# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D. C. 20549 

## FORM 8-K

# CURRENT REPORT PURSUANT <br> TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 

Date of Report
(Date of earliest event reported)
October 26, 2015

# BANK OF HAWAII CORPORATION <br> (Exact name of registrant as specified in its charter) 

| Delaware | $\mathbf{1 - 6 8 8 7}$ | $\mathbf{9 9 - 0 1 4 8 9 9 2}$ |
| :---: | :---: | :---: |
| (State of Incorporation) | (Commission | (IRS Employer |
|  | File Number) | Identification No.) |


| 130 Merchant Street, Honolulu, Hawaii | $\mathbf{9 6 8 1 3}$ |
| :--- | :---: |
| (Address of principal executive offices) | (Zip Code) |

(Registrant's telephone number, including area code) (888) 643-3888

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
$\square$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13 e-4 (c))

Item 2.02.

## Results of Operations and Financial Condition.

On October 26, 2015, Bank of Hawaii Corporation announced its results of operations for the quarter ended September 30, 2015. The public announcement was made by means of a press release, the text of which is furnished as Exhibit 99.1 hereto and incorporated herein by reference.

## Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

Exhibit No.
99.1 October 26, 2015 Press Release: Bank of Hawaii Corporation Third Quarter 2015 Financial Results. Any internet addresses provided in this release are for informational purposes only and are not intended to be hyperlinks. Furnished herewith.

## Signatures

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

By: /s/ Mark A. Rossi
Mark A. Rossi
Vice Chairman and Corporate Secretary


# Bank of Hawaii Corporation Third Quarter 2015 Financial Results 

- Diluted Earnings Per Share $\$ 0.79$
- Net Income \$34.3 Million
- Board of Directors Declares Dividend of \$0.45 Per Share


## FOR IMMEDIATE RELEASE

HONOLULU, HI (October 26, 2015) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of $\$ 0.79$ for the third quarter of 2015 , down from $\$ 0.95$ in the second quarter of 2015 and $\$ 0.95$ in the third quarter of 2014. Net income for the third quarter of 2015 was $\$ 34.3$ million, down from net income of $\$ 41.2$ million in the previous quarter and $\$ 41.8$ million in the same quarter last year. The decrease was primarily due to the previously announced impairment charges totaling $\$ 6.5$ million, net of tax, related to the decision to dispose of all of its remaining aircraft leases. Table 3 b summarizes the components of the impairment charges.
"Bank of Hawaii's operating results were strong in the third quarter of 2015, excluding the one-time impact of the aircraft impairment charges," said Peter S. Ho, Chairman, President and CEO. "Loan balances grew 3.5 percent from the previous quarter and average deposits grew 1.1 percent. Asset quality continued to be strong during the quarter and our core expenses were well controlled."

The return on average assets for the third quarter of 2015 was 0.89 percent, down from 1.10 percent in the previous quarter and 1.15 percent in the same quarter last year. The return on average equity for the third quarter of 2015 was 12.45 percent, down from 15.33 percent for the second quarter of 2015 and 15.57 percent in the third quarter of 2014 . The efficiency ratio for the third quarter of 2015 was 65.12 percent compared with 58.16 percent in the previous quarter and 57.74 percent in the same quarter last year. Adjusted for the lease impairment charges, the return on average assets for the third quarter of 2015 was 1.06 percent, the return on average equity was 14.80 percent, and the efficiency ratio was 58.0 percent.

## Bank of Hawaii Corporation Third Quarter 2015 Financial Results Page 2

For the nine-month period ended September 30, 2015, net income was $\$ 117.9$ million, a decrease from net income of $\$ 121.9$ million for the same period last year. Diluted earnings per share were $\$ 2.71$ for the nine-month period in 2015 compared with diluted earnings per share of $\$ 2.75$ for the same period in 2014 . The 2015 year-to-date return on average assets was 1.05 percent compared with 1.15 percent for the same period in 2014. The 2015 year-to-date return on average equity was 14.62 percent compared with 15.53 percent for the nine months ended September 30, 2014. The efficiency ratio for the nine-month period ended September 30, 2015 was 60.47 percent compared with 58.88 percent for the same period last year. Adjusted for the lease impairment charges, the return on average assets for the nine-month period ended September 30, 2015 was 1.10 percent, the return on average equity was 15.42 percent, and the efficiency ratio was 58.15 percent.

## Financial Highlights

Net interest income, on a taxable equivalent basis, for the third quarter of 2015 was $\$ 100.9$ million, up slightly from net interest income of $\$ 100.8$ million in the second quarter of 2015 and up from net interest income of $\$ 98.3$ million in the third quarter of 2014 . Net interest income for the nine-month period in 2015 was $\$ 301.4$ million compared with net interest income of $\$ 291.6$ million for the same period in 2014. Analyses of the changes in net interest income are included in Tables 8a, 8b, and 8c.

The net interest margin was 2.77 percent for the third quarter of 2015 , a 4 basis point decrease from the net interest margin of 2.81 percent in the second quarter of 2015 , and an 8 basis point decrease from the net interest margin of 2.85 percent in the third quarter of 2014. The net interest margin for the first nine months of 2015 was 2.79 percent compared with 2.86 percent for the same nine-month period last year.

The Company did not record a provision for credit losses during the nine-month period ended September 30, 2015. The first nine months of 2014 included a negative provision for credit losses of $\$ 4.9$ million. The negative provision reflected continued strength of the credit risk profile, several large commercial loan recoveries, as well as a reduction of $\$ 2.7$ million in the specific reserve related to one commercial client during the third quarter of 2014.

Noninterest income was $\$ 43.2$ million in the third quarter of 2015 , down from $\$ 45.9$ million in the second quarter of 2015 and down from $\$ 45.0$ million in the third quarter of 2014 . Noninterest income in the third quarter of 2015 included a $\$ 1.0$ million estimated loss on the pending sale of an aircraft lease. See Table 3b. Noninterest income in the third quarter of 2014 included a net gain of $\$ 1.9$ million resulting from the sale of 23,000 Visa Class B shares. There were no sales of Visa Class B shares in the second or third quarters of 2015. Noninterest income for the nine-months ended September 30, 2015 was $\$ 141.5$ million compared with noninterest income of $\$ 134.2$ million for the same period in 2014 . The increase was primarily due to the timing of Visa Class B shares sales and an increase in mortgage banking income.

Noninterest expense was $\$ 91.9$ million in the third quarter of 2015 , up from $\$ 83.6$ million in the previous quarter and up from $\$ 81.0$ million in the same quarter last year. The increase was primarily due to a $\$ 9.5$ million impairment of the residual values on aircraft in which the leases have expired. See Table 3b. Noninterest expense for the nine-months ended September 30, 2015 was $\$ 262.4$ million, compared with noninterest expense of $\$ 245.7$ million for the same period in 2014 . The increase was primarily due to the impairment charges, higher separation expense, an increase in compensation related to higher business activity, and an increase in amortization expense related to our solar energy partnership investments. An analysis of noninterest expenses related to salaries and benefits is included in Table 9.

The effective tax rate for the third quarter of 2015 was 30.37 percent compared with 31.56 percent in the previous quarter and 32.59 percent during the same quarter last year. Taxes for the third quarter of 2015 included a benefit of $\$ 4.0$ million related to the aircraft impairment charges. See Table 3b. The effective tax rate for the nine-month period ended September 30, 2015 was 31.28 percent compared to 30.93 percent for the same period last year.

The Company's business segments are defined as Retail Banking, Commercial Banking, Investment Services, and Treasury \& Other. 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 13a and 13b.

## Asset Quality

The Company's overall asset quality remained strong during the third quarter of 2015 . Total non-performing assets were $\$ 29.5$ million at September 30, 2015, flat with non-performing assets of $\$ 29.5$ million at June 30, 2015 and down from non-performing assets of $\$ 33.3$ million at September 30, 2014. As a percentage of total loans and leases and foreclosed real estate, non-performing assets were 0.38 percent at September 30, 2015, down from 0.40 percent at June 30, 2015 and 0.50 percent at September 30, 2014.

Accruing loans and leases past due 90 days or more were $\$ 8.1$ million at September 30, 2015, down from $\$ 9.7$ million at June 30, 2015 and $\$ 9.1$ million at September 30, 2014. Restructured loans and leases not included in non-accrual loans or accruing loans past due 90 days or more were $\$ 49.5$ million at September 30, 2015 compared with $\$ 48.3$ million at June 30,2015 and $\$ 45.2$ million at September 30, 2014. More information on non-performing assets and accruing loans and leases past due 90 days or more is presented in Table 11.

Net loans and leases charged off during the third quarter of 2015 were $\$ 2.0$ million or 0.10 percent annualized of total average loans and leases outstanding. Loan and lease charge-offs of $\$ 4.4$ million during the quarter were partially offset by recoveries of $\$ 2.4$ million. Net charge-offs during the second quarter of 2015 were $\$ 1.5$ million or 0.08 percent annualized of total average loans and leases outstanding and were comprised of $\$ 3.5$ million in charge-offs partially offset by recoveries of $\$ 2.0$ million. Net charge-offs during the third quarter of 2014 were $\$ 0.8$ million or 0.05 percent annualized of total average loans and leases outstanding and were comprised of $\$ 3.7$ million in charge-offs partially offset by recoveries of $\$ 2.9$ million. Net charge-offs in the nine-month period ended September 30, 2015 were $\$ 4.7$ million, or 0.09 percent annualized of total average loans and leases outstanding compared with net charge-offs of $\$ 0.2$ million, or 0.00 percent annualized of total average loans and leases outstanding for the same period in 2014 .

The allowance for loan and lease losses was reduced to $\$ 104.0$ million at September 30, 2015. The ratio of the allowance for loan and lease losses to total loans and leases outstanding was 1.35 percent at September 30, 2015, a decrease of 8 basis points from the previous quarter and commensurate with continued improvements in credit quality and the Hawaii economy. The reserve for unfunded commitments at September 30, 2015 was $\$ 6.1$ million. Details of loan and lease charge-offs, recoveries and the components of the total reserve for credit losses are summarized in Table 12.

## Other Financial Highlights

Total assets were $\$ 15.16$ billion at September 30, 2015, down slightly from total assets of $\$ 15.25$ billion at June 30, 2015 and up from $\$ 14.51$ billion at September 30, 2014. Average total assets were $\$ 15.22$ billion during the third quarter of 2015, up from $\$ 15.04$ billion during the previous quarter and $\$ 14.37$ billion during the same quarter last year.

The investment securities portfolio was $\$ 6.40$ billion at September 30, 2015, down from $\$ 6.47$ billion at June 30, 2015 and $\$ 6.78$ billion at September 30, 2014. The portfolio remains largely comprised of securities issued by U. S. government agencies and included $\$ 4.12$ billion in securities held to maturity and $\$ 2.28$ billion in securities available for sale at September 30, 2015.

Total loans and leases increased to $\$ 7.69$ billion at September 30, 2015, up from $\$ 7.43$ billion at June 30, 2015 and $\$ 6.61$ billion at September 30, 2014. Average total loans and leases were $\$ 7.55$ billion during the third quarter of 2015, up from $\$ 7.30$ billion during the second quarter of 2015 and $\$ 6.49$ billion during the same quarter last year. The commercial loan portfolio increased to $\$ 3.12$ billion at the end of the quarter, up from commercial loans of $\$ 3.04$ billion at the end of the previous quarter, and up from $\$ 2.73$ billion at the end of the same quarter last year. Total consumer loans increased to $\$ 4.57$ billion at the end of the third quarter of 2015 , up from $\$ 4.39$ billion at the end of the second quarter of 2015 , and up from $\$ 3.88$ billion at the end of the third quarter of 2014. Loan and lease portfolio balances are summarized in Table 10.

Total deposits were $\$ 12.94$ billion at September 30, 2015, down from $\$ 13.09$ billion at June 30, 2015, and up from $\$ 12.36$ billion at September 30, 2014. Average total deposits were $\$ 13.01$ billion during the third quarter of 2015, up from $\$ 12.86$ billion during the previous quarter and $\$ 12.20$ billion during the same quarter last year.

During the third quarter of 2015 , the Company repurchased 226.0 thousand shares of common stock at a total cost of $\$ 14.5$ million under its share repurchase program. The average cost was $\$ 64.25$ per share repurchased. From the beginning of the share repurchase program initiated during July 2001 through September 30, 2015, the Company has repurchased 52.6 million shares and returned $\$ 2.0$ billion to shareholders at an average cost of $\$ 37.24$ per share. Remaining buyback authority under the share repurchase program was $\$ 36.9$ million at September 30, 2015. From October 1 through October 23, 2015, the Company repurchased an additional 63.0 thousand shares of common stock at an average cost of $\$ 64.47$ per share.

Total shareholders' equity was $\$ 1.10$ billion at September 30, 2015, compared with $\$ 1.08$ billion at June 30, 2015, and $\$ 1.06$ billion at September 30, 2014. The Tier 1 Capital Ratio was 14.11 percent at the end of the third quarter of 2015 compared with 14.47 percent at the end of the second quarter of 2015 and 15.32 percent at the end of the same quarter last year. The Tier 1 leverage ratio at September 30, 2015 was 7.18 percent compared with 7.21 percent at June 30, 2015 and 7.19 percent at September 30, 2014.

The Company's Board of Directors declared a quarterly cash dividend of $\$ 0.45$ per share on the Company's outstanding shares. The dividend will be payable on December 14, 2015 to shareholders of record at the close of business on November 30, 2015.

## Bank of Hawaii Corporation Third Quarter 2015 Financial Results Page 5

## Hawaii Economy

General economic conditions in Hawaii continued to remain positive during the third quarter of 2015 due to an active construction industry, stable tourism, low unemployment, and a strong real estate market. For the first eight months of 2015, total visitor spending increased 3.1 percent and total visitor arrivals increased 4.1 percent compared to the same period in 2014. The statewide seasonally-adjusted unemployment rate was 3.4 percent in September 2015 compared to 5.1 percent nationally. For the first nine months of 2015 , the volume of single-family home sales on Oahu increased 4.9 percent and the volume of condominium sales on Oahu increased 5.1 percent compared with the same period in 2014. The median price of single-family homes on Oahu increased 4.0 percent and the median price of condominiums on Oahu increased 1.4 percent for the first nine months of 2015 compared to the same nine-month period in 2014. As of September 30, 2015, months of inventory of single-family homes and condominiums on Oahu remained low at 3.2 months and 3.5 months, respectively. More information on current Hawaii economic trends is presented in Table 15.

## Conference Call Information

The Company will review its third quarter 2015 financial results today at 2:00 p.m. Eastern Time (8:00 a.m. Hawaii 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 toll-free number is 1 (877) 783-7534 in the United States and 1 (530) 379-4714 for international callers. Use the pass code "Bank of Hawaii" to access the call. A replay will be available for one week beginning approximately 11:00 a.m. Hawaii Time on Monday, October 26, 2015. The replay number is 1 (855) 859-2056 in the United States and 1 (404) 537-3406 from international locations. In addition to the toll-free numbers listed above, participants can also call 1 (800) 585-8367 to access the replay. Enter the pass code 56039793 when prompted. A replay will also be available on the Company's website, www.boh.com.

## 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, 2014, 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
Table 1


## As of Period End: <br> Balance Sheet Totals

| Loans and Leases | \$ | 7,689,772 | \$ | 7,428,438 | \$ | 6,897,589 | \$ | 6,606,350 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Assets |  | 15,164,123 |  | 15,248,043 |  | 14,787,208 |  | 14,510,166 |
| Total Deposits |  | 12,936,962 |  | 13,090,695 |  | 12,633,089 |  | 12,361,441 |
| Other Debt |  | 270,801 |  | 170,816 |  | 173,912 |  | 173,926 |
| Total Shareholders' Equity |  | 1,098,354 |  | 1,082,939 |  | 1,055,086 |  | 1,057,413 |


| Asset Quality |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Performing Assets | \$ | 29,545 |  | \$ | 29,450 |  | \$ | 30,082 |  | \$ | 33,307 |  |
| Allowance for Loan and Lease Losses |  | 104,038 |  |  | 106,006 |  |  | 108,688 |  |  | 110,362 |  |
| Allowance to Loans and Leases Outstanding |  | 1.35 | \% |  | 1.43 | \% |  | 1.58 | \% |  | 1.67 | \% |
| Capital Ratios |  |  |  |  |  |  |  |  |  |  |  |  |
| Common Equity Tier 1 Capital Ratio 4 |  | 14.11 | \% |  | 14.47 | \% |  | n/a |  |  | n/a |  |
| Tier 1 Capital Ratio 4 |  | 14.11 |  |  | 14.47 |  |  | 14.69 | \% |  | 15.32 | \% |
| Total Capital Ratio 4 |  | 15.37 |  |  | 15.72 |  |  | 15.94 |  |  | 16.57 |  |
| Tier 1 Leverage Ratio 4 |  | 7.18 |  |  | 7.21 |  |  | 7.13 |  |  | 7.19 |  |
| Total Shareholders' Equity to Total Assets |  | 7.24 |  |  | 7.10 |  |  | 7.14 |  |  | 7.29 |  |
| Tangible Common Equity to Tangible Assets 5 |  | 7.05 |  |  | 6.91 |  |  | 6.94 |  |  | 7.09 |  |
| Tangible Common Equity to Risk-Weighted Assets 4,5 |  | 13.78 |  |  | 14.03 |  |  | 14.46 |  |  | 15.23 |  |


| Non-Financial Data |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Full-Time Equivalent Employees | 2,154 | 2,166 | 2,161 | 2,170 |
| Branches | 72 | 71 | 74 | 74 |
| ATMs | 455 | 455 | 459 | 459 |

1 Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and total noninterest income).
2 Net interest margin is defined as net interest income, on a taxable-equivalent basis, as a percentage of average earning assets.
3 Dividend payout ratio is defined as dividends declared per share divided by basic earnings per share.
4 Capital ratios as of September 30, 2015 and June 30, 2015 calculated under Basel III rules, which became effective January 1, 2015
5 Tangible common equity to tangible assets and tangible common equity to risk-weighted assets are Non-GAAP financial measures. See Table 2 "Reconciliation of Non-GAAP Financial Measures."

Bank of Hawaii Corporation and Subsidiaries Reconciliation of Non-GAAP Financial Measures

Table 2

| (dollars in thousands) | September 30,$2015$ |  |  | June 30, 2015 |  | December 31, 2014 |  | $\begin{array}{r} \text { September 30, } \\ 2014 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Shareholders' Equity | \$ | 1,098,354 | \$ | 1,082,939 | \$ | 1,055,086 | \$ | 1,057,413 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |  | 31,517 |
| Tangible Common Equity | \$ | 1,066,837 | \$ | 1,051,422 | \$ | 1,023,569 | \$ | 1,025,896 |
| Total Assets | \$ | 15,164,123 | \$ | 15,248,043 | \$ | 14,787,208 | \$ | 14,510,166 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |  | 31,517 |
| Tangible Assets | \$ | 15,132,606 | \$ | 15,216,526 | \$ | 14,755,691 | \$ | 14,478,649 |
| Risk-Weighted Assets, determined in accordance |  |  |  |  |  |  |  |  |
| with prescribed regulatory requirements ${ }^{1}$ | \$ | 7,740,028 | \$ | 7,495,744 | \$ | 7,077,035 | \$ | 6,737,853 |
|  |  |  |  |  |  |  |  |  |
| Total Shareholders' Equity to Total Assets |  | 7.24\% |  | 7.10\% |  | 7.14\% |  | 7.29\% |
| Tangible Common Equity to Tangible Assets (Non-GAAP) |  | 7.05\% |  | 6.91\% |  | 6.94\% |  | 7.09\% |
|  |  |  |  |  |  |  |  |  |
| Tier 1 Capital Ratio ${ }^{1}$ |  | 14.11\% |  | 14.47\% |  | 14.69\% |  | 15.32\% |
| Tangible Common Equity to Risk-Weighted Assets (Non-GAAP) ${ }^{1}$ |  | 13.78\% |  | 14.03\% |  | 14.46\% |  | 15.23\% |

1 Risk-weighted assets and capital ratios were calculated under Basel III rules, which became effective January 1,2015 .
$\qquad$

## Bank of Hawaii Corporation and Subsidiaries

Consolidated Statements of Income
Table 3a

| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2015 |  |  | June 30, 2015 | September 30, 2014 |  | September 30, |  |  |  |
| Interest Income |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 75,874 | \$ | 73,565 | \$ | 68,089 | \$ | 220,400 | \$ | 197,433 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 10,192 |  | 10,273 |  | 10,286 |  | 30,663 |  | 31,743 |
| Held-to-Maturity |  | 20,689 |  | 22,832 |  | 26,067 |  | 67,928 |  | 80,894 |
| Deposits |  | 2 |  | 2 |  | 3 |  | 7 |  | 7 |
| Funds Sold |  | 291 |  | 268 |  | 176 |  | 818 |  | 481 |
| Other |  | 312 |  | 310 |  | 302 |  | 924 |  | 906 |
| Total Interest Income |  | 107,360 |  | 107,250 |  | 104,923 |  | 320,740 |  | 311,464 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 2,410 |  | 2,405 |  | 2,391 |  | 7,183 |  | 7,142 |
| Securities Sold Under Agreements to Repurchase |  | 6,307 |  | 6,440 |  | 6,523 |  | 19,118 |  | 19,385 |
| Funds Purchased |  | 3 |  | 3 |  | 3 |  | 9 |  | 10 |
| Other Debt |  | 749 |  | 620 |  | 627 |  | 1,987 |  | 1,903 |
| Total Interest Expense |  | 9,469 |  | 9,468 |  | 9,544 |  | 28,297 |  | 28,440 |
| Net Interest Income |  | 97,891 |  | 97,782 |  | 95,379 |  | 292,443 |  | 283,024 |
| Provision for Credit Losses |  | - |  | - |  | $(2,665)$ |  | - |  | $(4,864)$ |
| Net Interest Income After Provision for Credit Losses |  | 97,891 |  | 97,782 |  | 98,044 |  | 292,443 |  | 287,888 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 11,907 |  | 12,355 |  | 11,716 |  | 36,442 |  | 35,573 |
| Mortgage Banking |  | 3,291 |  | 3,469 |  | 1,646 |  | 8,453 |  | 5,455 |
| Service Charges on Deposit Accounts |  | 8,669 |  | 8,203 |  | 9,095 |  | 25,409 |  | 26,611 |
| Fees, Exchange, and Other Service Charges |  | 13,340 |  | 13,352 |  | 13,390 |  | 39,589 |  | 39,699 |
| Investment Securities Gains, Net |  | 24 |  | 86 |  | 1,858 |  | 10,341 |  | 6,097 |
| Annuity and Insurance |  | 1,721 |  | 1,885 |  | 2,348 |  | 5,650 |  | 6,401 |
| Bank-Owned Life Insurance |  | 1,609 |  | 2,088 |  | 1,644 |  | 5,431 |  | 4,765 |
| Other |  | 2,660 |  | 4,487 |  | 3,253 |  | 10,138 |  | 9,598 |
| Total Noninterest Income |  | 43,221 |  | 45,925 |  | 44,950 |  | 141,453 |  | 134,199 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 46,576 |  | 47,610 |  | 45,530 |  | 143,966 |  | 137,508 |
| Net Occupancy |  | 7,403 |  | 8,605 |  | 9,334 |  | 25,341 |  | 28,005 |
| Net Equipment |  | 4,804 |  | 4,826 |  | 4,473 |  | 14,918 |  | 13,745 |
| Data Processing |  | 3,920 |  | 3,673 |  | 3,665 |  | 11,366 |  | 11,156 |
| Professional Fees |  | 2,258 |  | 2,265 |  | 1,835 |  | 6,857 |  | 6,708 |
| FDIC Insurance |  | 2,139 |  | 2,068 |  | 1,750 |  | 6,347 |  | 5,881 |
| Other |  | 24,788 |  | 14,527 |  | 14,443 |  | 53,582 |  | 42,656 |
| Total Noninterest Expense |  | 91,888 |  | 83,574 |  | 81,030 |  | 262,377 |  | 245,659 |
| Income Before Provision for Income Taxes |  | 49,224 |  | 60,133 |  | 61,964 |  | 171,519 |  | 176,428 |
| Provision for Income Taxes |  | 14,948 |  | 18,979 |  | 20,195 |  | 53,647 |  | 54,577 |
| Net Income | \$ | 34,276 | \$ | 41,154 | \$ | 41,769 | \$ | 117,872 | \$ | 121,851 |
| Basic Earnings Per Share | \$ | 0.79 | \$ | 0.95 | \$ | 0.95 | \$ | 2.72 | \$ | 2.77 |
| Diluted Earnings Per Share | \$ | 0.79 | \$ | 0.95 | \$ | 0.95 | \$ | 2.71 | \$ | 2.75 |
| Dividends Declared Per Share | \$ | 0.45 | \$ | 0.45 | \$ | 0.45 | \$ | 1.35 | \$ | 1.35 |
| Basic Weighted Average Shares |  | 43,181,233 |  | 43,305,813 |  | 43,859,396 |  | 43,290,137 |  | 44,034,047 |
| Diluted Weighted Average Shares |  | 43,427,730 |  | 43,518,349 |  | 44,088,553 |  | 43,514,898 |  | 44,250,033 |

## Bank of Hawaii Corporation and Subsidiaries

| Aircraft Impairment | Table 3b |  |
| :---: | :---: | :---: |
|  | Three Months Ended |  |
| (dollars in thousands) | September 30, 2015 |  |
| Noninterest Income |  |  |
| Estimated Loss on Pending Sale of Aircraft Lease | \$ | $(1,019)$ |
| Noninterest Expense |  |  |
| Estimated Impairment of Residual Value on Aircraft in which Leases have Matured |  | 9,453 |
| Loss Before Income Tax Benefit |  | $(10,472)$ |
| Income Tax Benefit |  | 3,999 |
| Impact on Net Income | \$ | $(6,473)$ |

## Bank of Hawaii Corporation and Subsidiaries

Consolidated Statements of Comprehensive Income
Table 4

| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2015 |  | June 30, 2015 |  | September 30, 2014 |  | September 30, |  |  |  |
|  |  |  |  | 015 |  |  |  | 2014 |
| Net Income | \$ | 34,276 |  |  | \$ | 41,154 | \$ | 41,769 | \$ | 117,872 | \$ | 121,851 |
| Other Comprehensive Income (Loss), Net of Tax: |  |  |  |  |  |  |  |  |  |  |
| Net Unrealized Gains (Losses) on Investment Securities |  | 7,051 |  | $(7,610)$ |  | 403 |  | 4,735 |  | 15,291 |
| Defined Benefit Plans |  | 219 |  | 220 |  | 157 |  | 659 |  | 469 |
| Total Other Comprehensive Income (Loss) |  | 7,270 |  | $(7,390)$ |  | 560 |  | 5,394 |  | 15,760 |
| Comprehensive Income | \$ | 41,546 | \$ | 33,764 | \$ | 42,329 | \$ | 123,266 | \$ | 137,611 |

## Bank of Hawaii Corporation and Subsidiaries

## Consolidated Statements of Condition

Table 5

| (dollars in thousands) | September 30, 2015 |  |  | June 30, 2015 |  | December 31, 2014 | September 30, 2014 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ | 3,609 | \$ | 3,420 | \$ | 2,873 | \$ | 3,883 |
| Funds Sold |  | 274,873 |  | 602,598 |  | 360,577 |  | 377,303 |
| Investment Securities |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 2,279,722 |  | 2,275,361 |  | 2,289,190 |  | 2,220,913 |
| Held-to-Maturity (Fair Value of \$4,181,613; \$4,240,732; \$4,504,495; and \$4,576,396) |  | 4,121,768 |  | 4,199,121 |  | 4,466,679 |  | 4,557,614 |
| Loans Held for Sale |  | 3,222 |  | 18,483 |  | 5,136 |  | 2,382 |
| Loans and Leases |  | 7,689,772 |  | 7,428,438 |  | 6,897,589 |  | 6,606,350 |
| Allowance for Loan and Lease Losses |  | $(104,038)$ |  | $(106,006)$ |  | $(108,688)$ |  | $(110,362)$ |
| Net Loans and Leases |  | 7,585,734 |  | 7,322,432 |  | 6,788,901 |  | 6,495,988 |
| Total Earning Assets |  | 14,268,928 |  | 14,421,415 |  | 13,913,356 |  | 13,658,083 |
| Cash and Due from Banks |  | 208,601 |  | 150,874 |  | 172,126 |  | 172,386 |
| Premises and Equipment, Net |  | 108,987 |  | 108,439 |  | 109,854 |  | 107,560 |
| Accrued Interest Receivable |  | 47,512 |  | 44,475 |  | 44,654 |  | 46,641 |
| Foreclosed Real Estate |  | 1,392 |  | 1,989 |  | 2,311 |  | 3,562 |
| Mortgage Servicing Rights |  | 23,301 |  | 23,426 |  | 24,695 |  | 25,559 |
| Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |  | 31,517 |
| Bank-Owned Life Insurance |  | 266,568 |  | 265,133 |  | 262,807 |  | 261,862 |
| Other Assets |  | 207,317 |  | 200,775 |  | 225,888 |  | 202,996 |
| Total Assets | \$ | 15,164,123 | \$ | 15,248,043 | \$ | 14,787,208 | \$ | 14,510,166 |
|  |  |  |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |
| Noninterest-Bearing Demand | \$ | 4,102,713 | \$ | 4,156,847 | \$ | 3,832,943 | \$ | 3,824,544 |
| Interest-Bearing Demand |  | 2,631,542 |  | 2,699,517 |  | 2,559,570 |  | 2,369,434 |
| Savings |  | 5,016,462 |  | 5,044,711 |  | 4,806,575 |  | 4,738,364 |
| Time |  | 1,186,245 |  | 1,189,620 |  | 1,434,001 |  | 1,429,099 |
| Total Deposits |  | 12,936,962 |  | 13,090,695 |  | 12,633,089 |  | 12,361,441 |
| Funds Purchased |  | 8,459 |  | 8,459 |  | 8,459 |  | 8,459 |
| Securities Sold Under Agreements to Repurchase |  | 632,138 |  | 672,310 |  | 688,601 |  | 700,203 |
| Other Debt |  | 270,801 |  | 170,816 |  | 173,912 |  | 173,926 |
| Retirement Benefits Payable |  | 54,978 |  | 55,181 |  | 55,477 |  | 35,152 |
| Accrued Interest Payable |  | 5,869 |  | 5,254 |  | 5,148 |  | 6,086 |
| Taxes Payable and Deferred Taxes |  | 25,294 |  | 26,244 |  | 27,777 |  | 42,468 |
| Other Liabilities |  | 131,268 |  | 136,145 |  | 139,659 |  | 125,018 |
| Total Liabilities |  | 14,065,769 |  | 14,165,104 |  | 13,732,122 |  | 13,452,753 |
| Shareholders' Equity |  |  |  |  |  |  |  |  |
| Common Stock (\$. 01 par value; authorized $500,000,000$ shares; |  |  |  |  |  |  |  |  |
| issued / outstanding: September 30, 2015-57,749,071 / 43,342,940; |  |  |  |  |  |  |  |  |
| June 30, $2015-57,745,324$ / 43,535,020; December 31, 2014-57,634,755 / 43,724,208; |  |  |  |  |  |  |  |  |
| and September 30, 2014-57,633,855 / 43,993,729) |  | 575 |  | 575 |  | 574 |  | 573 |
| Capital Surplus |  | 539,112 |  | 536,782 |  | 531,932 |  | 529,530 |
| Accumulated Other Comprehensive Loss |  | $(21,292)$ |  | $(28,562)$ |  | $(26,686)$ |  | $(16,063)$ |
| Retained Earnings |  | 1,293,416 |  | 1,278,672 |  | 1,234,801 |  | 1,213,339 |
| Treasury Stock, at Cost (Shares: September 30, 2015-14,406,131; June 30, 2015-14,210,304; |  |  |  |  |  |  |  |  |
| December 31, 2014-13,910,547; and September 30, 2014 - 13,640, 126) |  | $(713,457)$ |  | $(704,528)$ |  | $(685,535)$ |  | $(669,966)$ |
| Total Shareholders' Equity |  | 1,098,354 |  | 1,082,939 |  | 1,055,086 |  | 1,057,413 |
| Total Liabilities and Shareholders' Equity | \$ | 15,164,123 | \$ | 15,248,043 | \$ | 14,787,208 | \$ | 14,510,166 |

## Bank of Hawaii Corporation and Subsidiaries

## Consolidated Statements of Shareholders' Equity

Table 6

| (dollars in thousands) | Common Shares Outstanding |  | Common <br> Stock |  | Capital <br> Surplus |  | Accum. <br> Other <br> Compre- <br> hensive <br> Income <br> (Loss) |  | Retained <br> Earnings |  | Treasury <br> Stock |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance as of December 31, 2014 | 43,724,208 | \$ | 574 | \$ | 531,932 | \$ | $(26,686)$ | \$ | 1,234,801 | \$ | $(685,535)$ | \$ | 1,055,086 |
| Net Income | - |  | - |  | - |  | - |  | 117,872 |  | - |  | 117,872 |
| Other Comprehensive Income | - |  | - |  | - |  | 5,394 |  | - |  |  |  | 5,394 |
| Share-Based Compensation | - |  | - |  | 5,698 |  | - |  | - |  | - |  | 5,698 |
| Common Stock Issued under Purchase and Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Plans and Related Tax Benefits | 246,851 |  | 1 |  | 1,482 |  | - |  | (376) |  | 11,011 |  | 12,118 |
| Common Stock Repurchased | $(628,119)$ |  | - |  | - |  | - |  | - |  | $(38,933)$ |  | $(38,933)$ |
| Cash Dividends Declared (\$1.35 per share) | - |  | - |  | - |  | - |  | $(58,881)$ |  | - |  | $(58,881)$ |
| Balance as of September 30, 2015 | 43,342,940 | \$ | 575 | \$ | 539,112 | \$ | $(21,292)$ | \$ | 1,293,416 | \$ | $(713,457)$ | \$ | 1,098,354 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance as of December 31, 2013 | 44,490,385 | \$ | 572 | \$ | 522,505 | \$ | $(31,823)$ | \$ | 1,151,754 | \$ | $(631,032)$ | \$ | 1,011,976 |
| Net Income | - |  | - |  | - |  | - |  | 121,851 |  | - |  | 121,851 |
| Other Comprehensive Income | - |  | - |  | - |  | 15,760 |  | - |  | - |  | 15,760 |
| Share-Based Compensation | - |  | - |  | 5,831 |  | - |  | - |  | - |  | 5,831 |
| Common Stock Issued under Purchase and Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Plans and Related Tax Benefits | 314,579 |  | 1 |  | 1,194 |  | - |  | (318) |  | 7,976 |  | 8,853 |
| Common Stock Repurchased | $(811,235)$ |  | - |  | - |  | - |  | - |  | $(46,910)$ |  | $(46,910)$ |
| Cash Dividends Declared (\$1.35 per share) | - |  | - |  | - |  | - |  | $(59,948)$ |  | - |  | $(59,948)$ |
| Balance as of September 30, 2014 | 43,993,729 | \$ | 573 | \$ | 529,530 | \$ | $(16,063)$ | \$ | 1,213,339 | \$ | $(669,966)$ | \$ | 1,057,413 |

## Bank of Hawaii Corporation and Subsidiaries

Average Balances and Interest Rates - Taxable-Equivalent Basis
Table 7a


[^0]
## Bank of Hawaii Corporation and Subsidiaries

Average Balances and Interest Rates - Taxable-Equivalent Basis
Table 7b

| (dollars in millions) | Nine Months Ended September 30, 2015 |  |  |  |  |  | Nine Months Ended September 30, 2014 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average <br> Balance |  |  | Income/ Expense | Yield/ <br> Rate |  |  | Average <br> Balance |  | Income/ <br> Expense | $\begin{gathered} \hline \text { Yield/ } \\ \text { Rate } \end{gathered}$ |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ | 3.3 | \$ | - | 0.27 | \% | \$ | 4.6 | \$ | - | 0.20 |
| Funds Sold |  | 488.8 |  | 0.8 | 0.22 |  |  | 301.9 |  | 0.5 | 0.21 |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 1,547.8 |  | 19.5 | 1.68 |  |  | 1,527.2 |  | 20.7 | 1.81 |
| Non-Taxable |  | 722.8 |  | 17.2 | 3.18 |  |  | 694.4 |  | 16.9 | 3.24 |
| Held-to-Maturity |  |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 4,032.8 |  | 63.2 | 2.09 |  |  | 4,465.2 |  | 76.0 | 2.27 |
| Non-Taxable |  | 248.2 |  | 7.3 | 3.93 |  |  | 251.7 |  | 7.5 | 3.96 |
| Total Investment Securities |  | 6,551.6 |  | 107.2 | 2.18 |  |  | 6,938.5 |  | 121.1 | 2.33 |
| Loans Held for Sale |  | 9.2 |  | 0.3 | 3.72 |  |  | 3.3 |  | 0.1 | 4.43 |
| Loans and Leases ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 1,151.3 |  | 27.2 | 3.16 |  |  | 951.8 |  | 24.8 | 3.48 |
| Commercial Mortgage |  | 1,506.3 |  | 43.0 | 3.82 |  |  | 1,301.3 |  | 38.6 | 3.97 |
| Construction |  | 118.2 |  | 4.2 | 4.75 |  |  | 109.0 |  | 3.6 | 4.35 |
| Commercial Lease Financing |  | 222.4 |  | 5.8 | 3.46 |  |  | 240.6 |  | 5.1 | 2.81 |
| Residential Mortgage |  | 2,734.0 |  | 84.6 | 4.13 |  |  | 2,336.1 |  | 75.1 | 4.29 |
| Home Equity |  | 915.8 |  | 24.9 | 3.63 |  |  | 803.8 |  | 23.7 | 3.94 |
| Automobile |  | 345.1 |  | 13.5 | 5.21 |  |  | 280.3 |  | 11.2 | 5.33 |
| Other ${ }^{2}$ |  | 308.6 |  | 17.3 | 7.49 |  |  | 267.6 |  | 15.3 | 7.66 |
| Total Loans and Leases |  | 7,301.7 |  | 220.5 | 4.03 |  |  | 6,290.5 |  | 197.4 | 4.19 |
| Other |  | 51.6 |  | 0.9 | 2.39 |  |  | 74.1 |  | 0.9 | 1.63 |
| Total Earning Assets ${ }^{3}$ |  | 14,406.2 |  | 329.7 | 3.05 |  |  | 13,612.9 |  | 320.0 | 3.14 |
| Cash and Due from Banks |  | 131.3 |  |  |  |  |  | 144.5 |  |  |  |
| Other Assets |  | 531.9 |  |  |  |  |  | 463.7 |  |  |  |
| Total Assets | \$ | 15,069.4 |  |  |  |  | \$ | 14,221.1 |  |  |  |

Interest-Bearing Liabilities


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

Analysis of Change in Net Interest Income - Taxable-Equivalent Basis
Table 8a

## Three Months Ended September 30, 2015

## Compared to June 30, 2015



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

Analysis of Change in Net Interest Income - Taxable-Equivalent Basis
Table 8b

| (dollars in millions) | Three Months Ended September 30, 2015 Compared to September 30, 2014 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ |  | \$ | - | \$ | 0.1 |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |
| Taxable |  | 0.1 |  | (0.2) |  | (0.1) |
| Non-Taxable |  | 0.1 |  | - |  | 0.1 |
| Held-to-Maturity |  |  |  |  |  |  |
| Taxable |  | (2.3) |  | (3.0) |  | (5.3) |
| Non-Taxable |  | - |  | (0.1) |  | (0.1) |
| Total Investment Securities |  | (2.1) |  | (3.3) |  | (5.4) |
| Loans Held for Sale |  | 0.1 |  | - |  | 0.1 |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | 1.6 |  | (1.2) |  | 0.4 |
| Commercial Mortgage |  | 2.1 |  | (0.4) |  | 1.7 |
| Construction |  | - |  | 0.2 |  | 0.2 |
| Commercial Lease Financing |  | (0.2) |  | 0.1 |  | (0.1) |
| Residential Mortgage |  | 4.4 |  | (0.9) |  | 3.5 |
| Home Equity |  | 1.2 |  | (0.7) |  | 0.5 |
| Automobile |  | 0.8 |  | (0.1) |  | 0.7 |
| Other 2 |  | 0.8 |  | 0.1 |  | 0.9 |
| Total Loans and Leases |  | 10.7 |  | (2.9) |  | 7.8 |
| Other |  | (0.2) |  | 0.2 |  | - |
| Total Change in Interest Income |  | 8.6 |  | (6.0) |  | 2.6 |
|  |  |  |  |  |  |  |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Savings |  | 0.1 |  | - |  | 0.1 |
| Time |  | (0.2) |  | 0.1 |  | (0.1) |
| Total Interest-Bearing Deposits |  | (0.1) |  | 0.1 |  | - |
| Securities Sold Under Agreements to Repurchase |  | (0.7) |  | 0.5 |  | (0.2) |
| Other Debt |  | 0.2 |  | - |  | 0.2 |
| Total Change in Interest Expense |  | (0.6) |  | 0.6 |  | - |
|  |  |  |  |  |  |  |
| Change in Net Interest Income | \$ | 9.2 | \$ | (6.6) | \$ | 2.6 |

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

Analysis of Change in Net Interest Income - Taxable-Equivalent Basis
Table 8c

| (dollars in millions) | Nine Months Ended September 30, 2015 Compared to September 30, 2014 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | , | 0.3 | \$ | - | \$ | 0.3 |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |
| Taxable |  | 0.3 |  | (1.5) |  | (1.2) |
| Non-Taxable |  | 0.7 |  | (0.4) |  | 0.3 |
| Held-to-Maturity |  |  |  |  |  |  |
| Taxable |  | (7.0) |  | (5.8) |  | (12.8) |
| Non-Taxable |  | (0.1) |  | (0.1) |  | (0.2) |
| Total Investment Securities |  | (6.1) |  | (7.8) |  | (13.9) |
| Loans Held for Sale |  | 0.2 |  | - |  | 0.2 |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | 4.9 |  | (2.5) |  | 2.4 |
| Commercial Mortgage |  | 5.9 |  | (1.5) |  | 4.4 |
| Construction |  | 0.3 |  | 0.3 |  | 0.6 |
| Commercial Lease Financing |  | (0.4) |  | 1.1 |  | 0.7 |
| Residential Mortgage |  | 12.4 |  | (2.9) |  | 9.5 |
| Home Equity |  | 3.1 |  | (1.9) |  | 1.2 |
| Automobile |  | 2.5 |  | (0.2) |  | 2.3 |
| Other 2 |  | 2.3 |  | (0.3) |  | 2.0 |
| Total Loans and Leases |  | 31.0 |  | (7.9) |  | 23.1 |
| Other |  | (0.3) |  | 0.3 |  | - |
| Total Change in Interest Income |  | 25.1 |  | (15.4) |  | 9.7 |
|  |  |  |  |  |  |  |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Demand |  | 0.1 |  | - |  | 0.1 |
| Savings |  | 0.3 |  | 0.1 |  | 0.4 |
| Time |  | (0.4) |  | - |  | (0.4) |
| Total Interest-Bearing Deposits |  | - |  | 0.1 |  | 0.1 |
| Securities Sold Under Agreements to Repurchase |  | (2.8) |  | 2.5 |  | (0.3) |
| Other Debt |  | 0.2 |  | (0.1) |  | 0.1 |
| Total Change in Interest Expense |  | (2.6) |  | 2.5 |  | (0.1) |
|  |  |  |  |  |  |  |
| Change in Net Interest Income | \$ | 27.7 | \$ | (17.9) | \$ | 9.8 |

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.

## Bank of Hawaii Corporation and Subsidiaries

$\underline{\text { Salaries and Benefits }}$
Table 9

|  | Three Months Ended |  |  |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in thousands) |  | September 30, 2015 |  | $\begin{gathered} \hline \text { June 30, } \\ 2015 \\ \hline \end{gathered}$ |  | September 30, 2014 |  | $2015 \text { Septer }$ |  | 2014 |
| Salaries | \$ | 28,905 | \$ | 28,214 | \$ | 28,990 | \$ | 85,033 | \$ | 85,448 |
| Incentive Compensation |  | 4,223 |  | 4,959 |  | 4,242 |  | 13,696 |  | 12,832 |
| Share-Based Compensation |  | 2,616 |  | 2,751 |  | 2,226 |  | 7,712 |  | 6,466 |
| Commission Expense |  | 1,639 |  | 1,927 |  | 1,283 |  | 5,158 |  | 3,448 |
| Retirement and Other Benefits |  | 4,064 |  | 4,117 |  | 4,056 |  | 12,912 |  | 12,853 |
| Payroll Taxes |  | 2,200 |  | 2,278 |  | 2,162 |  | 8,063 |  | 7,909 |
| Medical, Dental, and Life Insurance |  | 2,870 |  | 2,449 |  | 2,557 |  | 8,503 |  | 7,902 |
| Separation Expense |  | 59 |  | 915 |  | 14 |  | 2,889 |  | 650 |
| Total Salaries and Benefits | \$ | 46,576 | \$ | 47,610 | \$ | 45,530 | \$ | 143,966 | \$ | 137,508 |

## Bank of Hawaii Corporation and Subsidiaries

| Loan and Lease Portfolio Balances |  |  |  |  |  |  |  |  | Table 10 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in thousands) | September 30, 2015 |  |  | June 30, $2015$ |  | $\begin{array}{r} \text { March 31, } \\ 2015 \end{array}$ |  | December 31, 2014 |  | September 30, 2014 |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 1,169,817 | \$ | 1,173,259 | \$ | 1,141,408 | \$ | 1,055,243 | \$ | 991,157 |
| Commercial Mortgage |  | 1,622,119 |  | 1,528,685 |  | 1,477,902 |  | 1,437,513 |  | 1,373,289 |
| Construction |  | 129,254 |  | 118,714 |  | 111,381 |  | 109,183 |  | 132,097 |
| Lease Financing |  | 202,055 |  | 222,113 |  | 224,419 |  | 226,189 |  | 232,381 |
| Total Commercial |  | 3,123,245 |  | 3,042,771 |  | 2,955,110 |  | 2,828,128 |  | 2,728,924 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 2,875,605 |  | 2,787,847 |  | 2,699,434 |  | 2,571,090 |  | 2,444,989 |
| Home Equity |  | 993,817 |  | 931,191 |  | 884,742 |  | 866,688 |  | 838,206 |
| Automobile |  | 367,640 |  | 352,128 |  | 339,686 |  | 323,848 |  | 306,003 |
| Other 1 |  | 329,465 |  | 314,501 |  | 299,656 |  | 307,835 |  | 288,228 |
| Total Consumer |  | 4,566,527 |  | 4,385,667 |  | 4,223,518 |  | 4,069,461 |  | 3,877,426 |
| Total Loans and Leases | \$ | 7,689,772 | \$ | 7,428,438 | \$ | 7,178,628 | \$ | 6,897,589 | \$ | 6,606,350 |

Deposits

|  | September 30, | June 30, | March 31, | December 31, | September 30, |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| (dollars in thousands) | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ |  |  |  |
| Consumer | $\$$ | $6,254,862$ | $\$$ | $6,221,691$ | $\$$ | $6,220,391$ | $\$$ |
| Commercial | $5,397,857$ | $5,524,153$ | $6,092,929$ | $\$$ | $5,972,435$ |  |  |
| Public and Other | $1,284,243$ | $1,344,851$ | $5,444,814$ | $5,163,352$ |  |  |  |
| Total Deposits | $\$ 12,936,962$ | $\$$ | $13,090,695$ | $\$$ | $1,314,411$ | $1,376,808$ |  |

${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.

## Bank of Hawaii Corporation and Subsidiaries

Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More
Table 11

| (dollars in thousands) | September 30, 2015 |  |  | June 30, 2015 |  | March 31, <br> 2015 |  | December 31, 2014 | September 30, 2014 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Non-Accrual Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 8,532 | \$ | 8,299 | \$ | 8,641 | \$ | 9,088 | \$ | 8,952 |
| Commercial Mortgage |  | 1,058 |  | 716 |  | 732 |  | 745 |  | 1,366 |
| Total Commercial |  | 9,590 |  | 9,015 |  | 9,373 |  | 9,833 |  | 10,318 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 14,749 |  | 14,918 |  | 14,344 |  | 14,841 |  | 16,756 |
| Home Equity |  | 3,814 |  | 3,528 |  | 2,965 |  | 3,097 |  | 2,671 |
| Total Consumer |  | 18,563 |  | 18,446 |  | 17,309 |  | 17,938 |  | 19,427 |
| Total Non-Accrual Loans and Leases |  | 28,153 |  | 27,461 |  | 26,682 |  | 27,771 |  | 29,745 |
| Foreclosed Real Estate |  | 1,392 |  | 1,989 |  | 2,095 |  | 2,311 |  | 3,562 |
| Total Non-Performing Assets | \$ | 29,545 | \$ | 29,450 | \$ | 28,777 | \$ | 30,082 | \$ | 33,307 |

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

| Commercial |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 5,060 |  | 4,789 |  | 3,914 |  | 4,506 |  | 4,819 |
| Home Equity |  | 1,396 |  | 2,395 |  | 2,425 |  | 2,596 |  | 2,816 |
| Automobile |  | 631 |  | 323 |  | 537 |  | 616 |  | 612 |
| Other 1 |  | 1,058 |  | 1,395 |  | 1,078 |  | 941 |  | 842 |
| Total Consumer |  | 8,145 |  | 8,902 |  | 7,954 |  | 8,659 |  | 9,089 |
| Total Accruing Loans and Leases Past Due 90 Days or More | \$ | 8,145 | \$ | 9,652 | \$ | 7,954 | \$ | 8,661 | \$ | 9,103 |
| Restructured Loans on Accrual Status |  |  |  |  |  |  |  |  |  |  |
| and Not Past Due 90 Days or More | \$ | 49,506 | \$ | 48,339 | \$ | 46,639 | \$ | 45,474 | \$ | 45,169 |
| Total Loans and Leases | \$ | 7,689,772 | \$ | 7,428,438 | \$ | 7,178,628 | \$ | 6,897,589 | \$ | $6,606,350$ |
|  |  |  |  |  |  |  |  |  |  |  |
| Ratio of Non-Accrual Loans and Leases to Total Loans and Leases |  | 0.37\% |  | 0.37\% |  | 0.37\% |  | 0.40\% |  | 0.45\% |
|  |  |  |  |  |  |  |  |  |  |  |
| Ratio of Non-Performing Assets to Total Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| and Foreclosed Real Estate |  | 0.38\% |  | 0.40\% |  | 0.40\% |  | 0.44\% |  | 0.50\% |
|  |  |  |  |  |  |  |  |  |  |  |
| Ratio of Commercial Non-Performing Assets to Total Commercial |  |  |  |  |  |  |  |  |  |  |
| Loans and Leases and Commercial Foreclosed Real Estate |  | 0.31\% |  | 0.32\% |  | 0.34\% |  | 0.38\% |  | 0.42\% |
|  |  |  |  |  |  |  |  |  |  |  |
| Ratio of Consumer Non-Performing Assets to Total Consumer Loans |  |  |  |  |  |  |  |  |  |  |
| and Leases and Consumer Foreclosed Real Estate |  | 0.44\% |  | 0.45\% |  | 0.44\% |  | 0.47\% |  | 0.56\% |
|  |  |  |  |  |  |  |  |  |  |  |
| 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 |  | 0.49\% |  | 0.53\% |  | 0.51\% |  | 0.56\% |  | 0.64\% |
|  |  |  |  |  |  |  |  |  |  |  |
| Quarter to Quarter Changes in Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Balance at Beginning of Quarter | \$ | 29,450 | \$ | 28,777 | \$ | 30,082 | \$ | 33,307 | \$ | 34,389 |
| Additions |  | 4,427 |  | 1,909 |  | 621 |  | 1,885 |  | 2,565 |
| Reductions |  |  |  |  |  |  |  |  |  |  |
| Payments |  | $(1,191)$ |  | $(1,020)$ |  | $(1,427)$ |  | $(1,822)$ | $(2,381)$ |  |
| Return to Accrual Status |  | $(1,748)$ |  | - |  | (187) |  | $(1,291)$ |  | (704) |
| Sales of Foreclosed Real Estate |  | $(1,300)$ |  | (83) |  | (37) |  | $(1,480)$ |  | (449) |
| Charge-offs/Write-downs |  | (93) |  | (133) |  | (275) |  | (517) |  | (113) |
| Total Reductions |  | $(4,332)$ |  | $(1,236)$ |  | $(1,926)$ |  | $(5,110)$ | $(3,647)$ |  |
| Balance at End of Quarter | \$ | 29,545 | \$ | 29,450 | \$ | 28,777 | \$ | 30,082 | \$ | 33,307 |

$\qquad$

## Bank of Hawaii Corporation and Subsidiaries

Reserve for Credit Losses
Table 12

| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2015 |  | June 30, 2015 |  | September 30, 2014 |  | September 30, |  |  |  |
|  |  |  |  | 15 |  |  |  | 14 |
| Balance at Beginning of Period | \$ | 111,893 |  |  | \$ | 113,348 | \$ | 119,725 | \$ | 114,575 | \$ | 121,521 |
| Loans and Leases Charged-Off |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | (160) |  | (255) |  | (229) |  | (650) |  | $(1,797)$ |
| Lease Financing |  | - |  | - |  | - |  | - |  | (66) |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | - |  | (54) |  | (22) |  | (613) |  | (674) |
| Home Equity |  | (634) |  | (211) |  | (475) |  | $(1,061)$ |  | $(1,379)$ |
| Automobile |  | $(1,476)$ |  | $(1,237)$ |  | (957) |  | $(4,141)$ |  | $(2,585)$ |
| Other 1 |  | $(2,123)$ |  | $(1,739)$ |  | $(1,978)$ |  | $(5,512)$ |  | $(5,195)$ |
| Total Loans and Leases Charged-Off |  | $(4,393)$ |  | $(3,496)$ |  | $(3,661)$ |  | $(11,977)$ |  | $(11,696)$ |
| Recoveries on Loans and Leases Previously Charged-Off |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 426 |  | 456 |  | 1,177 |  | 1,528 |  | 4,229 |
| Commercial Mortgage |  | 15 |  | 14 |  | 14 |  | 43 |  | 43 |
| Construction |  | 8 |  | 8 |  | 8 |  | 24 |  | 21 |
| Lease Financing |  | 55 |  | 8 |  | 3 |  | 131 |  | 6 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 282 |  | 96 |  | 299 |  | 720 |  | 2,906 |
| Home Equity |  | 693 |  | 566 |  | 531 |  | 2,140 |  | 1,433 |
| Automobile |  | 508 |  | 396 |  | 322 |  | 1,398 |  | 1,110 |
| Other 1 |  | 438 |  | 497 |  | 496 |  | 1,343 |  | 1,720 |
| Total Recoveries on Loans and Leases Previously Charged-Off |  | 2,425 |  | 2,041 |  | 2,850 |  | 7,327 |  | 11,468 |
| Net Loans and Leases Charged-Off |  | $(1,968)$ |  | $(1,455)$ |  | (811) |  | $(4,650)$ |  | (228) |
| Provision for Credit Losses |  | - |  | - |  | $(2,665)$ |  | - |  | $(4,864)$ |
| Provision for Unfunded Commitments |  | 185 |  | - |  | - |  | 185 |  | (180) |
| Balance at End of Period 2 | \$ | 110,110 | \$ | 111,893 | \$ | 116,249 | \$ | 110,110 | \$ | 116,249 |

Components

| Allowance for Loan and Lease Losses | \$ | 104,038 | \$ | 106,006 | \$ | 110,362 | \$ | 104,038 | \$ | 110,362 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reserve for Unfunded Commitments |  | 6,072 |  | 5,887 |  | 5,887 |  | 6,072 |  | 5,887 |
| Total Reserve for Credit Losses | \$ | 110,110 | \$ | 111,893 | \$ | 116,249 | \$ | 110,110 | \$ | 116,249 |
| Average Loans and Leases Outstanding | \$ | 7,545,985 | \$ | 7,300,506 | \$ | 6,488,780 | \$ | 7,301,656 | \$ | 6,290,548 |
| Ratio of Net Loans and Leases Charged-Off to |  |  |  |  |  |  |  |  |  |  |
| Average Loans and Leases Outstanding (annualized) |  | 0.10\% |  | 0.08\% |  | 0.05\% |  | 0.09\% |  | 0.00\% |
| Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding |  | 1.35\% |  | 1.43\% |  | 1.67\% |  | 1.35\% |  | 1.67\% |

${ }^{1}$ Comprised of other revolving credit, installment, and lease financing
${ }^{2}$ 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.

## Bank of Hawaii Corporation and Subsidiaries

| Business Segments Selected Financial Inform |  |  |  | Commercial Banking |  | Investment Services |  | Treasury and Other |  | Table 13a |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in thousands) |  | Retail <br> Banking |  |  |  |  |  |  |  | Consolidated Total |
| Three Months Ended September 30, 2015 |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 51,732 | \$ | 37,133 | \$ | 4,517 | \$ | 4,509 | \$ | 97,891 |
| Provision for Credit Losses |  | 2,209 |  | (226) |  | (20) |  | $(1,963)$ |  | - |
| Net Interest Income After Provision for Credit Losses |  | 49,523 |  | 37,359 |  | 4,537 |  | 6,472 |  | 97,891 |
| Noninterest Income |  | 21,206 |  | 4,777 |  | 14,363 |  | 2,875 |  | 43,221 |
| Noninterest Expense |  | $(49,963)$ |  | $(25,482)$ |  | $(14,031)$ |  | $(2,412)$ |  | $(91,888)$ |
| Income Before Provision for Income Taxes |  | 20,766 |  | 16,654 |  | 4,869 |  | 6,935 |  | 49,224 |
| Provision for Income Taxes |  | $(7,352)$ |  | $(5,586)$ |  | $(1,802)$ |  | (208) |  | $(14,948)$ |
| Net Income | \$ | 13,414 | \$ | 11,068 | \$ | 3,067 | \$ | 6,727 | \$ | 34,276 |
| Total Assets as of September 30, 2015 | \$ | 4,578,333 | \$ | 3,102,549 | \$ | 232,641 | \$ | 7,250,600 | \$ | 15,164,123 |


| Three Months Ended September 30, 20141 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | \$ | 45,432 | \$ | 31,780 | \$ | 3,864 | \$ | 14,303 | \$ | 95,379 |
| Provision for Credit Losses |  | 1,853 |  | (834) |  | (9) |  | $(3,675)$ |  | $(2,665)$ |
| Net Interest Income After Provision for Credit Losses |  | 43,579 |  | 32,614 |  | 3,873 |  | 17,978 |  | 98,044 |
| Noninterest Income |  | 20,132 |  | 5,818 |  | 14,467 |  | 4,533 |  | 44,950 |
| Noninterest Expense |  | $(48,569)$ |  | $(16,410)$ |  | $(13,616)$ |  | $(2,435)$ |  | $(81,030)$ |
| Income Before Provision for Income Taxes |  | 15,142 |  | 22,022 |  | 4,724 |  | 20,076 |  | 61,964 |
| Provision for Income Taxes |  | $(5,498)$ |  | $(7,599)$ |  | $(1,751)$ |  | $(5,347)$ |  | $(20,195)$ |
| Net Income | \$ | 9,644 | \$ | 14,423 | \$ | 2,973 | \$ | 14,729 | \$ | 41,769 |
| Total Assets as of September 30, 20141 | \$ | 3,896,841 | \$ | 2,680,761 | \$ | 192,739 | \$ | 7,739,825 | \$ | 14,510,166 |

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



| Nine Months Ended September 30, 20141 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | \$ | 130,971 | \$ | 86,934 | \$ | 11,098 | \$ | 54,021 | \$ | 283,024 |
| Provision for Credit Losses |  | 2,895 |  | $(2,164)$ |  | (303) |  | $(5,292)$ |  | $(4,864)$ |
| Net Interest Income After Provision for Credit Losses |  | 128,076 |  | 89,098 |  | 11,401 |  | 59,313 |  | 287,888 |
| Noninterest Income |  | 59,473 |  | 17,617 |  | 43,228 |  | 13,881 |  | 134,199 |
| Noninterest Expense |  | $(146,581)$ |  | $(49,834)$ |  | $(41,379)$ |  | $(7,865)$ |  | $(245,659)$ |
| Income Before Provision for Income Taxes |  | 40,968 |  | 56,881 |  | 13,250 |  | 65,329 |  | 176,428 |
| Provision for Income Taxes |  | $(15,248)$ |  | $(19,343)$ |  | $(4,912)$ |  | $(15,074)$ |  | $(54,577)$ |
| Net Income | \$ | 25,720 | \$ | 37,538 | \$ | 8,338 | \$ | 50,255 | \$ | 121,851 |
| Total Assets as of September 30, 20141 | \$ | 3,896,841 | \$ | 2,680,761 | \$ | 192,739 | \$ | 7,739,825 | \$ | 14,510,166 |

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

Selected Quarterly Financial Data
Table 14

|  | Three Months Ended |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| (dollars in thousands, except per share amounts) | September 30, | June 30, | March 31, | December 31, | September 30, |

Quarterly Operating Results

| Interest and Fees on Loans and Leases | \$ | 75,874 | \$ | 73,565 | \$ | 70,961 | \$ | 69,974 | \$ | 68,089 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 10,192 |  | 10,273 |  | 10,198 |  | 10,732 |  | 10,286 |
| Held-to-Maturity |  | 20,689 |  | 22,832 |  | 24,407 |  | 24,966 |  | 26,067 |
| Deposits |  | 2 |  | 2 |  | 3 |  | 2 |  | 3 |
| Funds Sold |  | 291 |  | 268 |  | 259 |  | 192 |  | 176 |
| Other |  | 312 |  | 310 |  | 302 |  | 303 |  | 302 |
| Total Interest Income |  | 107,360 |  | 107,250 |  | 106,130 |  | 106,169 |  | 104,923 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 2,410 |  | 2,405 |  | 2,368 |  | 2,392 |  | 2,391 |
| Securities Sold Under Agreements to Repurchase |  | 6,307 |  | 6,440 |  | 6,371 |  | 6,520 |  | 6,523 |
| Funds Purchased |  | 3 |  | 3 |  | 3 |  | 3 |  | 3 |
| Other Debt |  | 749 |  | 620 |  | 618 |  | 622 |  | 627 |
| Total Interest Expense |  | 9,469 |  | 9,468 |  | 9,360 |  | 9,537 |  | 9,544 |
| Net Interest Income |  | 97,891 |  | 97,782 |  | 96,770 |  | 96,632 |  | 95,379 |
| Provision for Credit Losses |  | - |  | - |  | - |  | - |  | $(2,665)$ |
| Net Interest Income After Provision for Credit Losses |  | 97,891 |  | 97,782 |  | 96,770 |  | 96,632 |  | 98,044 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 11,907 |  | 12,355 |  | 12,180 |  | 12,225 |  | 11,716 |
| Mortgage Banking |  | 3,291 |  | 3,469 |  | 1,693 |  | 2,116 |  | 1,646 |
| Service Charges on Deposit Accounts |  | 8,669 |  | 8,203 |  | 8,537 |  | 9,058 |  | 9,095 |
| Fees, Exchange, and Other Service Charges |  | 13,340 |  | 13,352 |  | 12,897 |  | 13,702 |  | 13,390 |
| Investment Securities Gains, Net |  | 24 |  | 86 |  | 10,231 |  | 1,966 |  | 1,858 |
| Annuity and Insurance |  | 1,721 |  | 1,885 |  | 2,044 |  | 1,664 |  | 2,348 |
| Bank-Owned Life Insurance |  | 1,609 |  | 2,088 |  | 1,734 |  | 1,874 |  | 1,644 |
| Other |  | 2,660 |  | 4,487 |  | 2,991 |  | 3,213 |  | 3,253 |
| Total Noninterest Income |  | 43,221 |  | 45,925 |  | 52,307 |  | 45,818 |  | 44,950 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 46,576 |  | 47,610 |  | 49,780 |  | 45,520 |  | 45,530 |
| Net Occupancy |  | 7,403 |  | 8,605 |  | 9,333 |  | 9,291 |  | 9,334 |
| Net Equipment |  | 4,804 |  | 4,826 |  | 5,288 |  | 4,734 |  | 4,473 |
| Data Processing |  | 3,920 |  | 3,673 |  | 3,773 |  | 3,823 |  | 3,665 |
| Professional Fees |  | 2,258 |  | 2,265 |  | 2,334 |  | 3,086 |  | 1,835 |
| FDIC Insurance |  | 2,139 |  | 2,068 |  | 2,140 |  | 2,055 |  | 1,750 |
| Other |  | 24,788 |  | 14,527 |  | 14,267 |  | 12,731 |  | 14,443 |
| Total Noninterest Expense |  | 91,888 |  | 83,574 |  | 86,915 |  | 81,240 |  | 81,030 |
| Income Before Provision for Income Taxes |  | 49,224 |  | 60,133 |  | 62,162 |  | 61,210 |  | 61,964 |
| Provision for Income Taxes |  | 14,948 |  | 18,979 |  | 19,720 |  | 20,019 |  | 20,195 |
| Net Income | \$ | 34,276 | \$ | 41,154 | \$ | 42,442 | \$ | 41,191 | \$ | 41,769 |
|  |  |  |  |  |  |  |  |  |  |  |
| Basic Earnings Per Share | \$ | 0.79 | \$ | 0.95 | \$ | 0.98 | \$ | 0.95 | \$ | 0.95 |
| Diluted Earnings Per Share | \$ | 0.79 | \$ | 0.95 | \$ | 0.97 | \$ | 0.94 | \$ | 0.95 |


| Balance Sheet Totals |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans and Leases | \$ | 7,689,772 | \$ | 7,428,438 | \$ | 7,178,628 | \$ | 6,897,589 | \$ | 6,606,350 |
| Total Assets |  | 15,164,123 |  | 15,248,043 |  | 15,139,179 |  | 14,787,208 |  | 14,510,166 |
| Total Deposits |  | 12,936,962 |  | 13,090,695 |  | 12,979,616 |  | 12,633,089 |  | 12,361,441 |
| Total Shareholders' Equity |  | 1,098,354 |  | 1,082,939 |  | 1,075,251 |  | 1,055,086 |  | 1,057,413 |

Performance Ratios

| Return on Average Assets | 0.89 | \% | 1.10 | \% | 1.15 | \% | 1.12 | \% | 1.15 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on Average Shareholders' Equity | 12.45 |  | 15.33 |  | 16.18 |  | 15.39 |  | 15.57 |  |


|  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Efficiency Ratio ${ }^{1}$ | 65.12 | 58.16 | 58.30 | 57.74 |
| Net Interest Margin 2 | 2.77 | 2.81 | 2.81 | 2.85 |

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.



| (percentage change, except months of inventory) | September 30, | December 31, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2015 | 2014 |  | 2013 |  | 2012 |  |
| Housing Trends (Single Family Oahu) ${ }^{4}$ |  |  |  |  |  |  |  |
| Median Home Price | 4.0 \% | 3.8 | \% | 4.8 | \% | 7.8 | \% |
| Home Sales Volume (units) | 4.9 \% | (0.8) | \% | 4.6 | \% | 6.5 | \% |
| Months of Inventory | 3.2 | 2.6 |  | 2.7 |  | 2.5 |  |
|  | Monthly Visitor Arrivals, |  |  | Percentage Change |  |  |  |
| (in thousands) | Not Seasonally Adjusted |  |  | from Previous Year |  |  |  |

## Tourism ${ }^{5}$

| August 31,2015 | 755.9 | 2.9 |
| :---: | :---: | :---: |
| July 31,2015 | 816.3 | 5.6 |
| June 30,2015 | 767.9 | 6.0 |
| May 31,2015 | 709.7 | 9.3 |
| April 30,2015 | 677.8 | 2.3 |
| March 31, 2015 | 780.1 | 7.0 |
| February 28,2015 | 661.7 | 2.3 |
| January 31, 2015 | 678.9 | (0.6) |
| December 31,2014 | 765.3 | 6.2 |
| November 30,2014 | 637.7 | 2.2 |
| October 31,2014 | 659.8 | 3.0 |
| September 30,2014 | 622.2 | 4.1 |
| August 31, 2014 | 734.7 | (1.9) |
| July 31,2014 | 772.8 | 2.0 |
| June 30, 2014 | 724.5 | 1.1 |
| May 31,2014 | 649.1 | 1.8 |
| April 30, 2014 | 662.6 | (0.7) |
| March 31,2014 | 728.8 | (5.2) |
| February 28,2014 | 646.8 | (4.3) |
| January 31,2014 | 682.6 | 0.1 |
| December 31,2013 | 720.8 | (1.8) |
| November 30,2013 | 624.1 | (4.2) |
| October 31,2013 | 640.3 | (0.1) |
| September 30,2013 | 597.7 | 0.5 |
| August 31,2013 | 748.8 | 2.5 |
| July 31,2013 | 758.0 | 4.6 |
| June 30, 2013 | 716.6 | 5.5 |
| May 31,2013 | 637.5 | 2.4 |
| April 30,2013 | 667.0 | 3.1 |
| March 31,2013 | 769.1 | 7.6 |

${ }^{1}$ Source: Hawaii Department of Business, Economic Development \& Tourism
${ }^{2}$ Source: U. S. Bureau of Labor
${ }^{3}$ Source: Hawaii Department of Labor and Industrial Relations, County jobs data not seasonally adjusted.
${ }^{4}$ Source: Honolulu Board of REALTORS
5 Source: Hawaii Tourism Authority
Note: Certain prior period seasonally adjusted information has been revised.


[^0]:    ${ }^{1}$ 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.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.
    ${ }^{3}$ Interest income includes taxable-equivalent basis adjustments, based upon a federal statutory tax rate of $35 \%$, of $\$ 3,035,000, \$ 3,008,000$ and $\$ 2,873,000$ for the three months ended September 30, 2015, June 30, 2015, and September 30, 2014, respectively.

[^1]:    ${ }^{1}$ 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.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.
    ${ }^{3}$ Interest income includes taxable-equivalent basis adjustments, based upon a federal statutory tax rate of $35 \%$ of $\$ 8,921,000$ and $\$ 8,571,000$ for the nine months ended September 30, 2015 and September 30, 2014, respectively.

[^2]:    ${ }^{1}$ 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.

[^3]:    ${ }^{1}$ 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.

[^4]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.

[^5]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.

