

Corporation

NewsRelease



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NYSE: BOH

Bank of Hawai'i Corporation Fourth Quarter 2023 Financial Results

- 2023 Diluted Earnings Per Common Share \$4.14
- 2023 Net Income \$171.2 Million
- Diluted Earnings Per Common Share \$0.72 for the Fourth Ouarter of 2023
- Net Income \$30.4 Million for the Fourth Quarter of 2023
- Board of Directors Declares Dividend of \$0.70 Per Common Share
- Industry-wide FDIC Special Assessment Resulted in a \$14.7 Million Charge in the Fourth Quarter of 2023

FOR IMMEDIATE RELEASE

HONOLULU, HI (January 22, 2024) -- Bank of Hawai'i Corporation (NYSE: BOH) today reported diluted earnings per common share of \$4.14 for the full year of 2023 compared with diluted earnings per common share of \$5.48 for the full year of 2022. An industry-wide FDIC Special Assessment resulted in a \$14.7 million charge in the fourth quarter of 2023 which negatively impacted diluted earnings per common share by \$0.29. Net income for the year was \$171.2 million, down 24.2% from the previous year. The return on average common equity for the full year of 2023 was 13.89% compared with 17.83% in 2022.

"Bank of Hawai'i managed through a challenging economic environment in 2023 and delivered strong financial results," said Peter Ho, Chairman, President, and CEO. "Over the past year, we have demonstrated the resilience of our brand, deposit base and distinct business model. Total deposits were up 2.1% from the prior year and our credit quality remained excellent with non-performing assets of 0.08% at quarter end and net charge offs of 0.05% in the quarter. Our noninterest income held steady and we continued to demonstrate disciplined expense management. We focused on strengthening our balance sheet during the year and we are well positioned to deliver strong results in 2024."

Diluted earnings per common share for the fourth quarter of 2023 was \$0.72, compared with diluted earnings per common share of \$1.17 in the previous quarter and \$1.50 in the same quarter of 2022. Net income for the fourth quarter of 2023 was \$30.4 million, down 36.5% from the previous quarter and down 50.4% from the same quarter of 2022. The return on average common equity for the fourth quarter of 2023 was 9.55% compared with 15.38% in the previous quarter and 21.28% in the same quarter of 2022.

Financial Highlights

Net interest income for the fourth quarter of 2023 was \$115.8 million, a decrease of 4.3% from the previous quarter and a decrease of 17.7% from the same quarter of 2022. The decrease in net interest income in the fourth quarter of 2023 was primarily due to higher funding costs, partially offset by higher earning asset yields.

Net interest margin was 2.13% in the fourth quarter of 2023, unchanged from the previous quarter and a decrease of 47 basis points from the same quarter of 2022. Net interest margin in the fourth quarter of 2023 was negatively impacted by higher funding costs, partially offset by higher earning asset yields.

The average yield on loans and leases was 4.54% in the fourth quarter of 2023, up 20 basis points from the prior quarter and up 73 basis points from the same quarter of 2022. The average yield on total earning assets was 3.85% in the fourth quarter of 2023, up 13 basis points from the prior quarter and up 68 basis points from the same quarter of 2022. The average cost of interest-bearing deposits was 2.30% in the fourth quarter of 2023, up 35 basis points from the prior quarter and up 161 basis points from the same quarter of 2022. The average cost of total deposits, including noninterest-bearing deposits, was 1.67%, up 27 basis points from the prior quarter and up 121 basis points from the same quarter of 2022. The changes in yields and rates over the linked quarter and year over year period reflected the higher rate environment, including higher benchmark interest rates.

Noninterest income was \$42.3 million in the fourth quarter of 2023, a decrease of 16.0% from the previous quarter and an increase of 2.7% from the same period in 2022. Noninterest income in the third quarter of 2023 included a \$14.7 million gain from the early termination of private repurchase agreements, partially offset by a \$4.6 million net loss related to investment securities sales and a negative \$0.8 million adjustment related to a change in the Visa Class B conversion ratio. Adjusted for these items in the prior quarter, noninterest income increased by 3.0% quarter over quarter.

Noninterest expense was \$116.0 million in the fourth quarter of 2023, an increase of 9.8% from the previous quarter and an increase of 12.9% from the same quarter of 2022. Noninterest expense in the fourth quarter of 2023 included an industry-wide FDIC Special Assessment of \$14.7 million and \$1.7 million of expense savings that are not expected to recur in 2024. Noninterest expense in the third quarter of 2023 included separation expenses of \$2.1 million and extraordinary expenses related to the Maui wildfires of \$0.4 million. Adjusted core noninterest expense in the fourth quarter of 2023 was \$102.9 million, down slightly from adjusted noninterest expense in the previous quarter and up 0.2% from the noninterest expense in the same period in 2022.

The effective tax rate for the fourth quarter of 2023 was 23.25% compared with 24.76% in the previous quarter and 22.40% during the same quarter of 2022. The decrease in the effective tax rate on a linked quarter basis was mainly due to discrete tax items recognized in the fourth quarter. The year over year increase was primarily due to tax benefits in the fourth quarter of 2022 related to our agreement to sell assets that terminated certain leveraged leases.

Asset Quality

The Company's overall asset quality remained strong during the fourth quarter of 2023. Provision for credit losses for the fourth quarter of 2023 was \$2.5 million compared with \$2.0 million in the previous quarter and \$0.2 million in the same quarter of 2022.

Total non-performing assets were \$11.7 million at December 31, 2023, up \$0.2 million from September 30, 2023 and down \$0.9 million from December 31, 2022. Non-performing assets as a percentage of total loans and leases and foreclosed real estate were 0.08% at the end of the quarter, unchanged from the end of the prior quarter and a decrease of 1 basis point from the same quarter of 2022.

Net loan and lease charge-offs during the fourth quarter of 2023 were \$1.7 million or 5 basis points annualized of total average loans and leases outstanding. Net loan and lease charge-offs for the fourth quarter of 2023 were comprised of charge-offs of \$3.5 million partially offset by recoveries of \$1.8 million. Compared to the prior quarter, net loan and lease charge-offs decreased by \$0.3 million or 1 basis point annualized on total average loans and leases outstanding. Compared to the same quarter of 2022, net loan and lease charge-offs decreased by \$0.1 million.

The allowance for credit losses on loans and leases was \$146.4 million at December 31, 2023, an increase of \$1.1 million from September 30, 2023 and an increase of \$2.0 million from December 31, 2022. The ratio of the allowance for credit losses to total loans and leases outstanding was 1.05% at the end of the quarter, up 1 basis point from the end of the prior quarter and down 1 basis point from the same quarter of 2022.

Balance Sheet

Total assets were \$23.7 billion at December 31, 2023, an increase of 0.8% from September 30, 2023 and an increase of 0.5% from December 31, 2022. The increase from the prior quarter was primarily due to an increase in funds sold. The increase from the same period in 2022 was primarily due to increases in funds sold and loans and leases partially offset by a decrease in investment securities.

The investment securities portfolio was \$7.4 billion at December 31, 2023, a decrease of 0.9% from September 30, 2023 and a decrease of 10.3% from December 31, 2022. The decrease from the prior quarter was mainly due to cashflows from the portfolio not being reinvested into securities. The decrease from the same period in 2022 was primarily due to \$159.1 million of investment securities sold in the third quarter of 2023 and cashflows from the portfolio not being reinvested into securities. The investment portfolio remains largely comprised of securities issued by U.S. government agencies and U.S. government-sponsored enterprises.

Total loans and leases were \$14.0 billion at December 31, 2023, an increase of 0.3% from September 30, 2023 and an increase of 2.3% from December 31, 2022. Total commercial loans were \$5.8 billion at December 31, 2023, an increase of 1.7% from the prior quarter and an increase of 5.7% from the same quarter of 2022, primarily due to an increase in our commercial and industrial portfolio. Total consumer loans were \$8.2 billion as of December 31, 2023, a decrease of 0.6% from the prior quarter and an increase of 0.1% from the same period in 2022.

Total deposits were \$21.1 billion at December 31, 2023, an increase of 1.2% from September 30, 2023 and an increase of 2.1% from December 31, 2022. Noninterest-bearing deposits made up 29% of total deposit balances as of December 31, 2023, up from 27% as of September 30, 2023, and down from 33% as of December 31, 2022. Average total deposits were \$20.7 billion for the fourth quarter of 2023, up 1.0% from \$20.5 billion in the prior quarter, and up 1.8% from \$20.3 billion in the fourth quarter of 2022. As of December 31, 2023, insured and uninsured but collateralized deposits represent 58% of total deposit balances, relatively flat from 58% as of September 30, 2023, and up from 57% as of December 31, 2022. As of December 31, 2023, our readily available liquidity of \$10.2 billion exceeded total uninsured and uncollateralized deposits of \$8.9 billion.

Capital and Dividends

The Company's capital levels increased quarter over quarter and remain well above regulatory well-capitalized minimums.

The Tier 1 Capital Ratio was 12.56% at December 31, 2023 compared with 12.53% at September 30, 2023 and 12.15% at December 31, 2022. The Tier 1 Leverage Ratio was 7.51% at December 31, 2023, up 29 basis points from 7.22% at September 30, 2023 and up 14 basis points from 7.37% at December 31, 2022. The increases from the prior quarter were due to an increase in Tier 1 capital as a result of retained earnings growth and a decrease in average total assets. The increases from the same period in 2022 were mainly due to an increase in Tier 1 capital as a result of retained earnings growth.

No shares of common stock were repurchased under the share repurchase program in the fourth quarter of 2023. Total remaining buyback authority under the share repurchase program was \$126.0 million at December 31, 2023.

The Company's Board of Directors declared a quarterly cash dividend of \$0.70 per share on the Company's outstanding common shares. The dividend will be payable on March 14, 2024 to shareholders of record at the close of business on February 29, 2024.

On January 5, 2024, the Company announced that the Board of Directors declared the quarterly dividend payment of \$10.94 per share, equivalent to \$0.2735 per depositary share, on its preferred stock. The depositary shares representing the Series A Preferred Stock are traded on the NYSE under the symbol "BOH.PRA." The dividend will be payable on February 1, 2024 to shareholders of record of the preferred stock as of the close of business on January 16, 2024.

Conference Call Information

The Company will review its fourth quarter financial results today at 8:00 a.m. Hawai'i Time (1:00 p.m. Eastern Time). The live call, including a slide presentation, will be accessible on the investor relations link of Bank of Hawai'i Corporation's website, www.boh.com. The webcast can be accessed via the link: https://register.vevent.com/register/BIa96006b6de704a3690a1e0eeb5330a09. A replay of the webcast will be available for one year beginning approximately 11:00 a.m. Hawai'i Time on Monday, January 22, 2024. The replay will be available on the Company's website, www.boh.com.

Investor Announcements

Investors and others should note that the Company intends to announce financial and other information to the Company's investors using the Company's investor relations website at https://ir.boh.com, social media channels, press releases, SEC filings and public conference calls and webcasts, all for purposes of complying with the Company's disclosure obligations under Regulation FD. Accordingly, investors should monitor these channels, as information is updated, and new information is posted.

Forward-Looking Statements

This news release, and other statements made by the Company in connection with it may contain "forward-looking statements" (as defined in the Private Securities Litigation Reform Act of 1995) that involve risks and uncertainties that could cause results to be materially different from expectations. Forecasts of our financial results and condition, expectations for our operations and business prospects, and our assumptions used in those forecasts and expectations are examples of certain of these forward-looking statements. 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 Hawai'i Corporation's Annual Report on Form 10-K for the year ended December 31, 2022 and its Form 10-Q for the fiscal quarter ended March 31, 2023, June 30, 2023 and September 30, 2023, which were filed with the U.S. Securities and Exchange Commission. These forward-looking statements are not guarantees of future performance and speak only as of the date made, and, except as required by law, the Company undertakes no obligation to update or revise any forward-looking statements to reflect subsequent events, new information or future circumstances.

Bank of Hawai'i Corporation is an independent regional financial services company serving businesses, consumers, and governments in Hawai'i and the West Pacific. The Company's principal subsidiary, Bank of Hawai'i, was founded in 1897. For more information about Bank of Hawai'i Corporation, see the Company's website, www.boh.com. Bank of Hawai'i Corporation is a trade name of Bank of Hawaii Corporation.

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Financial Highlights Table 1

Financial Highlights	ıraa	Months End	od						Joor	End	Table			
									December 31,				er 31	
(dollars in thousands, except per share amounts)		2023		,	2023			2022			2023			2022
For the Period:														
Operating Results														
Net Interest Income	\$	115,785		\$	120,937		\$	140,738		\$	497,025		\$	540,558
Provision for Credit Losses		2,500			2,000			200			9,000			(7,800)
Total Noninterest Income		42,283			50,334			41,172			176,609			157,541
Total Noninterest Expense		115,962			105,601			102,703			437,518			415,265
Pre-Provision Net Revenue		42,106			65,670			79,207			236,116			282,834
Net Income		30,396			47,903			61,307			171,202			225,804
Net Income Available to Common Shareholders ¹		28,427			45,934			59,338			163,326			217,928
Basic Earnings Per Common Share		0.72			1.17			1.51			4.16			5.50
Diluted Earnings Per Common Share		0.72			1.17			1.50			4.14			5.48
Dividends Declared Per Common Share		0.70			0.70			0.70			2.80			2.80
Performance Ratios														
Return on Average Assets		0.51	%		0.78	%		1.05	%		0.71	%		0.98 %
Return on Average Shareholders' Equity		8.86			13.92			18.91			12.63			16.10
Return on Average Common Equity		9.55			15.38			21.28			13.89			17.83
Efficiency Ratio ²		73.36			61.66			56.46			64.95			59.49
Net Interest Margin ³		2.13			2.13			2.60			2.24			2.50
Dividend Payout Ratio ⁴		97.22			59.83			46.36			67.31			50.91
Average Shareholders' Equity to Average Assets		5.80			5.60			5.56			5.66			6.10
Average Balances														
Average Loans and Leases	\$	13,906,114		\$	13,903,214		\$	13,452,791		\$	13,851,551		\$	12,896,510
Average Assets		23,449,215			24,387,421			23,147,398			23,954,186			23,006,671
Average Deposits		20,704,070			20,492,082			20,341,327			20,412,378			20,550,739
Average Shareholders' Equity		1,360,641			1,365,143			1,286,291			1,355,536			1,402,533
Per Share of Common Stock														
Book Value	\$	31.05		\$	29.78		\$	28.54		\$	31.05		\$	28.54
Tangible Book Value	Ψ	30.25		Ψ	28.99		Ψ	27.75		Ψ	30.25		Ψ	27.75
Market Value		30.23			20.77			27.73			30.23			27.73
Closing		72.46			49.69			77.56			72.46			77.56
High		75.19			58.63			82.87			81.73			92.38
Low		45.56			39.02			70.15			30.83			70.15
							D			S.	mtombou 20		D.	aambau 21
							υ	ecember 31, 2023		Se	eptember 30, 2023		D	ecember 31, 2022
As of Period End:								2023			2023			2022
Balance Sheet Totals														
Loans and Leases							\$	13,965,026		\$	13,919,491		\$	13,646,420
Total Assets								23,733,296			23,549,785			23,606,877
Total Deposits								21,055,045			20,802,309			20,615,696
Other Debt								560,190			560,217			410,294
Total Shareholders' Equity								1,414,242			1,363,840			1,316,995
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Asset Quality							φ	11 747		ø	11.510		¢	12 (47
Non-Performing Assets Allowance for Credit Losses - Loans and Leases							\$	11,747		\$	11,519		\$	12,647
Allowance to Loans and Leases Outstanding ⁵								146,403 1.05	0/0		145,263 1.04	0/0		144,439 1.06 %
								1.03	70		1.04	70		1.00 /
Capital Ratios ⁶														
Common Equity Tier 1 Capital Ratio								11.33	%		11.29	%		10.92 %
Tier 1 Capital Ratio								12.56			12.53			12.15
Total Capital Ratio								13.60			13.56			13.17
Tier 1 Leverage Ratio								7.51			7.22			7.37
Total Shareholders' Equity to Total Assets								5.96			5.79			5.58
Tangible Common Equity to Tangible Assets ⁷								5.07			4.90			4.69
Tangible Common Equity to Risk-Weighted Assets ⁷								8.45			8.10			7.76
Non-Financial Data														
Full-Time Equivalent Employees								1,899			1,919			2,076
Branches								51			51			51
ATMs								318			320			320

¹ Due to rounding, the amounts presented in this table may not tie to other amounts presented elsewhere in this report.

² Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and total noninterest income).

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 common share divided by basic earnings per common share.

 $^{^{5}\,}$ The numerator comprises the Allowance for Credit Losses - Loans and Leases.

 $^{^{6}}$ Regulatory capital ratios as of December 31, 2023 are preliminary.

⁷ Tangible common equity to tangible assets and tangible common equity to risk-weighted assets are Non-GAAP financial measures. Tangible common equity is defined by the Company as common shareholders' equity minus goodwill. See Table 2 "Reconciliation of Non-GAAP Financial Measures".

Reconciliation of Non-GAAP Financial Measures

Table 2

	D	ecember 31,	S	eptember 30,	D	ecember 31,
(dollars in thousands)		2023		2023		2022
Total Shareholders' Equity	\$	1,414,242	\$	1,363,840	\$	1,316,995
Less: Preferred Stock		180,000		180,000		180,000
Goodwill		31,517		31,517		31,517
Tangible Common Equity	\$	1,202,725	\$	1,152,323	\$	1,105,478
Total Assets	\$	23,733,296	\$	23,549,785	\$	23,606,877
Less: Goodwill		31,517		31,517		31,517
Tangible Assets	\$	23,701,779	\$	23,518,268	\$	23,575,360
Risk-Weighted Assets, determined in accordance						
with prescribed regulatory requirements 1	\$	14,226,780	\$	14,222,825	\$	14,238,798
Total Shareholders' Equity to Total Assets		5.96%		5.79%		5.58%
Tangible Common Equity to Tangible Assets (Non-GAAP)		5.07%		4.90%		4.69%
Tier 1 Capital Ratio ¹		12.56%		12.53%		12.15%
Tangible Common Equity to Risk-Weighted Assets (Non-GAAP) ¹		8.45%		8.10%		7.76%

¹ Regulatory capital ratios as of December 31, 2023 are preliminary.

Consolidated Statements of Income

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		7	Three Months Ended				Year Ended				
	D	ecember 31,		September 30,	D	ecember 31,		Decem	ber	er 31,	
(dollars in thousands, except per share amounts)		2023		2023		2022		2023		2022	
Interest Income											
Interest and Fees on Loans and Leases	\$	158,324	\$	151,245	\$	128,683	\$	590,611	\$	439,798	
Income on Investment Securities											
Available-for-Sale		22,782		23,552		18,476		93,528		70,555	
Held-to-Maturity		22,589		22,838		23,708		92,750		81,490	
Deposits		23		18		13		86		32	
Funds Sold		5,705		12,828		1,093		28,294		4,274	
Other		924		1,464		340		5,106		1,217	
Total Interest Income		210,347		211,945		172,313		810,375		597,366	
Interest Expense											
Deposits		87,121		72,153		23,494		250,847		39,678	
Securities Sold Under Agreements to Repurchase		1,459		4,034		4,289		16,306		12,600	
Funds Purchased		-		-		318		888		417	
Short-Term Borrowings		-		-		1,978		5,713		2,070	
Other Debt		5,982		14,821		1,496		39,596		2,043	
Total Interest Expense		94,562		91,008		31,575		313,350		56,808	
Net Interest Income		115,785		120,937		140,738		497,025		540,558	
Provision for Credit Losses		2,500		2,000		200		9,000		(7,800	
Net Interest Income After Provision for Credit Losses		113,285		118,937		140,538		488,025		548,358	
Noninterest Income		- ,				- 7					
Trust and Asset Management		11,144		10,548		10,652		43,597		43,803	
Mortgage Banking		1,016		1,059		991		4,255		5,980	
Service Charges on Deposit Accounts		7,949		7,843		7,513		31,116		29,620	
Fees, Exchange, and Other Service Charges		13,774		13,824		13,906		55,556		54,914	
Investment Securities Losses, Net		(1,619)	١	(6,734)		(1,124)		(11,455)		(6,111	
Annuity and Insurance		1,271	<i>'</i>	1,156		1,087		4,736		3,782	
Bank-Owned Life Insurance		3,176		2,749		2,475		11,643		9,968	
Other		5,572		19,889		5,672		37,161		15,585	
Total Noninterest Income		42,283		50,334		41,172		176,609		157,541	
Noninterest Expense		72,203		30,334		71,172		170,007		137,341	
Salaries and Benefits		53,991		58,825		57,639		234,079		235,270	
Net Occupancy		9,734		10,327		9,499		39,924		39,441	
Net Equipment		9,826		9,477		9,942		40,251		38,374	
Data Processing		4,948		4,706		4,579		18,836		18,362	
Professional Fees		5,079		3,846		3,958		17,459		14,557	
FDIC Insurance		18,545		3,361						6,546	
						1,774		28,313			
Other Track National Frances		13,839		15,059		15,312		58,656		62,715	
Total Noninterest Expense		115,962		105,601		102,703		437,518		415,265	
Income Before Provision for Income Taxes		39,606		63,670		79,007		227,116		290,634	
Provision for Income Taxes	¢.	9,210	ф	15,767	¢	17,700	¢	55,914	ф	64,830	
Net Income Defend 1 Steels Divided to	\$	30,396	4		\$	61,307	\$		\$	225,804	
Preferred Stock Dividends Not Income Available to Common Shareholders	ф	1,969	ф	1,969	Φ	1,969	Ф	7,877	Ф	7,877	
Net Income Available to Common Shareholders	\$	28,427	\$			59,338	\$	163,325	\$	217,927	
Basic Earnings Per Common Share	\$	0.72	\$		\$	1.51	\$	4.16	\$	5.50	
Diluted Earnings Per Common Share	\$	0.72	\$		\$	1.50	\$	4.14	\$	5.48	
Dividends Declared Per Common Share	\$	0.70	\$		\$	0.70	\$	2.80	\$	2.80	
Basic Weighted Average Common Shares		39,303,525		39,274,626		39,395,338		39,274,291		39,601,089	
Diluted Weighted Average Common Shares		39,539,191		39,420,531		39,618,896		39,428,912		39,788,002	

Consolidated Statements of Comprehensive Income (Loss)

	Three Months Ended							Year Ended				
	December 31,		September 30,		December 31,			Decem	ember 31,			
(dollars in thousands)		2023		2023		2022		2023		2022		
Net Income	\$	30,396	\$	47,903	\$	61,307	\$	171,202	\$	225,804		
Other Comprehensive Income (Loss), Net of Tax:												
Net Unrealized Gains (Losses) on Investment Securities		43,357		(18,264)		5,677		36,152		(376,694)		
Defined Benefit Plans		1,566		84		7,359		1,818		8,418		
Other Comprehensive Income (Loss)		44,923		(18,180)		13,036		37,970		(368,276)		
Comprehensive Income (Loss)	\$	75,319	\$	29,723	\$	74,343	\$	209,172	\$	(142,472)		

Table 4

	December 31, September 30,		December 31,		
(dollars in thousands)		2023	2023		2022
Assets					
Interest-Bearing Deposits in Other Banks	\$	2,761	\$ 4,676	\$	3,724
Funds Sold		690,112	386,086		81,364
Investment Securities					
Available-for-Sale		2,408,933	2,387,324		2,844,823
Held-to-Maturity (Fair Value of \$4,253,637; \$4,104,469; and \$4,615,393)		4,997,335	5,088,013		5,414,139
Loans Held for Sale		3,124	1,450		1,035
Loans and Leases		13,965,026	13,919,491		13,646,420
Allowance for Credit Losses		(146,403)	(145,263)		(144,439)
Net Loans and Leases		13,818,623	13,774,228		13,501,981
Total Earning Assets		21,920,888	21,641,777		21,847,066
Cash and Due from Banks		308,071	261,464		316,679
Premises and Equipment, Net		194,855	196,094		206,777
Operating Lease Right-of-Use Assets		86,110	86,896		92,307
Accrued Interest Receivable		66,525	65,541		61,002
Foreclosed Real Estate		2,098	1,040		1,040
Mortgage Servicing Rights		20,880	21,273		22,619
Goodwill		31,517	31,517		31,517
Bank-Owned Life Insurance		462,894	458,260		453,882
Other Assets		639,458	785,923		573,988
Total Assets	\$	23,733,296	\$ 23,549,785	\$	23,606,877
Liabilities					
Deposits					
Noninterest-Bearing Demand	\$	6,058,554	\$ 5,687,442	\$	6,714,982
Interest-Bearing Demand		3,749,717	3,925,469		4,232,567
Savings		8,189,472	8,530,384		7,962,410
Time		3,057,302	2,659,014		1,705,737
Total Deposits		21,055,045	20,802,309		20,615,696
Securities Sold Under Agreements to Repurchase		150,490	150,490		725,490
Other Debt		560,190	560,217		410,294
Operating Lease Liabilities		94,693	95,453		100,526
Retirement Benefits Payable		23,673	26,074		26,991
Accrued Interest Payable		41,023	33,434		9,698
Taxes Payable		7,636	6,965		7,104
Other Liabilities		386,304	•		
			511,003		394,083
Total Liabilities Shough aldows! Fourity		22,319,054	22,185,945		22,289,882
Shareholders' Equity					
Preferred Stock (\$.01 par value; authorized 180,000 shares;					
issued / outstanding: December 31, 2023; September 30, 2023;		100.000	100.000		100.000
and December 31, 2022 - 180,000)		180,000	180,000		180,000
Common Stock (\$.01 par value; authorized 500,000,000 shares;					
issued / outstanding: December 31, 2023 - 58,755,465 / 39,753,138;					
September 30, 2023 - 58,767,820 / 39,748,700; and December 31, 2022 - 58,733,625 / 39,835,750)		583	583		582
Capital Surplus		636,422	632,425		620,578
Accumulated Other Comprehensive Loss		(396,688)	(441,611)		(434,658)
Retained Earnings		2,107,569	2,108,702		2,055,912
Treasury Stock, at Cost (Shares: December 31, 2023 - 19,002,327; September 30, 2023 - 19,019,120;					
and December 31, 2022 - 18,897,875)		(1,113,644)	(1,116,259)		(1,105,419)
Total Shareholders' Equity		1,414,242	1,363,840		1,316,995
Total Liabilities and Shareholders' Equity	\$	23,733,296	\$ 23,549,785	\$	23,606,877

Consolidated Statements of Shareholders' Equity

						Accumulated			
						Other			
	Preferred		Common		Co	omprehensive			
	Shares	Preferred	Shares	Common	Capital	Income	Retained	Treasury	
(dollars in thousands)	Outstanding	Stock	Outstanding	Stock	Surplus	(Loss)	Earnings	Stock	Total
Balance as of December 31, 2021	180,000 \$	180,000	40,253,193 \$	581 \$	602,508 \$	(66,382) \$	1,950,375 \$	(1,055,471) \$	1,611,611
Net Income	-	-	-	-	-	-	225,804	-	225,804
Other Comprehensive Loss	-	-	-	-	-	(368,276)	-	-	(368,276)
Share-Based Compensation	-	-	-	-	16,066	-	-	-	16,066
Common Stock Issued under Purchase and Equity									
Compensation Plans and Related Tax Benefits	-	-	272,007	1	2,004	-	167	5,115	7,287
Common Stock Repurchased	-	-	(689,450)	-	-	-	-	(55,063)	(55,063)
Cash Dividends Declared Common Stock (\$2.80 per share)	-	-	-	-	-	-	(112,557)	-	(112,557)
Cash Dividends Declared Preferred Stock	-	-	-	-	-	-	(7,877)	-	(7,877)
Balance as of December 31, 2022	180,000 \$	180,000	39,835,750 \$	582 \$	620,578 \$	(434,658) \$	2,055,912 \$	(1,105,419) \$	1,316,995
Net Income	- \$	-	- \$	- \$	- \$	- \$	171,202 \$	- \$	171,202
Other Comprehensive Income	-	-	-	-	-	37,970	-	-	37,970
Share-Based Compensation	-	-	-	-	15,656	-	-	-	15,656
Common Stock Issued under Purchase and Equity									
Compensation Plans and Related Tax Benefits	-	-	130,286	1	188	-	127	6,065	6,381
Common Stock Repurchased	-	-	(212,898)	-	-	-	-	(14,290)	(14,290)
Cash Dividends Declared Common Stock (\$2.80 per share)	-	-	-	-	-	-	(111,795)	-	(111,795)
Cash Dividends Declared Preferred Stock	-	-	-	<u>-</u>		-	(7,877)	-	(7,877)
Balance as of December 31, 2023	180,000 \$	180,000	39,753,138 \$	583 \$	636,422 \$	(396,688) \$	2,107,569 \$	(1,113,644) \$	1,414,242

		Months Ende			Months Ende			Three Months Ended December 31, 2022				
	Average	Income /	Yield /	Average	Income /	Yield /	Average	Income /	Yield /			
(dollars in millions)	Balance	Expense ²	Rate	Balance	Expense ²	Rate	Balance	Expense ²	Rate			
Earning Assets												
Interest-Bearing Deposits in Other Banks	\$ 4.3	\$ -	2.08 %	\$ 2.9	\$ -	2.40 %	\$ 2.2	\$ -	2.32 %			
Funds Sold	415.0	5.7	5.38	944.8	12.8	5.31	118.1	1.2	3.62			
Investment Securities												
Available-for-Sale												
Taxable	2,362.4	22.8	3.84	2,605.4	23.5	3.60	2,593.5	18.4	2.83			
Non-Taxable	1.8	-	1.90	3.5	-	3.21	7.5	0.1	4.14			
Held-to-Maturity												
Taxable	5,013.6	22.4	1.79	5,118.6	22.7	1.77	5,401.9	23.5	1.74			
Non-Taxable	34.9	0.2	2.10	35.0	0.2	2.10	35.4	0.2	2.10			
Total Investment Securities	7,412.7	45.4	2.45	7,762.5	46.4	2.39	8,038.3	42.2	2.10			
Loans Held for Sale	3.8	0.1	6.89	3.8	0.1	6.28	3.3	-	5.65			
Loans and Leases ³												
Commercial and Industrial	1,603.5	21.3	5.27	1,515.0	18.9	4.96	1,379.9	14.8	4.25			
Paycheck Protection Program	11.9	-	1.36	13.1	_	1.32	21.3	0.1	2.30			
Commercial Mortgage	3,760.1	51.5	5.42	3,792.6	51.1	5.35	3,627.4	40.6	4.44			
Construction	279.5	4.8	6.84	241.9	3.7	6.09	246.9	3.3	5.29			
Commercial Lease Financing	60.1	0.3	1.95	62.6	0.3	1.84	72.0	0.3	1.49			
Residential Mortgage	4,676.0	45.1	3.86	4,715.3	42.8	3.62	4,617.9	38.9	3.37			
Home Equity	2,276.2	20.9	3.65	2,283.5	20.1	3.49	2,207.7	17.9	3.23			
Automobile	845.7	8.6	4.02	868.0	8.2	3.75	851.1	7.0	3.29			
Other ⁴	393.1	6.3	6.40	411.2	6.5	6.24	428.6	6.1	5.64			
Total Loans and Leases	13,906.1	158.8	4.54	13,903.2	151.6	4.34	13,452.8	129.0	3.81			
Other	60.0	1.0	6.16	91.6	1.5	6.40	50.1	0.4	2.72			
Total Earning Assets	21,801.9	211.0	3.85	22,708.8	212.4	3.72	21,664.8	172.8	3.17			
Cash and Due from Banks	243.8	211.0	3.03	289.8	212.1	3.12	244.3	172.0	3.17			
Other Assets	1,403.5			1,388.8			1,238.3					
Total Assets	\$ 23,449.2			\$ 24,387.4	_		\$ 23,147.4					
100011255005	ψ 23,113.2			Ψ 21,307.1			Ψ 23,117.1					
Interest-Bearing Liabilities												
Interest-Bearing Deposits												
Demand	\$ 3,737.3	7.7	0.82	\$ 3,929.7	6.6	0.67	\$ 4,131.4	3.5	0.33			
Savings	8,441.0	51.1	2.40	7,952.6	39.1	1.95	7,869.9	13.4	0.68			
Time	2,830.0	28.3	3.97	2,767.8	26.5	3.79	1,467.7	6.6	1.78			
Total Interest-Bearing Deposits	15,008.3	87.1	2.30	14,650.1	72.2	1.95	13,469.0	23.5	0.69			
Funds Purchased	13,008.3	-	2.30	14,030.1	-	1.93	36.6	0.3	3.40			
Short-Term Borrowings		<u>-</u>	-		- -		198.3	2.0	3.90			
Securities Sold Under Agreements to Repurchase	150.5	1.5	3.79	528.5	4.0	2.99	594.5	4.3	2.82			
Other Debt	560.2	6.0	4.24	1,365.7	14.8	4.31	137.5	1.5	4.32			
	15,719.0	94.6	2.39	16,544.3	91.0	2.18	14,435.9	31.6	0.87			
Total Interest-Bearing Liabilities Net Interest Income	15,/19.0	\$ 116.4	4.37	10,344.3	\$ 121.4	2.10	14,433.9	\$ 141.2	0.07			
Interest Rate Spread		ψ 110. 1	1.46 %		Ψ 1/21.4	1.54 %	6	ψ 171.2	2.30			
Net Interest Margin			2.13 %			2.13 %						
5	5,695.8		2.13 %	5,842.0		2.13 %	6,872.3		2.60			
Noninterest-Bearing Demand Deposits Other Liabilities				636.0			552.9					
	673.8											
Shareholders' Equity Total Liabilities and Shareholders' Equity	1,360.6 \$ 23,449.2			1,365.1 \$ 24,387.4			1,286.3 \$ 23,147.4					

¹ Due to rounding, the amounts presented in this table may not tie to other amounts presented elsewhere in this report.

² Interest income includes taxable-equivalent basis adjustments, based upon a federal statutory tax rate of 21%, of \$605,000, \$437,000, and \$433,000 for the three months ended December 31, 2023, September 30, 2023, and December 31, 2022, respectively.

³ 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.

⁴ Comprised of other consumer revolving credit, installment, and consumer lease financing.

		,	Year Ended			Year Ended					
		Dec	ember 31, 202	3	_		Dec	cembe	r 31, 2022		-
		Average Balance	Income / Expense ²	Yield / Rate			Average Balance		ncome / xpense ²	Yield / Rate	
(dollars in millions) Earning Assets		Багапсе	Expense	Kate			Багапсе	IV.	xpense	Rate	
Interest-Bearing Deposits in Other Banks	\$	3.5	\$ 0.	1 2.4/	1 %	\$	3.0	\$		1.05	0/
Funds Sold	Ф	540.4	28.			Ф	260.5	Ф	4.3	1.64	/(
Investment Securities		540.4	20.	3 3.2-	T		200.3		7.3	1.04	
Available-for-Sale											
Taxable		2,631.0	93.	4 3.55	5		3,644.2		70.5	1.93	
Non-Taxable		6.1	0.				4.0		0.1	2.92	
Held-to-Maturity		0.1	0.	2 4.00	,		4.0		0.1	2.72	
Taxable		5,173.9	92.	2 1.78	₹		4,750.0		80.9	1.70	
Non-Taxable		35.1	0.				35.6		0.7	2.10	
Total Investment Securities		7,846.1	186				8,433.8		152.2	1.80	
Loans Held for Sale		3.0	0.				6.9		0.3	3.70	_
Loans and Leases ³		2.0		_	,		0.5		0.0	2.70	
Commercial and Industrial		1,497.1	74.	0 4.94	1		1,349.3		46.2	3.42	
Paycheck Protection Program		14.1	0.				44.0		2.7	6.07	
Commercial Mortgage		3,776.2	197.				3,420.1		121.9	3.56	
Construction		262.1	16.				232.6		10.6	4.56	
Commercial Lease Financing		63.7	0.				88.5		1.3	1.49	
Residential Mortgage		4,690.5	168.				4,484.2		147.4	3.29	
Home Equity		2,268.0	78.				2,072.2		62.1	3.00	
Automobile		866.1	31.				786.1		25.4	3.23	
Other ⁴		413.8	25.				419.5		23.0	5.49	
Total Loans and Leases		13,851.6	592.				12,896.5		440.6	3.42	
Other		78.3	5.				40.5		1.2	3.01	_
Total Earning Assets		22,322.9	812.				21,641.2		598.6	2.77	
Cash and Due from Banks		292.1					237.4				
Other Assets		1,339.2					1,128.1				
Total Assets	\$	23,954.2				\$	23,006.7				
Interest-Bearing Liabilities											
Interest-Bearing Deposits	Φ.	2 070 7	2-	0 0 0		Φ.				0.1.1	
Demand	\$	3,978.7	27.			\$	4,377.1		6.1	0.14	
Savings		8,018.4	137.				7,767.7		22.9	0.30	
Time Test Listenant Province Province		2,424.8	86.				1,135.5		10.7	0.94	
Total Interest-Bearing Deposits		14,421.9	250.				13,280.3		39.7	0.30	
Funds Purchased		18.5	0.				18.5		0.4	2.26	
Short-Term Borrowings		114.0	5.				58.6		2.1	3.53	
Securities Sold Under Agreements to Repurchase		530.9	16.				479.8		12.6	2.63	
Other Debt		921.8	39.				42.4		2.0	4.82	
Total Interest-Bearing Liabilities Net Interest Income		16,007.1	\$ 499.)		13,879.6	•	56.8 541.8	0.41	
			φ 499.) n/			\$	341.8	2.26	0
Interest Rate Spread				1.68						2.36	
Net Interest Margin		5,000,5		2.24	1 %		7 270 4			2.50	Q
Noninterest-Bearing Demand Deposits Other Liebilities		5,990.5					7,270.4				
Other Liabilities Shareholders' Equity		601.1 1,355.5					454.2 1,402.5				

¹ Due to rounding, the amounts presented in this table may not tie to other amounts presented elsewhere in this report.

² Interest income includes taxable-equivalent basis adjustments, based upon a federal statutory tax rate of 21%, of \$2,008,000 and \$1,251,000 for the year ended December 31, 2023 and December 31, 2022, respectively.

³ 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.

⁴ Comprised of other consumer revolving credit, installment, and consumer lease financing.

	Three Months Ended December 31, 2023								
		ompared	to September 3	30, 2023					
(dollars in millions)	Volur	ne 1	Rate 1	Total					
Change in Interest Income:									
Funds Sold	\$	(7.3) \$	0.2	\$ (7.1)					
Investment Securities									
Available-for-Sale									
Taxable		(2.2)	1.5	(0.7)					
Held-to-Maturity									
Taxable		(0.5)	0.2	(0.3)					
Total Investment Securities		(2.7)	1.7	(1.0)					
Loans and Leases									
Commercial and Industrial		1.2	1.2	2.4					
Commercial Mortgage		(0.4)	0.8	0.4					
Construction		0.6	0.5	1.1					
Residential Mortgage		(0.4)	2.7	2.3					
Home Equity		(0.1)	0.9	0.8					
Automobile		(0.2)	0.6	0.4					
Other ²		(0.4)	0.2	(0.2)					
Total Loans and Leases		0.3	6.9	7.2					
Other		(0.4)	(0.1)	(0.5)					
Total Change in Interest Income		(10.1)	8.7	(1.4)					
Change in Interest Expense:									
Interest-Bearing Deposits									
Demand		(0.3)	1.4	1.1					
Savings		2.5	9.5	12.0					
Time		0.6	1.2	1.8					
Total Interest-Bearing Deposits		2.8	12.1	14.9					
Securities Sold Under Agreements to Repurchase		(3.5)	1.0	(2.5)					
Other Debt		(8.6)	(0.2)	(8.8)					
Total Change in Interest Expense		(9.3)	12.9	3.6					
Change in Net Interest Income	\$	(0.8) \$	(4.2)	\$ (5.0)					

¹ The change in interest income and expense not solely due to changes in volume or rate has been allocated on a pro-rata basis to the volume and rate columns.

² Comprised of other consumer revolving credit, installment, and consumer lease financing.

Three Months Ended December 31, 2023 Compared to December 31, 2022 Volume 1 Rate 1 Total (dollars in millions) Change in Interest Income: \$ 0.7 \$ 4.5 Funds Sold 3.8 \$ **Investment Securities** Available-for-Sale 4.4 Taxable (1.8)6.2 Non-Taxable (0.1)(0.1)Held-to-Maturity Taxable 0.6 (1.7)(1.1)**Total Investment Securities** 6.7 3.2 (3.5)Loans Held for Sale 0.1 0.1 Loans and Leases Commercial and Industrial 2.6 3.9 6.5 Paycheck Protection Program (0.1)(0.1)Commercial Mortgage 10.9 1.6 9.3 Construction 0.4 1.1 1.5 Residential Mortgage 0.5 5.7 6.2 Home Equity 0.6 2.4 3.0 Automobile 1.6 1.6 Other² (0.6)0.2 0.8 Total Loans and Leases 5.1 24.7 29.8 Other 0.1 0.5 0.6 **Total Change in Interest Income** 5.5 32.7 38.2 Change in Interest Expense: Interest-Bearing Deposits Demand (0.4)4.6 4.2 37.7 Savings 1.0 36.7 Time 9.4 12.3 21.7 Total Interest-Bearing Deposits 10.0 53.6 63.6 **Funds Purchased** (0.3)(0.3)**Short-Term Borrowings** (2.0)(2.0)Securities Sold Under Agreements to Repurchase (3.9)1.1 (2.8)Other Debt 4.5 4.5 **Total Change in Interest Expense** 8.3 54.7 63.0 **Change in Net Interest Income** (2.8) \$ (22.0) \$ (24.8)

¹ The change in interest income and expense not solely due to changes in volume or rate has been allocated on a pro-rata basis to the volume and rate columns.

² Comprised of other consumer revolving credit, installment, and consumer lease financing.

Year Ended December 31, 2023

Compared to December 31, 2022 $\mathbf{Volume}\ ^{1}$ Rate 1 Total (dollars in millions) Change in Interest Income: \$ 0.1 \$ \$ 0.1 Interest-Bearing Deposits in Other Banks **Funds Sold** 7.9 16.1 24.0 **Investment Securities** Available-for-Sale Taxable (23.7)46.6 22.9 Non-Taxable 0.1 0.1 Held-to-Maturity 7.4 3.9 11.3 Taxable **Total Investment Securities** (16.2)50.5 34.3 Loans Held for Sale (0.2)0.1 (0.1)Loans and Leases 22.3 27.8 Commercial and Industrial 5.5 Paycheck Protection Program (1.3)(2.5)(1.2)Commercial Mortgage 13.8 61.3 75.1 Construction 1.5 3.9 5.4 Commercial Lease Financing (0.4)(0.1)(0.5)Residential Mortgage 7.0 14.5 21.5 Home Equity 6.2 9.9 16.1 Automobile 2.7 6.4 3.7 Other² 2.6 2.3 (0.3)Total Loans and Leases 34.8 116.8 151.6 1.7 Other 2.2 3.9 185.7 213.8 **Total Change in Interest Income** 28.1 Change in Interest Expense: **Interest-Bearing Deposits** 20.9 Demand (0.6)21.5 0.8 114.5 Savings 113.7 Time 21.8 53.9 75.7 Total Interest-Bearing Deposits 22.0 189.1 211.1 0.5 **Funds Purchased** 0.5 **Short-Term Borrowings** 2.5 1.1 3.6 Securities Sold Under Agreements to Repurchase 1.4 2.3 3.7 Other Debt 37.9 (0.2)37.7 256.6 192.8 **Total Change in Interest Expense** 63.8 **Change in Net Interest Income** (35.7) \$ (7.1) \$ (42.8)

¹ The change in interest income and expense not solely due to changes in volume or rate has been allocated on a pro-rata basis to the volume and rate columns.

² Comprised of other consumer revolving credit, installment, and consumer lease financing.

Salaries and Benefits

Table 9

Three Months Ended									Year Ended				
	Dec	December 31,		September 30,		December 31,		December	31,				
(dollars in thousands)		2023		2023		2022		2023	2022				
Salaries	\$	38,492	\$	39,426	\$	37,395	\$	154,497 \$	146,840				
Incentive Compensation		3,402		2,956		5,356		13,339	23,425				
Share-Based Compensation		3,443		4,072		3,901		14,770	15,220				
Commission Expense		700		676		830		2,798	4,708				
Retirement and Other Benefits		2,521		3,809		4,065		15,707	17,242				
Payroll Taxes		2,598		2,921		2,591		14,677	13,395				
Medical, Dental, and Life Insurance		2,500		2,835		3,528		12,767	11,958				
Separation Expense		335		2,130		(27)		5,524	2,482				
Total Salaries and Benefits	\$	53,991	\$	58,825	\$	57,639	\$	234,079 \$	235,270				

Loan and Lease Portfolio Balances

Т	٦a	h	le	1	U	
	71	.,	16		.,	

	De	ecember 31,	September 30	,	June 30,	March 31,	December 31,
(dollars in thousands)		2023	2023		2023	2023	2022
Commercial							
Commercial and Industrial	\$	1,652,699	\$ 1,569,5	72 \$	1,502,676	\$ 1,425,916	\$ 1,389,066
Paycheck Protection Program		11,369	12,5	29	13,789	15,175	19,579
Commercial Mortgage		3,749,016	3,784,3	39	3,796,769	3,826,283	3,725,542
Construction		304,463	251,5)7	236,428	232,903	260,825
Lease Financing		59,939	61,5	22	62,779	65,611	69,491
Total Commercial		5,777,486	5,679,4	59	5,612,441	5,565,888	5,464,503
Consumer							
Residential Mortgage		4,684,171	4,699,1	10	4,721,976	4,691,298	4,653,072
Home Equity		2,264,827	2,285,9	74	2,278,105	2,260,001	2,225,950
Automobile		837,830	856,1	13	878,767	877,979	870,396
Other ¹		400,712	398,7	95	423,600	429,356	432,499
Total Consumer		8,187,540	8,240,0	22	8,302,448	8,258,634	8,181,917
Total Loans and Leases	\$	13,965,026	\$ 13,919,4	91 \$	3 13,914,889	\$ 13,824,522	\$ 13,646,420

¹ Comprised of other revolving credit, installment, and lease financing.

Deposits

	De	ecember 31,	Sej	ptember 30,	June 30,	March 31,	D	ecember 31,
(dollars in thousands)		2023		2023	2023	2023		2022
Consumer	\$	10,319,809	\$	10,036,261	\$ 10,018,931	\$ 10,158,833	\$	10,304,335
Commercial		8,601,224		8,564,536	8,019,971	8,594,441		8,569,670
Public and Other		2,134,012		2,201,512	2,469,713	1,738,026		1,741,691
Total Deposits	\$	21,055,045	\$	20,802,309	\$ 20,508,615	\$ 20,491,300	\$	20,615,696

Average Deposits

				7	Thre	e Months Ende	d			
	Г	December 31,	Sep	otember 30,		June 30,		March 31,	D	ecember 31,
(dollars in thousands)		2023		2023		2023		2023		2022
Consumer	\$	10,092,727	\$	9,963,690	\$	9,977,239	\$	10,178,988	\$	10,295,563
Commercial		8,581,426		8,288,891		8,138,358		8,611,960		8,588,198
Public and Other		2,029,917		2,239,501		1,903,004		1,639,934		1,457,566
Total Deposits	\$	20,704,070	\$	20,492,082	\$	20,018,601	\$	20,430,882	\$	20,341,327
Total Deposits	Ψ	20,701,070	Ψ	20,172,002	Ψ	20,010,001	Ψ	20,130,002	Ψ	20,5 11,527

Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More

Table 11

Marcherolamical Marcherola	December 31,
Non-Performing Assets to Total Loans and Leases Part	2022
Commercial and Industrial S 30 S 32 S S 32 S S S 32 S S S S S S S S S	
Commercial and Industrial S	
Commercial Mortgage	
Total Commercial	\$ 37
Residerial Morgage	3,309
Residential Morgange	3,346
Mone Equity	
Total Consumer	4,239
Total Non-Accrual Leans and Leases	4,022
Procession 2,098 1,040	8,261
Total Consumer Con	11,607
National Reases Past Due 90 Days or More Residential Mortgage	1,040
Residential Mortgage	\$ 12,647
Residential Mortgage	
Minome Equity 1,734 2,172 2,022 1,723 2,041 1,735 1,73	
Automobile 399 393 577 508 Other ¹ 648 643 633 632 Total Consumer 6,595 6,727 6,729 7,519 Total Loans and Leases Past Due 90 Days or More 8,595 8,727 3,9148 3,9148.89 13,924,22 8 Total Loans and Leases to Total Loans and Leases 3,955,02 3,9149 3,9148.89 3,924,52 8 Ratio of Non-Accrual Loans and Leases to Total Loans and Leases 0,079 0,088 0	\$ 2,429
Other I 648 643 633 632 Total Consumer 6,595 6,727 6,792 7,519 Total Accruing Loans and Leases Past Due 90 Days or More to Total Loans and Leases \$ 6,595 \$ 13,912,91 \$ 13,914,88 \$ 13,942,522 \$ 1 Ratio of Non-Accrual Loans and Leases to Total Loans and Leases 0,07% 0,08%	1,673
Total Consumer Con	589
Total Accruing Loans and Leases Past Due 90 Days or More \$ 6,595 \$ 6,727 \$ 6,792 \$ 7,519 \$ 7,519 \$ 7,519 \$ 7,510 \$ 7,5	683
Total Loans and Leases S 13,965,026 S 13,919,491 S 13,914,889 S 13,824,522 S	5,374
Ratio of Non-Accrual Loans and Leases to Total Loans and Leases 0.07% 0.08% 0.08% 0.08% Ratio of Non-Performing Assets to Total Loans and Leases and Foreclosed Real Estate 0.08% 0.08% 0.08% 0.08% 0.09% Ratio of Non-Performing Assets to Total Assets 0.05% 0.05% 0.04% 0.05% 0.06%	\$ 5,374
Ratio of Non-Performing Assets to Total Loans and Leases and Foreclosed Real Estate 0.08% 0.08% 0.08% 0.08% 0.08% 0.08% 0.09% Ratio of Non-Performing Assets to Total Assets Ratio of Commercial Non-Performing Assets to Total Commercial Loans and Leases and Commercial Foreclosed Real Estate 0.05% 0.05% 0.05% 0.06% 0.06% 0.06% Ratio of Commercial Non-Performing Assets to Total Commercial Loans and Leases and Commercial Foreclosed Real Estate 0.05% 0.05% 0.06% 0.06% 0.06% 0.06% 0.06% 0.01% 0.11% 0.10% 0.10% 0.11% 0.11% 0.11% 0.11% 0.12% 0.13% 0.13% 0.13% 0.13% 0.14% 0.14% 0.15% 0.	\$ 13,646,420
Ratio of Non-Performing Assets to Total Loans and Leases and Foreclosed Real Estate 0.08% 0.08% 0.08% 0.08% 0.08% 0.08% 0.09% Ratio of Non-Performing Assets to Total Assets Ratio of Commercial Non-Performing Assets to Total Commercial Loans and Leases and Commercial Foreclosed Real Estate 0.05% 0.05% 0.05% 0.06%	
Ratio of Consumer Consumer Foreclosed Real Estate 0.08% 0.08% 0.08% 0.09%	0.09%
Ratio of Consumer Consumer Foreclosed Real Estate 0.08% 0.08% 0.08% 0.09%	
Ratio of Non-Performing Assets to Total Assets Ratio of Commercial Non-Performing Assets to Total Commercial Loans and Leases and Commercial Foreclosed Real Estate 0.05% 0.05% 0.05% 0.06% 0.06% 0.06% 0.06% 0.06% Ratio of Consumer Non-Performing Assets to Total Consumer Loans and Leases and Consumer Foreclosed Real Estate 0.11% 0.10% 0.10% 0.10% 0.11% 0.10% 0.11	
Ratio of Commercial Non-Performing Assets to Total Commercial Loans and Leases and Commercial Foreclosed Real Estate 0.05% 0.05% 0.06% 0.06% Ratio of Consumer Non-Performing Assets to Total Consumer Loans and Leases and Consumer Foreclosed Real Estate 0.11% 0.10% 0.10% 0.10% 0.11% Ratio of Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More to Total Loans and Leases and Foreclosed Real Estate 0.13% 0.13% 0.13% 0.13% 0.14% Quarter to Quarter Changes in Non-Performing Assets Balance at Beginning of Quarter \$ 11,519 \$ 11,477 \$ 12,124 \$ 12,647 \$ Additions 2,683 1,318 1,116 552 Reductions Payments (2,018) (1,017) (226) (778)	0.09%
Ratio of Commercial Non-Performing Assets to Total Commercial Loans and Leases and Commercial Foreclosed Real Estate 0.05% 0.05% 0.06% 0.06% Ratio of Consumer Non-Performing Assets to Total Consumer Loans and Leases and Consumer Foreclosed Real Estate 0.11% 0.10% 0.10% 0.10% 0.11% Ratio of Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More to Total Loans and Leases and Foreclosed Real Estate 0.13% 0.13% 0.13% 0.13% 0.14% Quarter to Quarter Changes in Non-Performing Assets Balance at Beginning of Quarter \$ 11,519 \$ 11,477 \$ 12,124 \$ 12,647 \$ Additions 2,683 1,318 1,116 552 Reductions Payments (2,018) (1,017) (226) (778)	
Ratio of Consumer Non-Performing Assets to Total Consumer Loans and Leases and Consumer Foreclosed Real Estate 0.11% 0.10% 0.10% 0.10% 0.11% Ratio of Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More to Total Loans and Leases and Foreclosed Real Estate 0.13% 0.13% 0.13% 0.13% 0.14% Quarter to Quarter Changes in Non-Performing Assets Palance at Beginning of Quarter \$ 11,519 \$ 11,477 \$ 12,124 \$ 12,647 \$ Additions 2,683 1,318 1,116 552 Reductions Payments Reductions	0.05%
Ratio of Consumer Non-Performing Assets to Total Consumer Loans and Leases and Consumer Foreclosed Real Estate 0.11% 0.10% 0.10% 0.10% 0.11% Ratio of Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More to Total Loans and Leases and Foreclosed Real Estate 0.13% 0.13% 0.13% 0.13% 0.14% Quarter to Quarter Changes in Non-Performing Assets Past Due 90 Days or More to Total Loans and Leases 2.15% 2.124 2	
Ratio of Consumer Non-Performing Assets to Total Consumer Loans and Leases and Consumer Foreclosed Real Estate 0.11% 0.10% 0.10% 0.10% 0.11% 0.	
Additions \$\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	0.06%
Additions \$\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	
Ratio of Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More to Total Loans and Leases and Foreclosed Real Estate O.13% O.13% O.13% O.13% O.14% Quarter to Quarter Changes in Non-Performing Assets Balance at Beginning of Quarter \$ 11,519 \$ 11,477 \$ 12,124 \$ 12,647 \$ Additions 2,683 1,318 1,116 552 Reductions Payments (2,018) (1,017) (226) (778)	
Past Due 90 Days or More to Total Loans and Leases and Foreclosed Real Estate 0.13% 0.13% 0.13% 0.13% 0.13% 0.14% Quarter to Quarter Changes in Non-Performing Assets Balance at Beginning of Quarter \$ 11,519 \$ 11,477 \$ 12,124 \$ 12,647 \$	0.11%
Past Due 90 Days or More to Total Loans and Leases and Foreclosed Real Estate 0.13% 0.13% 0.13% 0.13% 0.13% 0.14% Quarter to Quarter Changes in Non-Performing Assets Balance at Beginning of Quarter \$ 11,519 \$ 11,477 \$ 12,124 \$ 12,647 \$	
and Foreclosed Real Estate 0.13% 0.13% 0.13% 0.14% Quarter to Quarter Changes in Non-Performing Assets Balance at Beginning of Quarter \$ 11,519 \$ 11,477 \$ 12,124 \$ 12,647 \$ 12,647 \$ \$ Additions 2,683 1,318 1,116 552 552 1 Reductions (2,018) (1,017) (226) (778) (778)	
Quarter to Quarter Changes in Non-Performing Assets Balance at Beginning of Quarter \$ 11,519 \$ 11,477 \$ 12,124 \$ 12,647 \$ Additions 2,683 1,318 1,116 552 Reductions Payments (2,018) (1,017) (226) (778)	
Balance at Beginning of Quarter \$ 11,519 \$ 11,477 \$ 12,124 \$ 12,647 \$ Additions 2,683 1,318 1,116 552 Reductions (2,018) (1,017) (226) (778)	0.13%
Balance at Beginning of Quarter \$ 11,519 \$ 11,477 \$ 12,124 \$ 12,647 \$ Additions 2,683 1,318 1,116 552 Reductions (2,018) (1,017) (226) (778)	
Balance at Beginning of Quarter \$ 11,519 \$ 11,477 \$ 12,124 \$ 12,647 \$ Additions 2,683 1,318 1,116 552 Reductions (2,018) (1,017) (226) (778)	
Additions 2,683 1,318 1,116 552 Reductions Payments (2,018) (1,017) (226) (778)	\$ 13,868
Reductions Payments (2,018) (1,017) (226) (778)	704
Payments (2,018) (1,017) (226) (778)	, 31
	(1,605
17 17 17 17 17 17 17 17 17 17 17 17 17 1	(301
Charge-offs / Write-downs (10) -	(19
•	`
Total Reductions (2,455) (1,276) (1,763) (1,075) Balance at End of Quarter \$ 11,747 \$ 11,519 \$ 11,477 \$ 12,124 \$	\$ 12,647

¹ Comprised of other revolving credit, installment, and lease financing.

Reserve for Credit Losses

Table 12

		T	hre	ee Months Ende	Year Ended					
	D	ecember 31,	S	September 30,	D	ecember 31,		Decem	ıber 3	81,
(dollars in thousands)		2023		2023		2022		2023		2022
Balance at Beginning of Period	\$	151,653	\$	151,702	\$	152,927	\$	151,247	\$	164,297
Loans and Leases Charged-Off										
Commercial										
Commercial and Industrial		(229)		(294)		(196)		(987)		(925)
Consumer										
Residential Mortgage		-		-		-		(6)		(80)
Home Equity		(14)		(13)		(10)		(82)		(100)
Automobile		(938)		(1,353)		(1,171)		(5,247)		(4,652)
Other ¹		(2,349)		(1,957)		(1,846)		(8,645)		(7,585)
Total Loans and Leases Charged-Off		(3,530)		(3,617)		(3,223)		(14,967)		(13,342)
Recoveries on Loans and Leases Previously Charged-Off										
Commercial										
Commercial and Industrial		125		72		87		350		552
Consumer										
Residential Mortgage		301		69		63		489		1,193
Home Equity		180		131		202		1,073		1,500
Automobile		612		721		412		2,782		2,276
Other ¹		588		575		604		2,455		2,702
Total Recoveries on Loans and Leases Previously Charged-Off		1,806		1,568		1,368		7,149		8,223
Net Charged-Off - Loans and Leases		(1,724)		(2,049)		(1,855)		(7,818)		(5,119)
Net Charged-Off - Accrued Interest Receivable		-		-		(25)		-		(131)
Provision for Credit Losses:										
Loans and Leases		2,864		1,945		(142)		9,782		(8,263)
Accrued Interest Receivable		-		-		25		-		(283)
Unfunded Commitments		(364)		55		317		(782)		746
Total Provision for Credit Losses		2,500		2,000		200		9,000		(7,800)
Balance at End of Period	\$	152,429	\$	151,653	\$	151,247	\$	152,429	\$	151,247
Components										
Allowance for Credit Losses - Loans and Leases	\$	146,403	\$	145,263	\$	144,439	\$	146,403	\$	144,439
Reserve for Unfunded Commitments		6,026		6,390		6,808		6,026		6,808
Total Reserve for Credit Losses	\$	152,429	\$	151,653	\$	151,247	\$	152,429	\$	151,247
Average Loans and Leases Outstanding	\$	13,906,114	\$	13,903,214	\$	13,452,791	\$	13,851,551	\$	12,896,510
Datis of Nat Laure and Laure Channel Office										
Rano of Net Loans and Leases Unarged-Unito										
Ratio of Net Loans and Leases Charged-Off to Average Loans and Leases Outstanding (annualized)		0.05%		0.06%		0.05%		0.06%		0.04%

¹ Comprised of other revolving credit, installment, and lease financing.

² The numerator comprises the Allowance for Credit Losses - Loans and Leases.

Business Segments Selected Financial Information

Table 13a

	Consumer	(Commercial	Treasury	Consolidated
(dollars in thousands)	Banking		Banking	and Other	Total
Three Months Ended December 31, 2023					
Net Interest Income (Loss)	\$ 101,868	\$	51,663	\$ (37,746)	\$ 115,785
Provision for Credit Losses	1,738		(15)	777	2,500
Net Interest Income (Loss) After Provision for Credit Losses	100,130		51,678	(38,523)	113,285
Noninterest Income	32,247		7,944	2,092	42,283
Noninterest Expense	(92,793)		(18,958)	(4,211)	(115,962)
Income (Loss) Before Income Taxes	39,584		40,664	(40,642)	39,606
Provision for Income Taxes	(10,165)		(10,316)	11,271	(9,210)
Net Income (Loss)	\$ 29,419	\$	30,348	\$ (29,371)	\$ 30,396
Total Assets as of December 31, 2023	\$ 8,486,255	\$	5,831,880	\$ 9,415,161	\$ 23,733,296
Three Months Ended December 31, 2022 ¹					
Net Interest Income (Loss)	\$ 94,799	\$	56,879	\$ (10,940)	\$ 140,738
Provision for Credit Losses	1,861		(6)	(1,655)	200
Net Interest Income (Loss) After Provision for Credit Losses	92,938		56,885	(9,285)	140,538
Noninterest Income	31,526		8,288	1,358	41,172
Noninterest Expense	(82,286)		(17,587)	(2,830)	(102,703)
Income (Loss) Before Income Taxes	42,178		47,586	(10,757)	79,007
Provision for Income Taxes	(10,840)		(12,005)	5,145	(17,700)
Net Income (Loss)	\$ 31,338	\$	35,581	\$ (5,612)	\$ 61,307
Total Assets as of December 31, 2022	\$ 8,520,459	\$	5,522,916	\$ 9,563,502	\$ 23,606,877

¹ Certain prior period information has been reclassified to conform to current presentation.

	Consumer	Commercial	Treasury	Consolidated
(dollars in thousands)	Banking	Banking	and Other	Total
Year Ended December 31, 2023				
Net Interest Income (Loss)	\$ 400,380 \$	215,865 \$	(119,220) \$	497,025
Provision for Credit Losses	7,773	44	1,183	9,000
Net Interest Income (Loss) After Provision for Credit Losses	392,607	215,821	(120,403)	488,025
Noninterest Income	126,373	33,016	17,220	176,609
Noninterest Expense	(340,336)	(77,486)	(19,696)	(437,518)
Income (Loss) Before Income Taxes	178,644	171,351	(122,879)	227,116
Provision for Income Taxes	(46,003)	(42,806)	32,895	(55,914)
Net Income (Loss)	\$ 132,641 \$	128,545 \$	(89,984) \$	171,202
Total Assets as of December 31, 2023	\$ 8,486,255 \$	5,831,880 \$	9,415,161 \$	23,733,296
Year Ended December 31, 2022 ¹				
Net Interest Income	\$ 327,445 \$	209,273 \$	3,840 \$	540,558
Provision for Credit Losses	5,324	(206)	(12,918)	(7,800)
Net Interest Income After Provision for Credit Losses	322,121	209,479	16,758	548,358
Noninterest Income	126,337	25,938	5,266	157,541
Noninterest Expense	(330,140)	(70,601)	(14,524)	(415,265)
Income Before Income Taxes	118,318	164,816	7,500	290,634
Provision for Income Taxes	(29,954)	(40,659)	5,783	(64,830)
Net Income	\$ 88,364 \$	124,157 \$	13,283 \$	225,804
Total Assets as of December 31, 2022	\$ 8,520,459 \$	5,522,916 \$	9,563,502 \$	23,606,877

¹ Certain prior period information has been reclassified to conform to current presentation.

					Thre	e Months End					
	De	ecember 31,	Se	eptember 30,		June 30,		March 31,	D	ecember 31,	
dollars in thousands, except per share amounts)		2023		2023		2023		2023		2022	_
Quarterly Operating Results											
Interest Income	Ф	150.004	ф	151045	ф	144.541	ф	106 501	ф	100.600	
Interest and Fees on Loans and Leases	\$	158,324	\$	151,245	\$	144,541	\$	136,501	\$	128,683	
Income on Investment Securities								•• ••		10.15	
Available-for-Sale		22,782		23,552		23,301		23,893		18,476	
Held-to-Maturity		22,589		22,838		23,375		23,948		23,708	
Deposits		23		18		18		27		13	
Funds Sold		5,705		12,828		6,395		3,366		1,093	
Other		924		1,464		2,121		597		340	
Total Interest Income		210,347		211,945		199,751		188,332		172,313	_
Interest Expense											
Deposits		87,121		72,153		53,779		37,794		23,494	
Securities Sold Under Agreements to Repurchase		1,459		4,034		5,436		5,377		4,289	
Funds Purchased		-		-		184		704		318	,
Short-Term Borrowings		-		-		2,510		3,203		1,978	ļ
Other Debt		5,982		14,821		13,494		5,299		1,496	
Total Interest Expense		94,562		91,008		75,403		52,377		31,575	
Net Interest Income		115,785		120,937		124,348		135,955		140,738	,
Provision for Credit Losses		2,500		2,000		2,500		2,000		200	
Net Interest Income After Provision for Credit Losses		113,285		118,937		121,848		133,955		140,538	,
Noninterest Income											
Trust and Asset Management		11,144		10,548		11,215		10,690		10,652	
Mortgage Banking		1,016		1,059		1,176		1,004		991	
Service Charges on Deposit Accounts		7,949		7,843		7,587		7,737		7,513	
Fees, Exchange, and Other Service Charges		13,774		13,824		14,150		13,808		13,906	
Investment Securities Losses, Net		(1,619)		(6,734)		(1,310)		(1,792)		(1,124)	
Annuity and Insurance		1,271		1,156		1,038		1,271		1,087	
Bank-Owned Life Insurance		3,176		2,749		2,876		2,842		2,475	
Other		5,572		19,889		6,523		5,177		5,672	
Total Noninterest Income		42,283		50,334		43,255		40,737		41,172	
Noninterest Expense		,		2 3,22 1		,		10,707		11,172	
Salaries and Benefits		53,991		58,825		56,175		65,088		57,639)
Net Occupancy		9,734		10,327		9,991		9,872		9,499	
Net Equipment		9,826		9,477		10,573		10,375		9,942	
Data Processing		4,948		4,706		4,599		4,583		4,579	
Professional Fees		5,079		3,846		4,651		3,883		3,958	
FDIC Insurance		18,545		3,361		3,173		3,234		1,774	
Other		13,839		15,059		14,874		14,884		15,312	
		115,962		105,601		104,036		111,919			
Total Noninterest Expense										102,703	
Income Before Provision for Income Taxes		39,606		63,670		61,067		62,773		79,007	
Provision for Income Taxes	\$	9,210	\$	15,767	\$	15,006	\$	15,931 46,842	\$	17,700	
Net Income	<u> </u>	30,396	<u> </u>	47,903)	46,061))	61,307	=
Preferred Stock Dividends	\$	1,969	\$	1,969	\$	1,969	\$	1,969	\$	1,969	-
Net Income Available to Common Shareholders	Φ	28,427	<u> </u>	45,934	Þ	44,092	D.	44,873	D.	59,338	=
Davis Faminas Dav Carrers Slave	Ф	0.70	ф	1 17	ф	1 10	ф	1 1 4	ф	1.51	
Basic Earnings Per Common Share	\$	0.72	\$	1.17	\$	1.12	\$	1.14	\$	1.51	
Diluted Earnings Per Common Share	\$	0.72	\$	1.17	\$	1.12	\$	1.14	\$	1.50	
Dalama Class Task I											
Balance Sheet Totals	da	10.000.000	_	10.010.101	+	12 01 4 000	de	12.624.727	d	10 646 100	
Loans and Leases	\$	13,965,026	\$	13,919,491	\$	13,914,889	\$	13,824,522	\$	13,646,420	
Total Assets		23,733,296		23,549,785		24,947,936		23,931,977		23,606,877	
Total Deposits		21,055,045		20,802,309		20,508,615		20,491,300		20,615,696	
Total Shareholders' Equity		1,414,242		1,363,840		1,358,279		1,354,430		1,316,995	
Performance Ratios											
Return on Average Assets		0.51	%	0.78	%	0.77	%	0.80	%	1.05	
		8.86		13.92		13.55		14.25		18.91	
Return on Average Shareholders' Equity											
Return on Average Shareholders' Equity Return on Average Common Equity		9.55		15.38		14.95		15.79		21.28	
				15.38 61.66		14.95 62.07		15.79 63.34		21.28 56.46	

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 taxable-equivalent basis, as a percentage of average earning assets.

Hawaii Economic Trends

Table 15

	Year Ended							
(dollars in millions; jobs in thousands)	November 30,	2023	December	31, 2022	Decembe	r 31, 2021		
Hawaii Economic Trends								
State General Fund Revenues 1	\$ 8,726.1	0.6 %	\$ 9,441.3	16.0 % 5	8,137.9	26.9 %		
General Excise and Use Tax Revenue ¹	4,118.7	5.2	4,263.4	18.3	3,604.3	18.6		
Jobs ²	655.6		654.5		642.6			

	November 30,	December 31,			
	2023	2022	2021		
Unemployment, seasonally adjusted ³					
Statewide	2.9 %	3.7 %	3.2 %		
Honolulu County	2.6	3.3	3.7		
Hawaii County	1.9	4.7	1.8		
Maui County	5.9	4.5	2.4		
Kauai County	1.9	4.7	2.7		

(1-year percentage change, except months of inventory)	2023	2022	2021	2020
Housing Trends (Single Family Oahu) 4				
Median Home Price	(5.0) %	11.6 %	19.3 %	5.2 %
Home Sales Volume (units)	(26.3) %	(23.2) %	17.9 %	2.3 %
Months of Inventory	2.8	2.1	0.8	1.4

	Monthly Visitor Arrivals,	Percentage Change		
in thousands, except percent change)	Not Seasonally Adjusted	from Previous Year		
Fourism ⁵				
November 30, 2023	720.3	0.2 %		
October 31, 2023	700.3	(3.7)		
September 30, 2023	643.1	(7.1)		
August 31, 2023	766.0	(7.7)		
July 31, 2023	929.4	1.2		
June 30, 2023	886.0	5.3		
May 31, 2023	790.5	2.1		
April 30, 2023	806.2	(0.4)		
March 31, 2023	892.2	13.6		
February 28, 2023	733.6	17.6		
January 31, 2023	775.1	36.7		
December 31, 2022	858.1	14.0		
November 30, 2022	719.0	17.1		
October 31, 2022	727.4	32.1		
September 30, 2022	692.2	37.2		
August 31, 2022	829.8	14.8		
July 31, 2022	918.6	4.4		
June 30, 2022	841.8	6.4		
May 31, 2022	774.1	22.9		
April 30, 2022	809.6	67.3		
March 31, 2022	785.7	78.7		
February 28, 2022	623.7	165.1		
January 31, 2022	567.2	229.8		
December 31,2021	752.8	219.3		
November 30, 2021	614.0	234.1		

 $^{^{\}rm 1}\,$ Source: Hawaii Department of Business, Economic Development & Tourism

² Source: U.S. Bureau of Labor Statistics

³ Source: University of Hawaii Economic Research Organization (UHERO)

⁴ Source: Honolulu Board of Realtors

⁵ Source: Hawaii Tourism Authority



Bank of Hawai'i Corporation fourth quarter 2023 financial report

January 22, 2024

disclosure



forward-looking statements

this presentation, and other statements made by the Company in connection with it, may contain forward-looking statements concerning, among other things, forecasts of our financial results and condition, expectations for our operations and business prospects, and our assumptions used in those forecasts and expectations. we have not committed to update forward-looking statements to reflect later events or circumstances

highlights



Corporation

quality balance sheet performance

strong liquidity

strong credit

earnings highlights

- period end total deposits increased 1.2%
- average total deposits increased 1.0%
- growth attributed to increase in core customer deposits
- total loans and leases increased by 0.3%
- \$10.2 billion in readily available liquidity exceeds \$8.9 billion in uninsured/uncollateralized deposits
- 0.05% net charge-off rate
- 0.08% non-performing assets level
- 79% of loan portfolio real-estate secured with combined wtd avg LTV of 54%
- CRE portfolio comprises 27% of total loans
 - wtd avg LTV of 55%;
 - only 7.9% maturing in 2024;
 - CRE office exposure only 3% of total loans
- \$0.72 diluted earnings per common share
- 1.67% average cost of total deposits
- 9.55% return on average common equity
- industry-wide FDIC special assessment resulted in a \$14.7 million charge

highlights – balance sheet

Th Bank of Hawai'i

Corporation

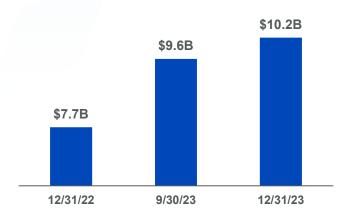
\$ in millions



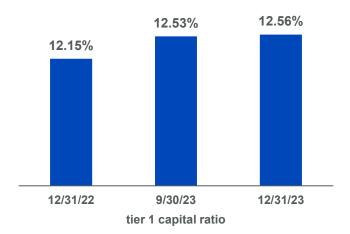




increased readily available liquidity



organic capital growth



our deposits



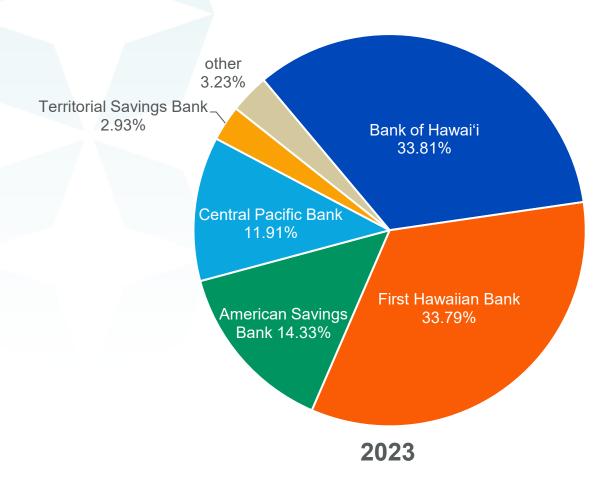
through our 125 year history in the islands, Bank of Hawai'i has developed an exceptionally seasoned deposit base, built one relationship at a time, over many years, and in neighborhoods and communities we understand

- √ unique marketplace
- √ diversified
- √ long tenured

unique deposit market



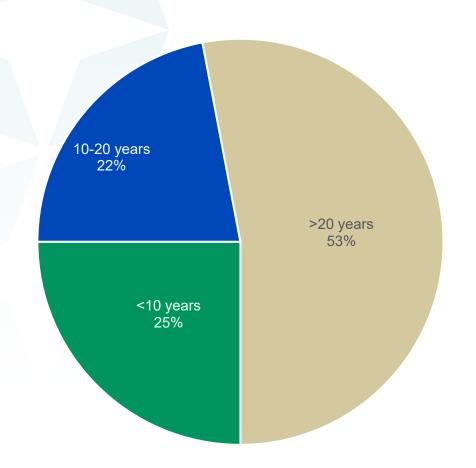
Corporation



the leader in a unique deposit market with five local competitors holding 97% of the bank deposit market

long tenured deposit base





segment ⁽¹⁾	avg tenure (yrs)
Commercial Core	28.0
The Private Bank	18.6
Small Business	18.3
Community	22.3
total	23.4

stable deposit balances



\$ in billions

Corporation

spot balance increased by 1.2% from 9/30/23

average balance increased by 1.0% from 3Q23

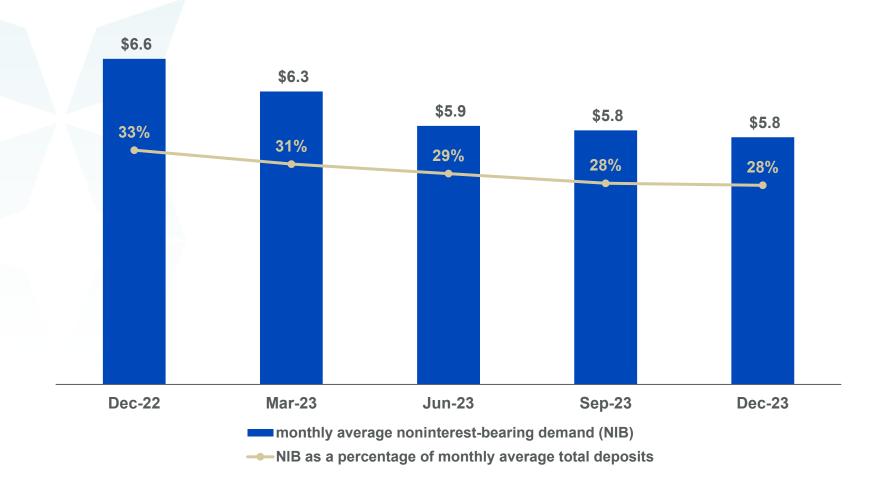


stabilization in NIB

h Bank of Hawai'i

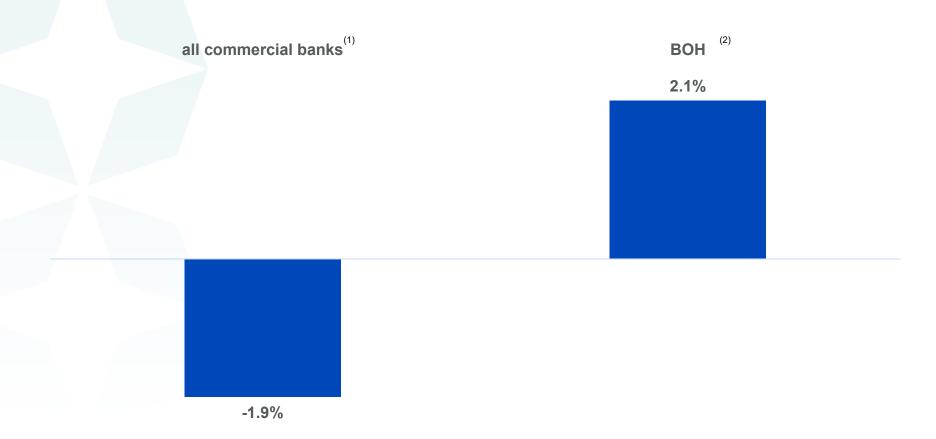
Corporation

\$ in billions



2023 deposit balances change

1h Bank of Hawai'i

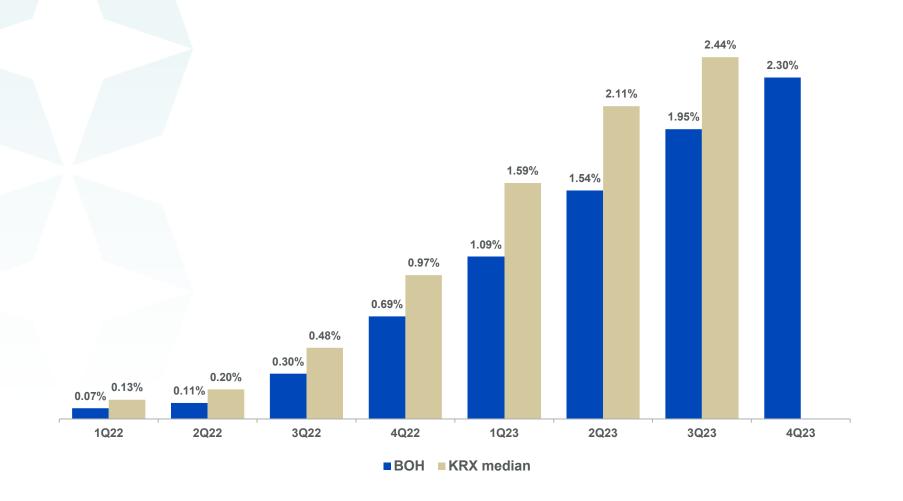


⁽¹⁾ compares 12/27/23 vs. 12/28/22; all commercial bank data derived from H.8 Assets and Liabilities of Commercial Banks in the United States, Table 9 - Assets and Liabilities of All Commercial Banks in the United States, not seasonally adjusted

⁽²⁾ compares 12/31/23 vs. 12/31/22

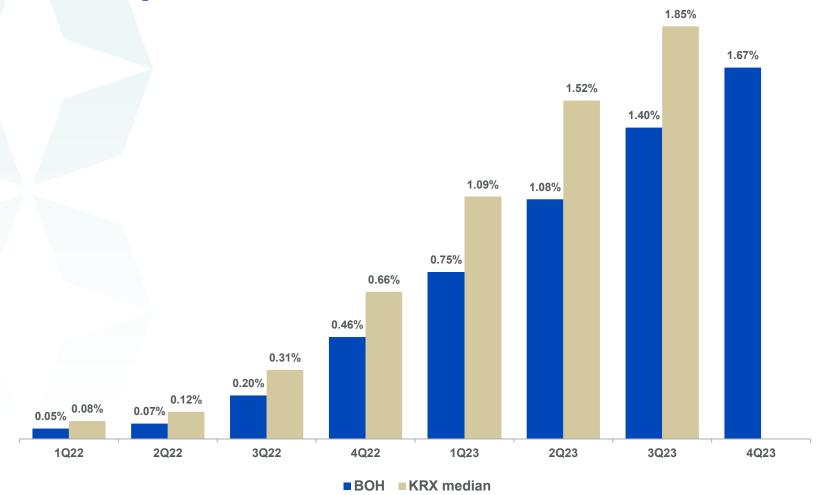
cost of funds interest-bearing deposits





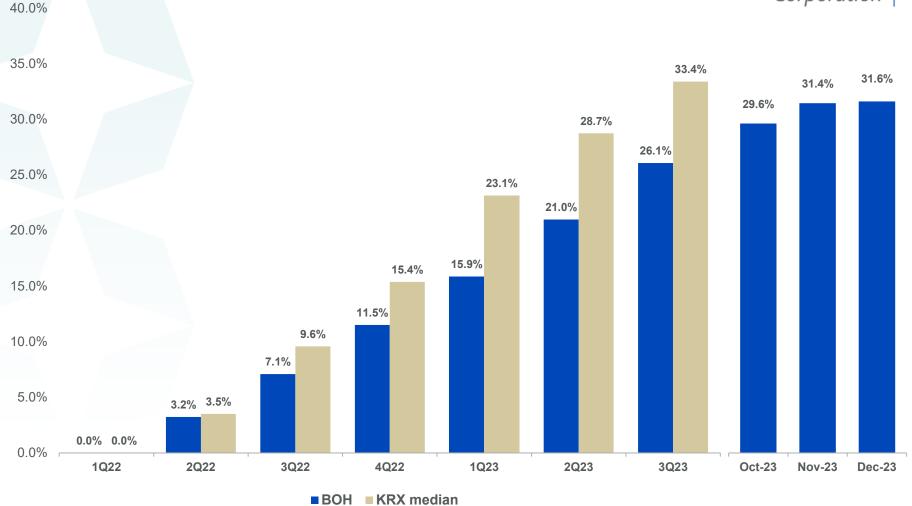
cost of funds total deposits





deposit beta performance



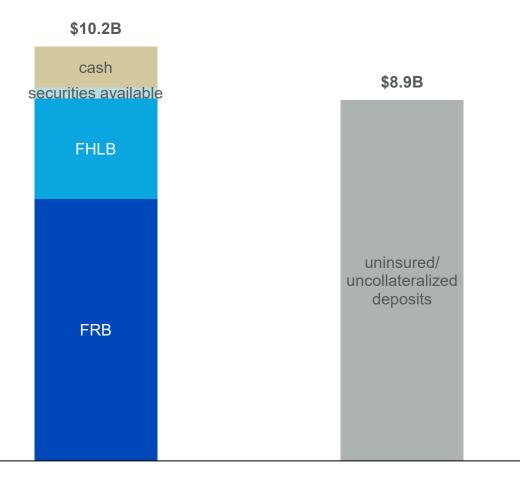


readily available liquidity



Corporation

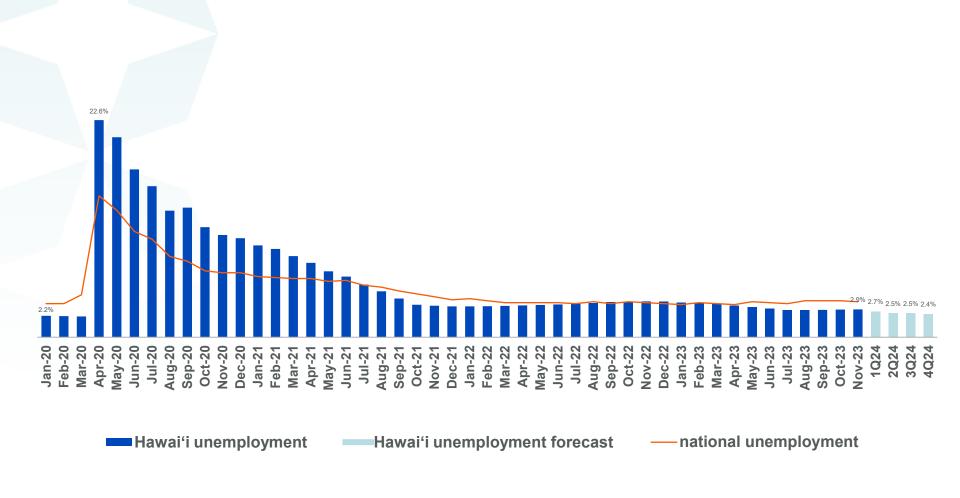
Bank of Hawai'i carries substantial liquidity lines and equivalents for both day-to-day operational and liquidity backstop purposes



unemployment

experience & forecast

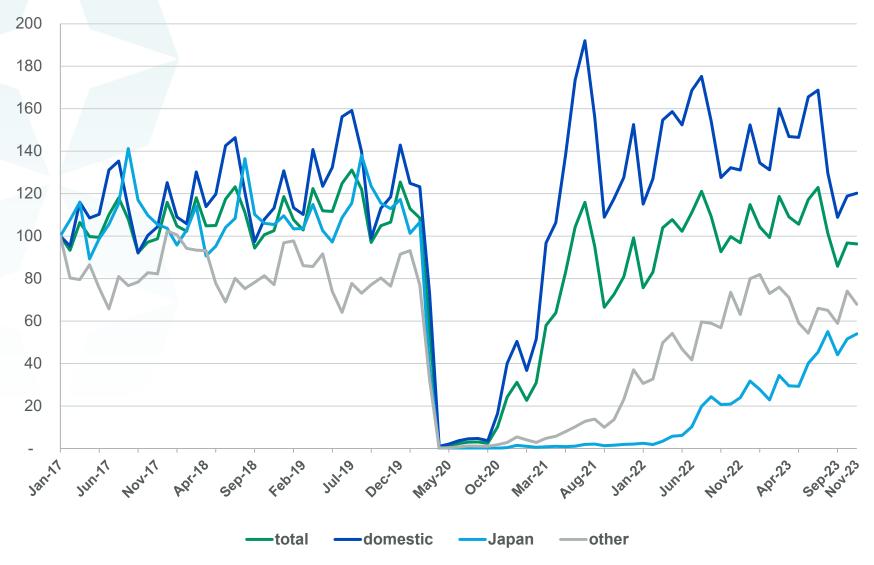




visitor arrivals

1h Bank of Hawai'i

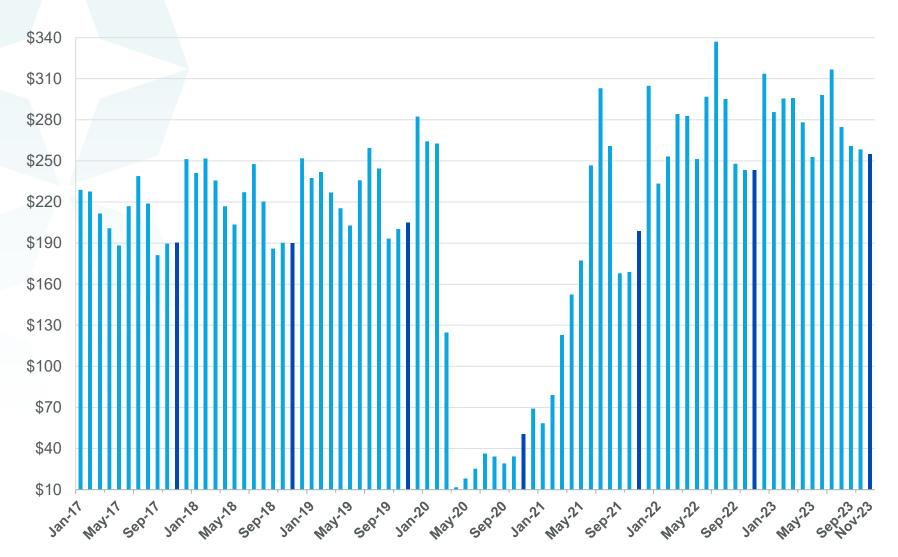
monthly by market, indexed to January 2017



revenue per available room

1h Bank of Hawai'i

revenue per available room (RevPAR)



stable real estate prices



Oahu market indicators – December 2023

		sing	gle family	homes		condominiums								
	<u>Dec 2023</u>	<u>Dec 2022</u>	<u>Dec 2019</u>	<u>Δ Dec 2022</u>	<u>Δ Dec 2019</u>	Dec 2023	<u>Dec 2022</u>	<u>Dec 2019</u>	<u>Δ Dec 2022</u>	<u>Δ Dec 2019</u>				
median sales price (000s)	\$997	\$1,050	\$820	-5.1%	21.5%	\$510	\$503	\$426	1.5%	19.9%				
months of inventory	2.8	2.1	2.5	0.7 months	0.3 months	3.2	2.2	3.4	1.0 months	-0.2 months				
closed sales	182	202	309	-9.9%	-41.1%	272	360	428	-24.4%	-36.4%				
median days on market	18	25	18	7 days		26	21	30	5 days	4 days				



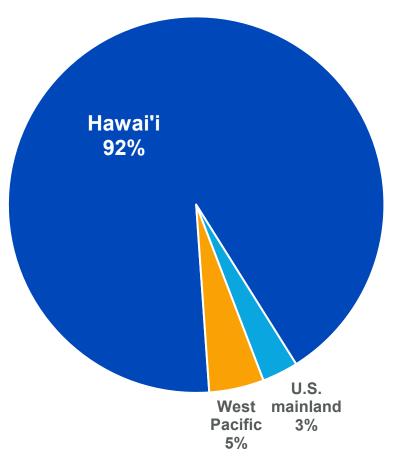
credit performance

lending philosophy



Corporation

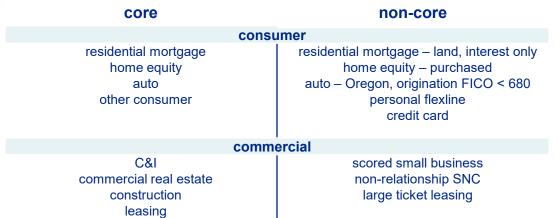
we lend in our core markets to long-standing relationships



dynamically managing credit risk In Bank of Hawai'i

de-risking the balance sheet



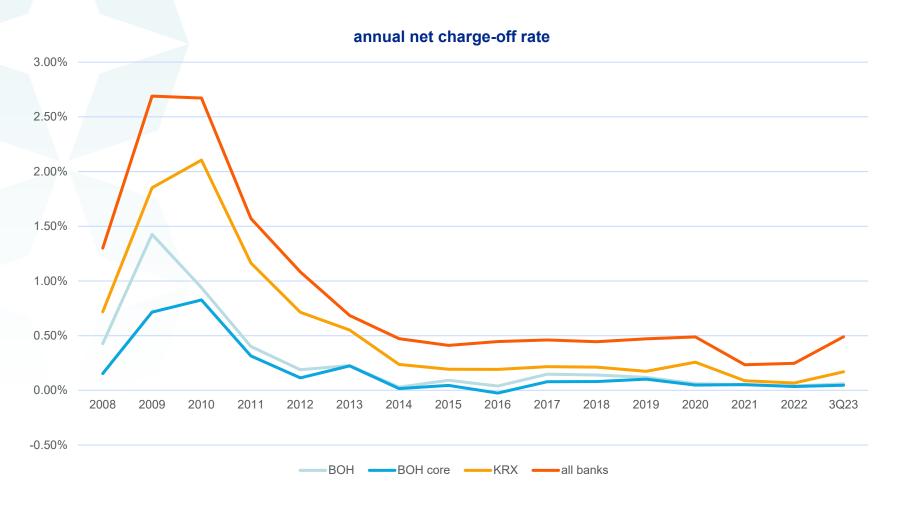


historical net charge-off rates



lower net charge offs through different economic cycles

Corporation



KRX – represents historical average net charge-off rates for banks in the KBW Regional Banking index as of 1/3/23 (source: S&P Capital IQ) all banks – represents historical average net charge-off rates for all FDIC insured banks (source: FDIC)

loan portfolio

41% commercial

wtd avg LTV 55%

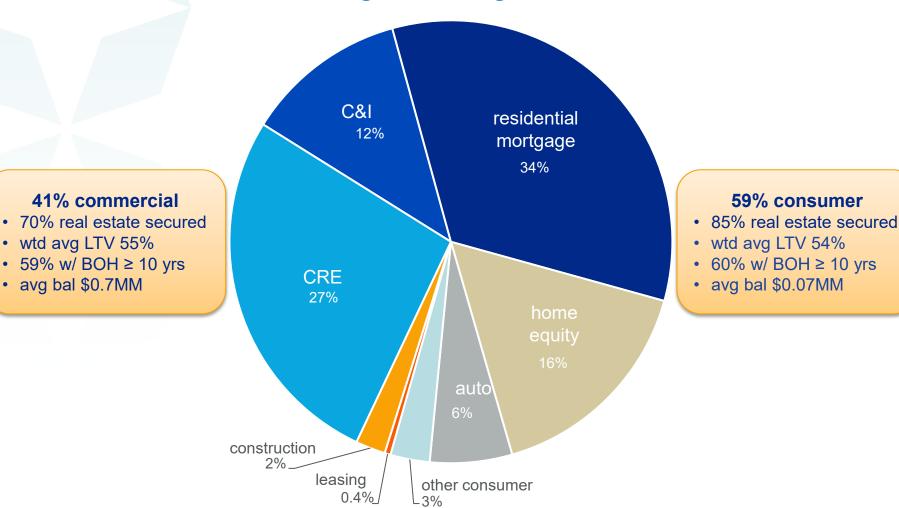
avg bal \$0.7MM

• 59% w/ BOH ≥ 10 yrs



Corporation

79% of portfolio secured with real estate with combined weighted average loan to value of 54%

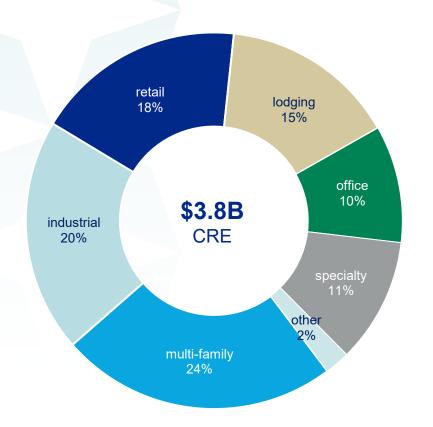


commercial real estate (CRE)

h Bank of Hawai'i

Corporation

27% of total loans

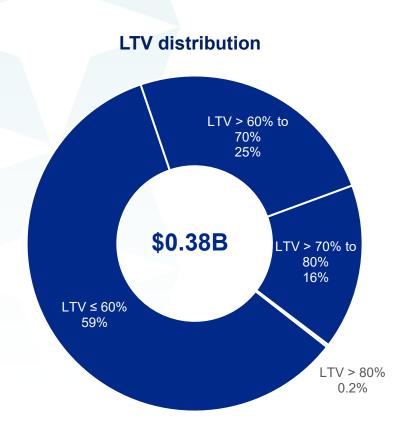


asset type	% total CRE	wtd avg LTV
multi-family	24%	58%
industrial	20%	56%
retail	18%	55%
lodging	15%	52%
office	10%	55%
specialty	11%	53%
other	2%	48%
total CRE	100%	55%

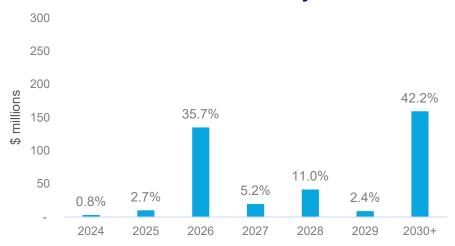
CRE office

3% of total loans





scheduled maturity



highlights

- 55% wtd avg LTV
- \$1.8MM average exposure
- 23% CBD (Downtown Honolulu)
 - 60% wtd avg LTV
 - 43% with repayment guaranties
- 4% maturing prior to 2026

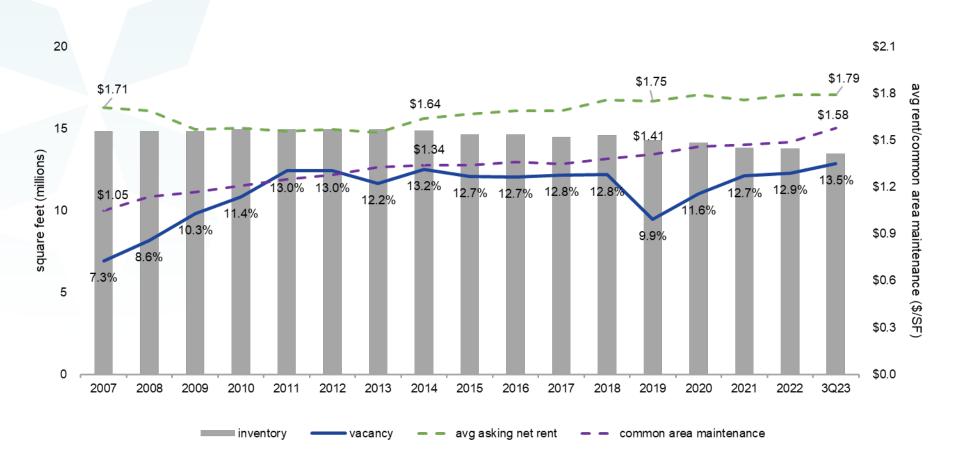
Oahu investor office market

h Bank of Hawai'i

13.5 million square feet

Corporation

rents remain stable as conversions to alternative purpose continue to drive decline in inventory



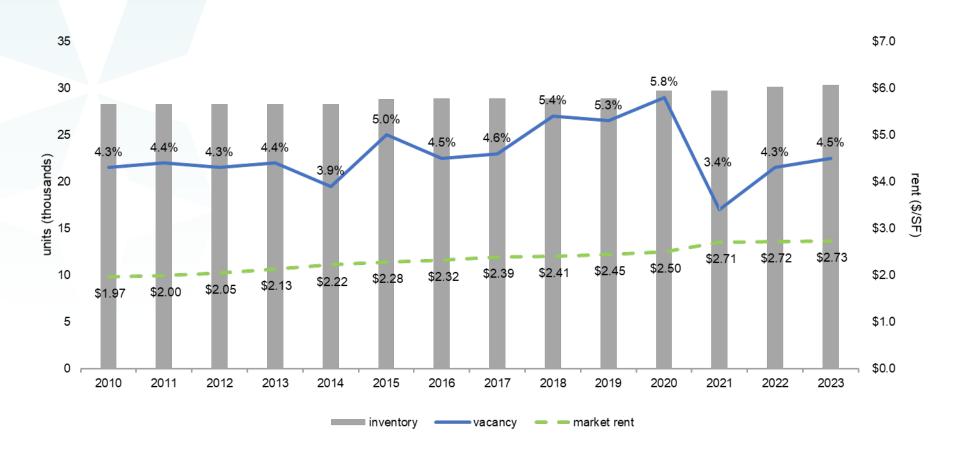
Honolulu multi-family market

h Bank of Hawai'i

30,307 units

Corporation

severely limited existing and new supply, compounded by the high cost of homeownership, continues to drive rental demand



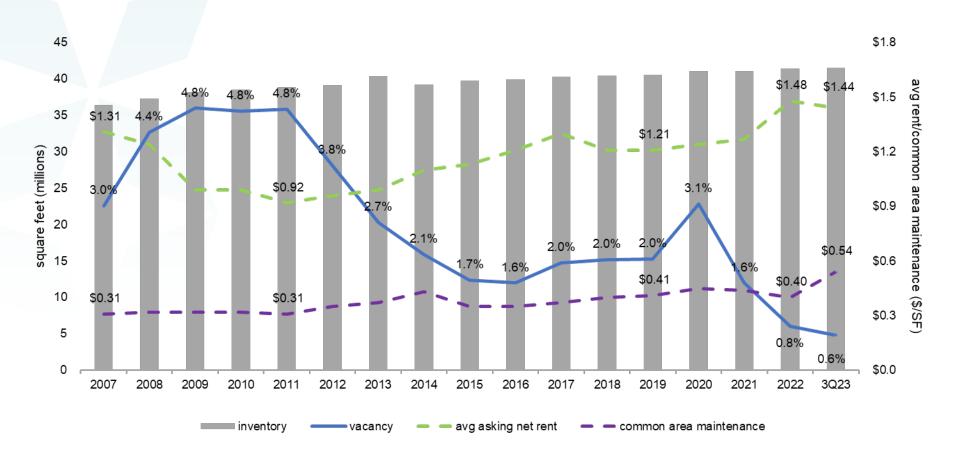
Oahu industrial market

h Bank of Hawai'i

41.5 million square feet

Corporation

vacancy rates at a historic low, while available industrial space listings remain near record low



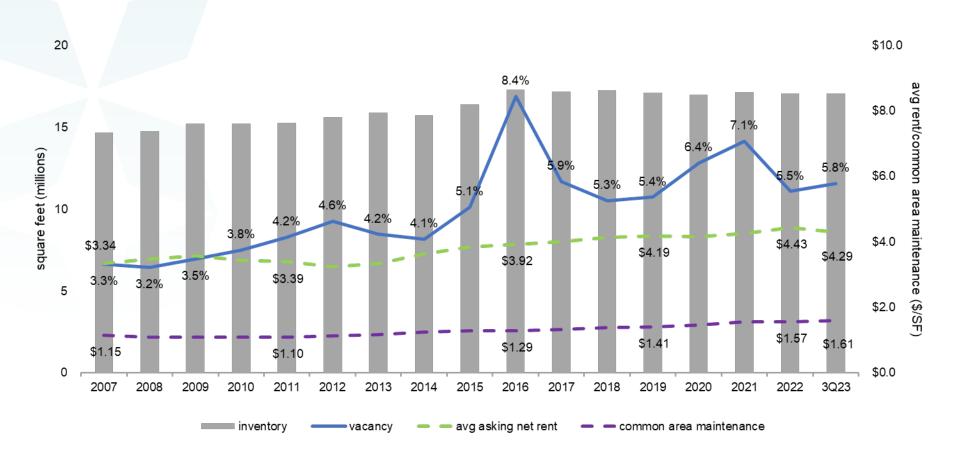
Oahu retail market

h Bank of Hawai'i

17.1 million square feet

Corporation

record retail sales and tourism spend continue to support post-pandemic recovery



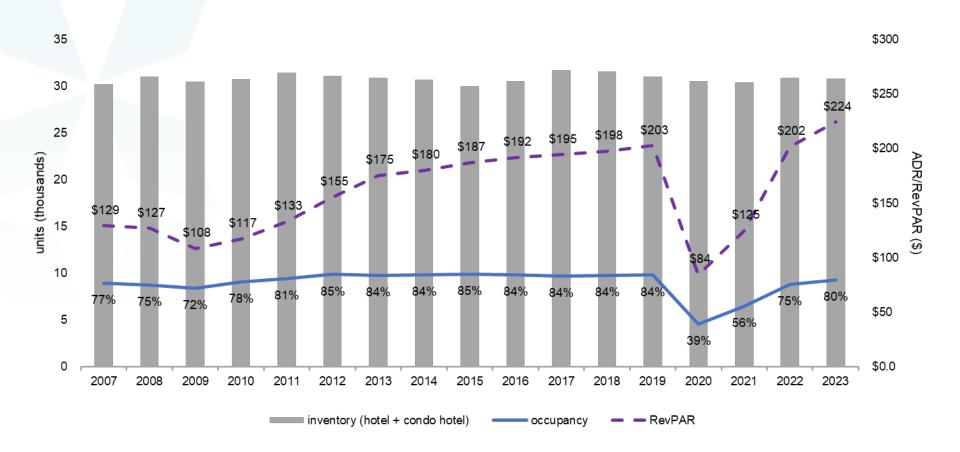
Oahu lodging market

1h Bank of Hawai'i

30.9 thousand rooms

Corporation

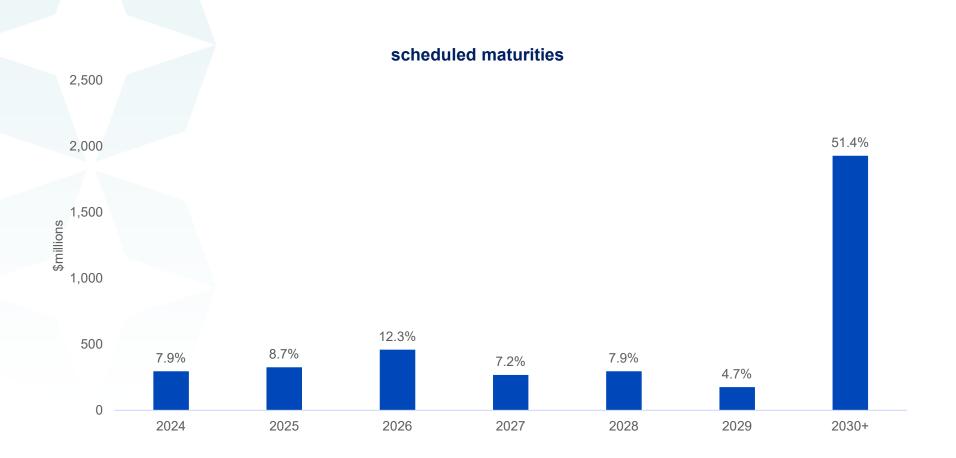
outlook is generally positive, as inventory remains flat and occupancy & RevPar report comparably with pre-pandemic tourism



CRE scheduled maturities

Th Bank of Hawai'i

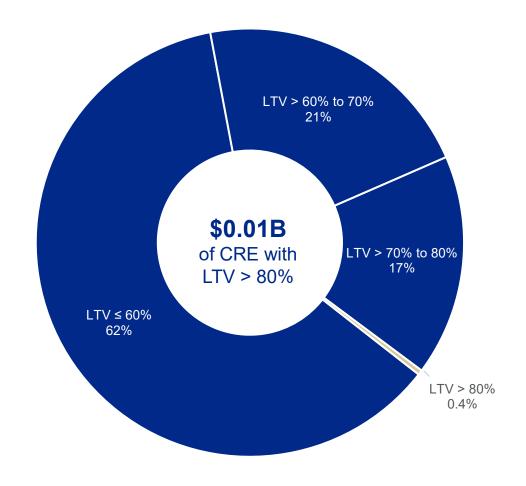
8% maturing in 2024



CRE tail risk



LTV > 80% - 0.4% of CRE, 0.1% of total loans

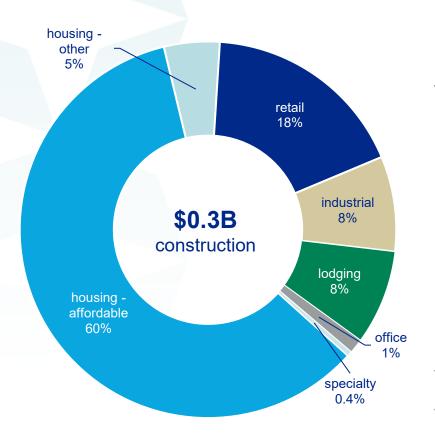


construction

1h Bank of Hawai'i

Corporation

2% of total loans



asset type	% total construction	wtd avg LTV
housing – low income / affordable	60%	56%
housing – other	5%	42%
retail	18%	64%
industrial	8%	68%
lodging	8%	56%
office	1%	58%
specialty	0.4%	42%
total construction	100%	58%

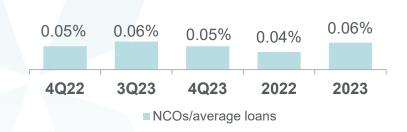
credit quality

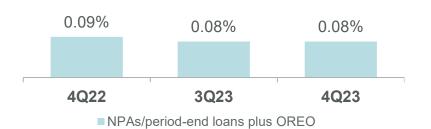
1h Bank of Hawai'i

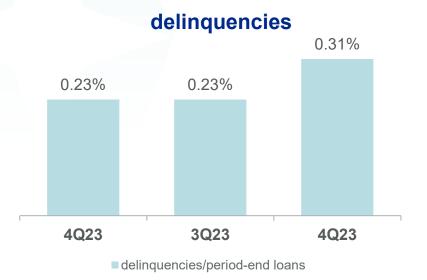
Corporation

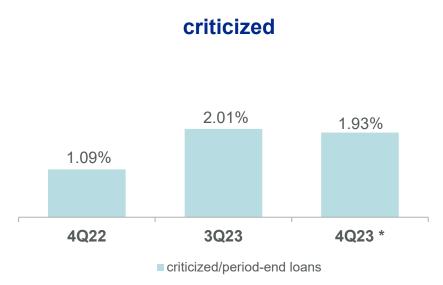
net charge-offs

non-performing assets









^{* 37%} of total criticized in CRE with 54% wtd avg LTV



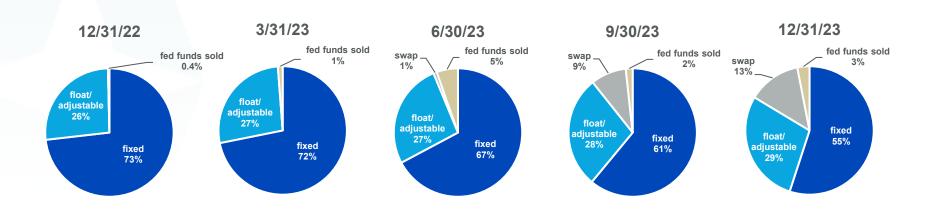
financial update

hedging program



increased pay-fixed/receive-float swaps by \$1.0 billion (\$3.0 billion total notional) in 4Q23 to hedge a portion of fixed-rate asset exposure

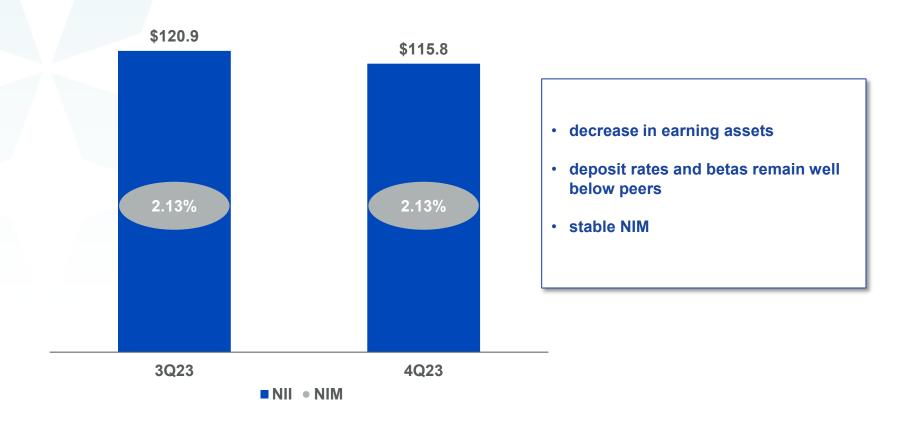
asset composition



NII and **NIM**

\$ in millions





asset repricing

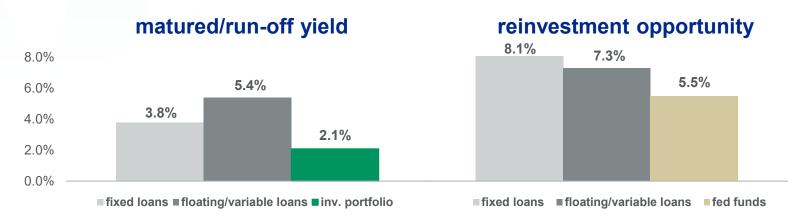
h Bank of Hawai'i

Corporation \$ in billions

projected repricing, maturities & prepayments





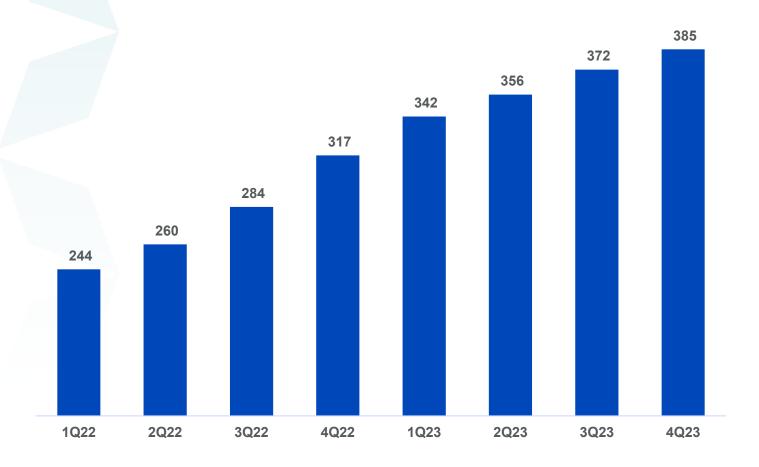


avg total earning assets yield

h Bank of Hawai'i

Corporation

in basis points



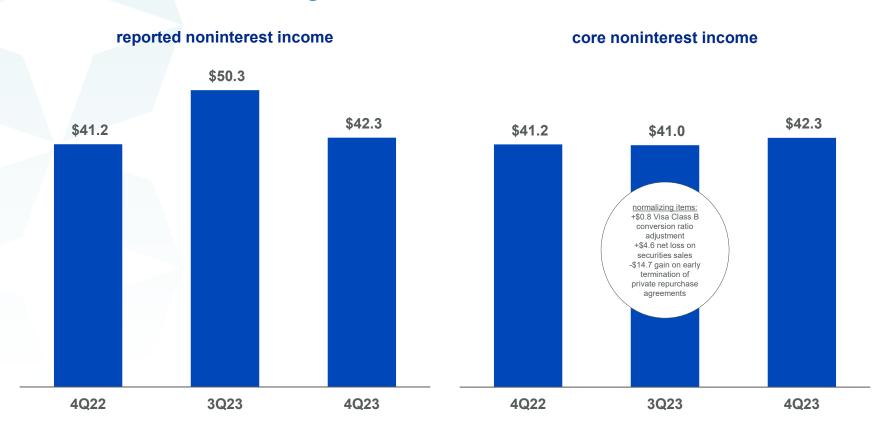
noninterest income



\$ in millions

Corporation

moderate growth in core noninterest income



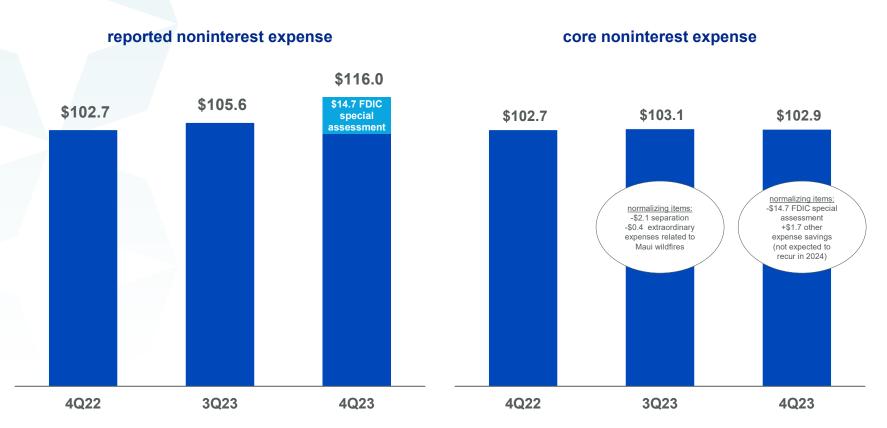
noninterest expense

h Bank of Hawai'i

Corporation

\$ in millions

disciplined expense management in challenging operating environment



financial summary

h Bank of Hawai'i

\$ in millions, except per share amounts

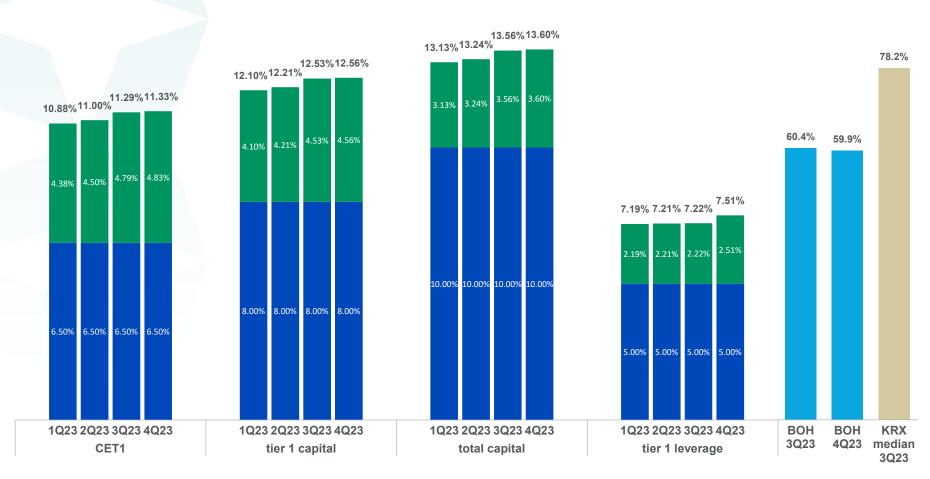
	4	4Q 2023		3Q 2023		<u>4Q 2022</u>		<u>∆ 3Q 2023</u>		Δ	<u>∆ 4Q 2022</u>		<u>2023</u>			<u>∆ 2022</u>	
net interest income	\$	115.8	\$	120.9	5	140	.7	\$	(5.2)	\$	(25.0))	\$	497.0	\$	(43.5)	
noninterest income		42.3		50.3		41	.2		(8.1)		1.1	'		176.6		19.1	
total revenue		158.1		171.3		181	.9		(13.2)		(23.8)			673.6		(24.5)	
noninterest expense		116.0		105.6		102	.7		10.4		13.3	}		437.5		22.3	
operating income		42.1		65.7		79	.2		(23.6)		(37.1)			236.1		(46.7)	
credit provision		2.5		2.0		0	.2		0.5		2.3	}		9.0		16.8	
income taxes		9.2		15.8		17.	.7		(6.6)		(8.5))		55.9		(8.9)	
net income	\$	30.4	\$	47.9	9	61.	.3	\$	(17.5)	\$	(30.9)		\$	171.2	\$	(54.6)	
net income available to common	\$	28.4	\$	45.9	(59.	.3	\$	(17.5)	\$	(30.9)		\$	163.3	\$	(54.6)	
diluted EPS	\$	0.72	\$	1.17	(1.5	0	\$	(0.45)	\$	(0.78)		\$	4.14	\$	(1.34)	
return on assets		0.51	%	0.78	%	1.0	5 %		(0.27)	%	(0.54)	%		0.71	%	(0.27)	%
return on common equity		9.55		15.38		21.2	:8		(5.83)		(11.73))		13.89		(3.94)	
net interest margin		2.13		2.13		2.6	0		-		(0.47))		2.24		(0.26)	
efficiency ratio		73.36		61.66		56.4	6		11.70		16.90)		64.95		5.46	
end of period balances																	
investment portfolio	\$	7,406	\$	7,475	9	8,25	9		(0.9)	%	(10.3)	%	\$	7,406		(10.3)	%
loans and leases		13,965		13,919		13,64	6		0.3		2.3	}		13,965		2.3	
total deposits		21,055		20,802		20,61	6		1.2		2.1			21,055		2.1	
shareholders' equity		1,414		1,364		1,31	7		3.7		7.4	!		1,414		7.4	

capital



Corporation

strong risk-based capital



RWA / total assets

takeaways



- √ unique and competitively advantageous deposit market
- √ high quality deposit base and market leading cost of deposits
- √ stable and improving net interest margin
- √ high quality assets
- ✓ exceptional credit quality
- √ strong risk-based capital



Corporation

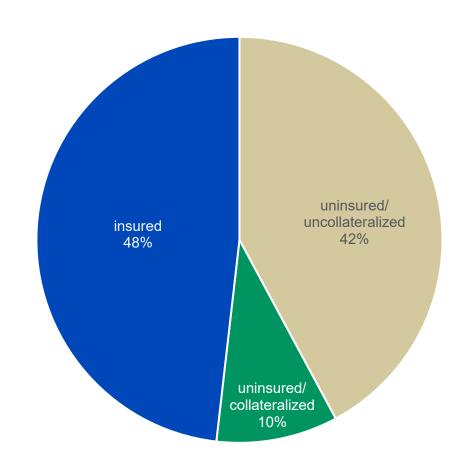
Q & A



appendix

insured/collateralized deposits In Bank of Hawai'i

Corporation



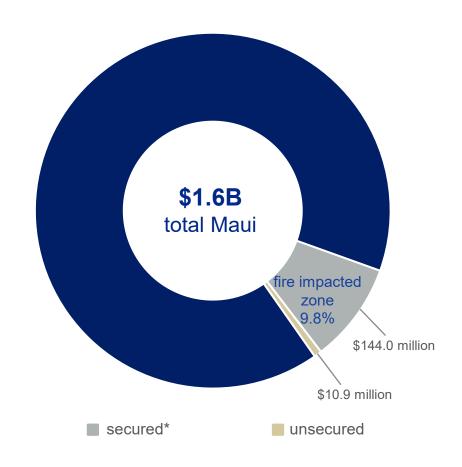
47 note: as of December 31, 2023

Maui portfolio

11% of total loans, 1% of total loans located in fire impacted zone

Corporation

fire impacted zone exposure down 8.5% from prior quarter with no change in estimated potential loss of \$11 million



^{*} principally comprised of loans secured by real estate