Taxes |  | 28,391 |  | 23,231 |  | 21,399 |  | 26,499 |  | 25,982 |
| Net Income | \$ | 48,282 | \$ | 57,215 | \$ | 40,860 | \$ | 47,779 | \$ | 47,729 |

Basic Earnings Per Share
Diluted Earnings Per Share

Balance Sheet Totals
Total Assets
Loans and Leases
Total Deposits
Total Shareholders' Equity

## Performance Ratios

| Net Income to Average Total Assets | 1.85 | 2.16 | \% | 1.55 | \% | 1.79 | \% | 1.84 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income to Average Shareholders' Equity | 24.82 | 29.88 |  | 21.51 |  | 26.02 |  | 26.30 |
| Efficiency Ratio ${ }^{1}$ | 50.01 | 49.62 |  | 57.61 |  | 50.97 |  | 50.88 |
| Net Interest Margin ${ }^{2}$ | 4.41 | 4.17 |  | 4.12 |  | 4.03 |  | 4.12 |

[^12]
[^0]:    - more -

[^1]:    ${ }^{1}$ Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and total noninterest income).
    ${ }^{2}$ Operating leverage is defined as the percentage change in income before the provision for credit losses and the provision for income taxes. Measures are presented on a linked quarter basis.
    ${ }^{3}$ Net interest margin is defined as net interest income, on a taxable equivalent basis, as a percentage of average earning assets.
    ${ }^{4}$ Dividend payout ratio is defined as dividends declared per share divided by basic earnings per share.

[^2]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.
    ${ }^{2}$ Non-performing loans and leases are included in the respective average loan and lease balances. Income, if any, on such loans and leases is recognized on a cash basis.
    ${ }^{3}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.
    ${ }^{4}$ Interest income includes taxable equivalent basis adjustments, based upon a federal statutory tax rate of $35 \%$, of $\$ 239,000 \$ 238,000$, and $\$ 236,000$ for the three months ended June 30 , 2008 . March 31, 2008, and June 30, 2007, respectively.

[^3]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.
    ${ }^{2}$ Non-performing loans and leases are included in the respective average loan and lease balances. Income, if any, on such loans and leases is recognized on a cash basis.
    ${ }^{3}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.
    ${ }^{4}$ Interest income includes taxable equivalent basis adjustments, based upon a federal statutory tax rate of $35 \%$, of $\$ 477,000$ and $\$ 449,000$ for the six months ended June 30,2008 and 2007 , respectively.

[^4]:    ${ }^{1}$ The changes for each category of interest income and expense are allocated between the portion of changes attributable to the variance in volume and rate for that category.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.

[^5]:    ${ }^{1}$ The changes for each category of interest income and expense are allocated between the portion of changes attributable to the variance in volume and rate for that category.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.

[^6]:    ${ }^{1}$ The changes for each category of interest income and expense are allocated between the portion of changes attributable to the variance in volume, rate, and time for that category.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.

[^7]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.
    ${ }^{2}$ Comprised of other revolving credit, installment, and lease financing.
    ${ }^{3}$ Exposure includes loans, leveraged leases and operating leases.

[^8]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation
    ${ }^{2}$ Comprised of other revolving credit, installment, and lease financing.

[^9]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation
    ${ }^{2}$ Comprised of other revolving credit, installment, and lease financing.
    ${ }^{3}$ Included in this analysis is activity related to the Company's reserve for unfunded commitments, which is separately recorded in other liabilities in the Consolidated Statements of Condition (Unaudited).

[^10]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation

[^11]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation

[^12]:    ${ }^{1}$ Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and noninterest income).
    ${ }^{2}$ Net interest margin is defined as net interest income, on a fully-taxable equivalent basis, as a percentage of average earning assets.

