# NewsRelease 

Corporation

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# Bank of Hawaii Corporation 2010 Financial Results 

- 2010 Diluted Earnings Per Share $\$ 3.80$
- 2010 Net Income \$183.9 Million
- Diluted Earnings Per Share for the Fourth Quarter of 2010 \$0.84
- Net Income for the Fourth Quarter of 2010 \$40.6 Million
- Board of Directors Declares Dividend of $\mathbf{\$ 0 . 4 5}$ Per Share


## FOR IMMEDIATE RELEASE

HONOLULU, HI (January 24, 2011) -- Bank of Hawaii Corporation (NYSE: BOH) today reported net income of $\$ 40.6$ million or $\$ 0.84$ per diluted share for the fourth quarter of 2010 compared with $\$ 40.5$ million or $\$ 0.84$ per diluted share for the fourth quarter of 2009. Net income for the full year of 2010 was $\$ 183.9$ million or $\$ 3.80$ per diluted share, up from net income of $\$ 144.0$ million or $\$ 3.00$ per diluted share in the previous year.
"Bank of Hawaii Corporation finished 2010 with solid financial performance," said Peter S. Ho, Chairman, CEO, and President. "During the quarter we continued to see strong core deposit growth. Our loan portfolio grew slightly compared with the third quarter of 2010. Our balance sheet remained strong with high levels of liquidity, reserves, and capital. Credit quality continues to improve. The Hawaii economy is continuing to recover due, in part, to improving arrival and spend statistics in our visitor industry. Bank of Hawaii is well positioned to meet the needs of our marketplace as conditions improve."

The return on average assets for the fourth quarter of 2010 was 1.24 percent and the return on average equity for the quarter was 15.08 percent. The return on average assets in 2010 was 1.45 percent, up from 1.22 percent in 2009. The return on average equity for the year was 18.16 percent, up from 16.42 percent in 2009.

## Financial Highlights

Net interest income, on a taxable equivalent basis, for the fourth quarter of 2010 was $\$ 96.6$ million, down $\$ 7.2$ million from net interest income of $\$ 103.8$ million in the fourth quarter of 2009 and down $\$ 2.2$ million from net interest income of $\$ 98.8$ million in the third quarter of 2010. Net interest income, on a taxable equivalent basis, for the full year of 2010 was $\$ 407.5$ million, down $\$ 6.0$ million from net interest income of $\$ 413.5$ million in 2009. Analyses of changes in net interest income are included in Tables 7a, 7b and 7c.

The net interest margin was 3.15 percent for the fourth quarter of 2010, a 42 basis point decrease from the same quarter last year and a 12 basis point decrease from the previous quarter. The net interest margin for the full year of 2010 was 3.41 percent, a 31 basis point decrease from 3.72 percent in 2009. The reduction in the net interest margin was largely the result of higher levels of liquidity, lower interest rates, and lower loan balances.

Results for the fourth quarter of 2010 included a provision for credit losses of $\$ 5.3$ million compared with $\$ 26.8$ million in the fourth quarter of 2009 and $\$ 13.4$ million in the third quarter of 2010. The provision for credit losses equaled net charge-offs in the fourth and third quarters of 2010. The provision for credit losses exceeded net charge-offs by $\$ 1.0$ million in the fourth quarter of 2009. The provision for credit losses for the full year of 2010 was $\$ 55.3$ million compared with $\$ 107.9$ million in 2009.

Noninterest income was $\$ 51.5$ million for the fourth quarter of 2010, compared with $\$ 80.8$ million in the fourth quarter of 2009 and $\$ 63.1$ million in the third quarter of 2010. Noninterest income in the fourth quarter of 2009 included net gains of $\$ 25.7$ million on sales of investment securities and net gains of $\$ 2.5$ million related to the sale of the Company's insurance subsidiary and the disposal of leased assets. Noninterest income in the third quarter of 2010 included net gains of $\$ 7.9$ million on the sales of investment securities, $\$ 3.8$ million related to asset sales, and a loss of $\$ 1.4$ million related to the disposition of a leveraged lease. Noninterest income for the full year of 2010 was $\$ 255.3$ million compared with noninterest income of $\$ 267.8$ million in 2009.

Noninterest expense was $\$ 88.7$ million in the fourth quarter of 2010, up slightly from noninterest expense of $\$ 88.5$ million in the fourth quarter of 2009 , and down $\$ 1.2$ million compared with $\$ 89.9$ million in the previous quarter. Noninterest expense in the fourth quarter of 2010 included $\$ 1.9$ million for employee incentives, $\$ 1.2$ million for a refresh of personal computers, and a donation of $\$ 1.0$ million to the Bank of Hawaii Foundation. Partially offsetting these expenses were a $\$ 1.3$ million gain on the sale of foreclosed real estate and a $\$ 1.0$ million settlement gain on the extinguishment of retiree life insurance obligations. Noninterest expense in the fourth quarter of 2009 included $\$ 4.1$ million for employee grants to purchase company stock, $\$ 2.0$ million for employee incentives, and a donation of $\$ 1.0$ million to the Bank of Hawaii Foundation. Noninterest expense in the third quarter of 2010 included $\$ 5.2$ million for the early termination of securities sold under agreements to repurchase. Full year salaries and benefits expense in 2010 decreased $\$ 2.9$ million, or 1.5 percent compared to 2009. An analysis of salary and benefit expenses is included in Table 8. Noninterest expense for the full year of 2010 was $\$ 346.2$ million, down \$3.8 million from 2009.

The efficiency ratio for the fourth quarter of 2010 was 60.05 percent compared with 48.02 percent in the same quarter last year and 55.57 percent in the previous quarter. The efficiency ratio for the full year of 2010 was 52.32 percent, up slightly from 51.46 percent during the full year of 2009.

The effective tax rate for the fourth quarter of 2010 was 24.5 percent compared with 41.3 percent in the same quarter last year and 24.7 percent in the previous quarter. The lower effective tax rate for the fourth quarter of 2010 compared to the fourth quarter of 2009 was primarily due to an adjustment to tax reserves determined during the quarter. The effective tax rate for the full year of 2010 was 29.3 percent compared with 35.2 percent for the full year of 2009. The lower effective tax rate for 2010 was primarily due to a first quarter adjustment in the expected utilization of capital losses on the sale of a low-income housing investment, the disposition of two leveraged leases in the third quarter, and the previously discussed adjustment in the fourth quarter.

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 12a and 12b.

## Asset Quality

The Company's overall asset quality reflects the improving Hawaii economy. Non-performing assets were $\$ 37.8$ million at December 31, 2010, down from $\$ 48.3$ million at December 31, 2009, and down from $\$ 45.2$ million at September 30, 2010. As a percentage of total loans and leases, including loans held for sale and foreclosed real estate, non-performing assets were 0.71 percent at December 31, 2010. Non-accrual loans and leases declined to $\$ 35.9$ million at December 31, 2010, representing 0.67 percent of total loans and leases. Accruing loans and leases past due 90 days or more decreased to $\$ 7.6$ million during the fourth quarter of 2010. More information on non-performing assets and accruing loans and leases past due 90 days is presented in Table 10.

Net charge-offs during the fourth quarter of 2010 were $\$ 5.3$ million or 0.40 percent annualized of total average loans and leases, down from $\$ 25.8$ million in the fourth quarter of 2009, and $\$ 13.4$ million in the third quarter of 2010. Net charge-offs for the fourth quarter of 2010 included recoveries of $\$ 7.3$ million on two commercial construction loans. Net charge-offs for the full year of 2010 were $\$ 51.6$ million, or 0.94 percent annualized of total average loans and leases, down from $\$ 87.7$ million, or 1.43 percent annualized of total average loans and leases in 2009.

The allowance for loan and lease losses was $\$ 147.4$ million at December 31, 2010, unchanged from September 30, 2010, and up from $\$ 143.7$ million at December 31, 2009. The ratio of the allowance for loan and lease losses to total loans and leases was 2.76 percent at December 31, 2010. The reserve for unfunded commitments at December 31, 2010 was unchanged at $\$ 5.4$ million. Details of charge-offs, recoveries and the components of the total reserve for credit losses are summarized in Table 11.

## Other Financial Highlights

Total assets were $\$ 13.13$ billion at December 31, 2010, an increase from total assets of $\$ 12.41$ billion at December 31, 2009, and up from total assets of $\$ 12.72$ billion at September 30, 2010. Growth in investment securities during 2010 offset a decline in loan balances due to reduced demand, payoffs, and loan sales to reduce portfolio risk. Total loans and leases were $\$ 5.33$ billion at December 31, 2010, down from $\$ 5.76$ billion at December 31, 2009, and up from $\$ 5.31$ billion at September 30, 2010. Loan and lease portfolio balances, including the higher risk loans outstanding, are summarized in Table 9.

Deposit generation continued to remain strong during the fourth quarter of 2010. Total deposits increased to $\$ 9.89$ billion at December 31, 2010, higher than total deposits of $\$ 9.41$ billion at December 31, 2009, and up from $\$ 9.60$ billion at September 30, 2010. Average total deposits were $\$ 9.68$ billion in the fourth quarter of 2010, higher than average deposits of $\$ 9.32$ billion during the same quarter last year, and up from average deposits of $\$ 9.58$ billion during the previous quarter.

As a result of the strong deposit growth, the investment portfolio grew to $\$ 6.66$ billion at year-end 2010, compared to $\$ 5.51$ billion at December 31, 2009 and $\$ 6.36$ billion at September 30, 2010.

During the fourth quarter of 2010, the Company repurchased 258.0 thousand shares of common stock at a total cost of $\$ 11.7$ million under its share repurchase program. The average cost was $\$ 45.36$ per share repurchased. From January 3 through January 21, 2011, the Company repurchased an additional 63.0 thousand shares of common stock at an average cost of $\$ 47.25$ per share repurchased. From the beginning of the share repurchase program initiated during July 2001 through December 31, 2010, the

Company has repurchased 46.0 million shares and returned over $\$ 1.6$ billion to shareholders at an average cost of $\$ 35.55$ per share. Remaining buyback authority under the share repurchase program was $\$ 63.9$ million at December 31, 2010.

Total shareholders' equity was $\$ 1.01$ billion at December 31, 2010, compared to $\$ 0.90$ billion at December 31, 2009, and $\$ 1.04$ billion at September 30, 2010. The ratio of tangible common equity to risk-weighted assets was 19.29 percent at December 31, 2010, up from 15.45 percent at December 31, 2009, and down slightly from 19.50 percent at September 30, 2010. At December 31, 2010, the Tier 1 leverage ratio was 7.15 percent, up from to 6.76 percent at December 31, 2009, and unchanged from September 30, 2010.

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 March 14, 2011 to shareholders of record at the close of business on February 28, 2011.

## Hawaii Economy

Hawaii's economy continued to recover during the fourth quarter of 2010 due to increasing visitor arrivals and spending. For the first 11 months of 2010, total visitor arrivals increased 8.6 percent compared to the same period in 2009. Total visitor spending for the first 11 months of 2010 were up 16 percent compared to the same period last year. Hotel occupancy continued to improve and revenue per available room has finally begun to show signs of improvement. Overall, state job growth has begun to stabilize and the statewide unemployment rate remains unchanged for the fifth straight month at 6.4 percent. Home prices and sales remained fairly stable during the quarter. More information on Hawaii economic trends is presented in Table 14.

## Conference Call Information

The Company will review its 2010 financial results today at 8:00 a.m. Hawaii Time (1:00 p.m. Eastern Time). The call will be accessible via teleconference and via the Investor Relations link of Bank of Hawaii Corporation's web site, www.boh.com. The conference call number for participants in the United States is 866-783-2137. International participants should call 857-350-1596. Use the pass code "Bank of Hawaii" to access the call. A replay of the conference call will be available for one week beginning Monday, January 24, 2011 by calling 888-286-8010 in the United States or 617-801-6888 internationally and entering the number 57311607 when prompted. A replay will also be available via the Investor Relations link of the Company's web site.

## Forward-Looking Statements

This news release, and other statements made by the Company in connection with it may contain "forward-looking statements", such as forecasts of our financial results and condition, expectations for our operations and business prospects, and our assumptions used in those forecasts and expectations. Do not unduly rely on forward-looking statements. Actual results might differ significantly from our forecasts and expectations because of a variety of factors. More information about these factors is contained in Bank of Hawaii Corporation's Annual Report on Form 10-K for the year ended December 31, 2009, which was filed with the U.S. Securities and Exchange Commission. We do not promise 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.


[^0]| (dollars in thousands) | December 31,2010 |  | September 30, 2010 |  | $\begin{array}{r} \text { December 31, } \\ 2009 \\ \hline \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Shareholders' Equity | \$ | 1,011,133 | \$ | 1,039,561 | \$ | 895,973 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |
| Intangible Assets |  | 154 |  | 177 |  | 233 |
| Tangible Common Equity | \$ | 979,462 | \$ | 1,007,867 | \$ | 864,223 |
| Total Assets | \$ | 13,126,787 | \$ | 12,716,603 | \$ | 12,414,827 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |
| Intangible Assets |  | 154 |  | 177 |  | 233 |
| Tangible Assets | \$ | 13,095,116 | \$ | 12,684,909 | \$ | 12,383,077 |


| Risk-Weighted Assets, determined in accordance with prescribed regulatory requirements | \$ | 5,076,909 | \$ | 5,167,838 | \$ | 5,594,532 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Shareholders' Equity to Total Assets |  | 7.70\% |  | 8.17\% |  | 7.22\% |
| Tangible Common Equity to Tangible Assets (Non-GAAP) |  | 7.48\% |  | 7.95\% |  | 6.98\% |
| Tier 1 Capital Ratio ${ }^{1}$ |  | 18.28\% |  | 17.71\% |  | 14.84\% |
| Tangible Common Equity to Risk-Weighted Assets (Non-GAAP) |  | 19.29\% |  | 19.50\% |  | 15.45\% |

[^1]| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 31, } \\ 2010 \end{gathered}$ |  | September 30,$2010$ |  | $\begin{gathered} \text { December 31, } \\ 2009 \\ \hline \end{gathered}$ |  | December 31, |  |  |  |
|  |  |  |  | 2010 |  |  |  | 2009 |
| Cash Basis Interest Recoveries | \$ | - |  |  | \$ | - | \$ | - | \$ | 2,832 | \$ | - |
| Leveraged Lease Residual Value Impairment |  | - |  | - |  | - |  | - |  | (968) |
| Investment Securities Gains, Net |  | - |  | 7,877 |  | 25,707 |  | 42,849 |  | 25,707 |
| Gain on Mutual Fund Sale |  | - |  | 2,852 |  | - |  | 2,852 |  |  |
| Gain on Disposal of Leased Equipment |  | - |  | $(1,449)$ |  | 977 |  | (260) |  | 13,795 |
| Gain on Sale of Insurance Subsidiaries |  | - |  | 904 |  | 1,511 |  | 904 |  | 2,363 |
| Increase in Allowance for Loan and Lease Losses |  | - |  | - |  | $(1,000)$ |  | $(3,700)$ |  | $(20,160)$ |
| Employee Incentive Awards |  | $(1,949)$ |  | - |  | $(2,000)$ |  | $(1,949)$ |  | $(2,000)$ |
| Cash Grants for the Purchase of Company Stock |  | (196) |  | - |  | $(4,100)$ |  | $(3,446)$ |  | $(4,100)$ |
| Settlement Gain on the Extinguishment of Retiree Life Insurance Obligation |  | 951 |  | - |  | - |  | 951 |  | - |
| PC Refresh |  | $(1,192)$ |  | - |  | - |  | $(1,192)$ |  | - |
| FDIC Special Assessment |  | - |  | - |  | - |  | - |  | $(5,744)$ |
| Legal Contingencies |  | - |  | - |  | 1,152 |  | - |  | $(1,148)$ |
| Gain on Sale of Foreclosed Real Estate |  | 1,343 |  | - |  | - |  | 1,343 |  | - |
| Bank of Hawaii Foundation |  | $(1,000)$ |  | - |  | $(1,000)$ |  | $(1,000)$ |  | $(1,000)$ |
| REPO Early Termination Expense |  | - |  | $(5,189)$ |  | - |  | $(5,189)$ |  | - |
| Market Premium on Repurchased Long-Term Privately Placed Debt |  | - |  | - |  | - |  | - |  | (875) |
| Significant Income (Expense) Items Before the Provision (Benefit) for Income Taxes |  | $(2,043)$ |  | 4,995 |  | 21,247 |  | 34,995 |  | 5,870 |
| Income Tax Impact Related to Lease Transactions |  | - |  | $(4,003)$ |  | 568 |  | $(3,541)$ |  | 3,781 |
| Income Tax Impact |  | (715) |  | 2,256 |  | 7,095 |  | 12,340 |  | $(2,434)$ |
| Net Significant Income (Expense) Items | \$ | $(1,328)$ | \$ | 6,742 | \$ | 13,584 | \$ | 26,196 | \$ | 4,523 |

Table 3


| (dollars in thousands) | $\begin{array}{r} \text { December 31, } \\ 2010 \end{array}$ |  | September 30, 2010 |  | December 31, 2009 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 3,472 | \$ | 2,641 | \$ | 8,755 |
| Funds Sold |  | 438,327 |  | 174,288 |  | 291,546 |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  | 6,533,874 |  | 6,213,949 |  | 5,330,834 |
| Held-to-Maturity (Fair Value of \$134,028; \$148,631; and \$186,668) |  | 127,249 |  | 141,192 |  | 181,018 |
| Loans Held for Sale |  | 17,564 |  | 18,765 |  | 16,544 |
| Loans and Leases |  | 5,335,792 |  | 5,312,054 |  | 5,759,785 |
| Allowance for Loan and Lease Losses |  | $(147,358)$ |  | $(147,358)$ |  | $(143,658)$ |
| Net Loans and Leases |  | 5,188,434 |  | 5,164,696 |  | 5,616,127 |
| Total Earning Assets |  | 12,308,920 |  | 11,715,531 |  | 11,444,824 |
| Cash and Noninterest-Bearing Deposits |  | 165,748 |  | 267,597 |  | 254,766 |
| Premises and Equipment |  | 108,170 |  | 108,855 |  | 110,976 |
| Customers' Acceptances |  | 437 |  | 1,087 |  | 1,386 |
| Accrued Interest Receivable |  | 41,151 |  | 40,606 |  | 45,334 |
| Foreclosed Real Estate |  | 1,928 |  | 5,910 |  | 3,132 |
| Mortgage Servicing Rights |  | 25,379 |  | 24,316 |  | 25,970 |
| Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |
| Other Assets |  | 443,537 |  | 521,184 |  | 496,922 |
| Total Assets | \$ | 13,126,787 | \$ | 12,716,603 | \$ | 12,414,827 |

Liabilities
Deposits

| Noninterest-Bearing Demand | \$ | 2,447,713 | \$ | 2,290,033 | \$ | 2,252,083 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-Bearing Demand |  | 1,871,718 |  | 1,814,934 |  | 1,609,413 |
| Savings |  | 4,526,893 |  | 4,423,095 |  | 4,405,969 |
| Time |  | 1,042,671 |  | 1,074,400 |  | 1,142,211 |
| Total Deposits |  | 9,888,995 |  | 9,602,462 |  | 9,409,676 |
| Funds Purchased |  | 9,478 |  | 9,832 |  | 8,888 |
| Short-Term Borrowings |  | 6,200 |  | 7,100 |  | 6,900 |
| Securities Sold Under Agreements to Repurchase |  | 1,901,084 |  | 1,616,243 |  | 1,618,717 |
| Long-Term Debt |  | 32,652 |  | 40,292 |  | 90,317 |
| Banker's Acceptances |  | 437 |  | 1,087 |  | 1,386 |
| Retirement Benefits Payable |  | 30,885 |  | 35,461 |  | 37,435 |
| Accrued Interest Payable |  | 5,007 |  | 6,492 |  | 7,026 |
| Taxes Payable and Deferred Taxes |  | 121,517 |  | 219,525 |  | 229,140 |
| Other Liabilities |  | 119,399 |  | 138,548 |  | 109,369 |
| Total Liabilities |  | 12,115,654 |  | 11,677,042 |  | 11,518,854 |

Shareholders' Equity
Common Stock (\$. 01 par value; authorized 500,000,000 shares;



| (dollars in millions) | Three Months Ended December 31, 2010 |  |  | Three Months Ended <br> September 30, 2010 |  |  |  | Three Months Ended December 31, 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average <br> Balance | Incomel Expense | Yield/ Rate |  | Average <br> Balance | Incomel Expense | Yield/ <br> Rate |  | Average <br> Balance | Incomel Expense | Yield/ <br> Rate |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ 3.2 | \$ | 0.81 | \% | \$ 4.4 | \$ | 0.49 | \% | \$ 8.2 | \$ | 0.09 |
| Funds Sold | 211.4 | 0.2 | 0.30 |  | 303.4 | 0.2 | 0.27 |  | 534.1 | 0.3 | 0.26 |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale | 6,468.5 | 39.8 | 2.46 |  | 6,158.5 | 41.0 | 2.66 |  | 4,939.2 | 41.6 | 3.37 |
| Held-to-Maturity | 134.8 | 1.4 | 4.12 |  | 148.2 | 1.6 | 4.19 |  | 188.4 | 2.0 | 4.29 |
| Loans Held for Sale | 13.2 | 0.1 | 4.77 |  | 12.7 | 0.1 | 4.59 |  | 15.6 | 0.2 | 3.95 |
| Loans and Leases ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | 752.7 | 7.8 | 4.13 |  | 750.6 | 7.8 | 4.13 |  | 820.3 | 8.3 | 4.01 |
| Commercial Mortgage | 838.0 | 10.5 | 5.00 |  | 808.8 | 10.4 | 5.10 |  | 793.9 | 10.2 | 5.09 |
| Construction | 86.1 | 1.1 | 5.09 |  | 87.6 | 1.1 | 4.95 |  | 132.2 | 1.3 | 3.81 |
| Commercial Lease Financing | 352.6 | 2.3 | 2.57 |  | 380.1 | 2.6 | 2.79 |  | 438.0 | 3.6 | 3.34 |
| Residential Mortgage | 2,078.1 | 28.4 | 5.46 |  | 2,076.0 | 29.5 | 5.68 |  | 2,223.3 | 32.1 | 5.77 |
| Home Equity | 821.3 | 10.3 | 4.95 |  | 849.4 | 10.7 | 4.99 |  | 939.2 | 11.9 | 5.05 |
| Automobile | 214.4 | 4.0 | 7.38 |  | 229.1 | 4.4 | 7.54 |  | 291.8 | 5.8 | 7.85 |
| Other ${ }^{2}$ | 174.6 | 3.4 | 7.68 |  | 186.6 | 3.5 | 7.55 |  | 209.1 | 4.1 | 7.76 |
| Total Loans and Leases | 5,317.8 | 67.8 | 5.07 |  | 5,368.2 | 70.0 | 5.20 |  | 5,847.8 | 77.3 | 5.26 |
| Other | 79.9 | 0.3 | 1.39 |  | 79.8 | 0.3 | 1.39 |  | 79.7 | 0.3 | 1.39 |
| Total Earning Assets ${ }^{3}$ | 12,228.8 | 109.6 | 3.57 |  | 12,075.2 | 113.2 | 3.74 |  | 11,613.0 | 121.7 | 4.18 |
| Cash and Noninterest-Bearing Deposits | 240.3 |  |  |  | 227.3 |  |  |  | 209.0 |  |  |
| Other Assets | 495.9 |  |  |  | 494.7 |  |  |  | 457.5 |  |  |
| Total Assets | \$ 12,965.0 |  |  |  | \$ 12,797.2 |  |  |  | \$ 12,279.5 |  |  |
| Interest-Bearing Liabilities |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |  |  |  |  |  |
| Demand | \$ 1,769.4 | 0.2 | 0.06 |  | \$ 1,770.1 | 0.2 | 0.06 |  | \$ 1,573.7 | 0.2 | 0.06 |
| Savings | 4,486.7 | 2.6 | 0.23 |  | 4,460.9 | 3.5 | 0.31 |  | 4,415.6 | 5.5 | 0.49 |
| Time | 1,050.9 | 3.1 | 1.18 |  | 1,075.7 | 3.3 | 1.22 |  | 1,188.2 | 4.6 | 1.53 |
| Total Interest-Bearing Deposits | 7,307.0 | 5.9 | 0.32 |  | 7,306.7 | 7.0 | 0.38 |  | 7,177.5 | 10.3 | 0.57 |
| Short-Term Borrowings | 20.1 | - | 0.14 |  | 26.6 | - | 0.15 |  | 27.9 | - | 0.10 |
| Securities Sold Under Agreements to Repurchase | 1,774.8 | 6.4 | 1.42 |  | 1,706.2 | 6.7 | 1.53 |  | 1,452.2 | 6.4 | 1.73 |
| Long-Term Debt | 40.0 | 0.7 | 6.72 |  | 40.3 | 0.7 | 6.68 |  | 91.4 | 1.2 | 5.27 |
| Total Interest-Bearing Liabilities | 9,141.9 | 13.0 | 0.56 |  | 9,079.8 | 14.4 | 0.63 |  | 8,749.0 | 17.9 | 0.81 |
| Net Interest Income |  | \$ 96.6 |  |  |  | \$ 98.8 |  |  |  | \$ 103.8 |  |
| Interest Rate Spread |  |  | 3.01 | \% |  |  | 3.11 | \% |  |  | 3.37 |
| Net Interest Margin |  |  | 3.15 | \% |  |  | 3.27 | \% |  |  | 3.57 |
| Noninterest-Bearing Demand Deposits | 2,370.5 |  |  |  | 2,270.2 |  |  |  | 2,145.2 |  |  |
| Other Liabilities | 385.2 |  |  |  | 396.7 |  |  |  | 434.5 |  |  |
| Shareholders' Equity | 1,067.4 |  |  |  | 1,050.5 |  |  |  | 950.8 |  |  |
| Total Liabilities and Shareholders' Equity | \$ 12,965.0 |  |  |  | \$ 12,797.2 |  |  |  | \$ 12,279.5 |  |  |

[^2]Average Balances and Interest Rates - Taxable Equivalent Basis
Table 6b

| (dollars in millions) | Year Ended December 31, 2010 |  |  |  |  |  | Year Ended December 31, 2009 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Average Balance |  | Incomel Expense | Yield/ Rate |  |  | Average <br> Balance |  | Incomel Expense | Yield/ <br> Rate |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 4.7 | \$ | - | 0.59 | \% | \$ | 5.8 | \$ | - | 0.34 |
| Funds Sold |  | 390.2 |  | 1.1 | 0.28 |  |  | 690.9 |  | 1.8 | 0.26 |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | - |  | - | - |  |  | 12.0 |  | 0.6 | 4.94 |
| Available-for-Sale |  | 5,854.1 |  | 170.1 | 2.91 |  |  | 3,938.2 |  | 159.4 | 4.05 |
| Held-to-Maturity |  | 154.2 |  | 6.5 | 4.22 |  |  | 211.2 |  | 9.1 | 4.33 |
| Loans Held for Sale |  | 10.8 |  | 0.9 | 8.51 |  |  | 21.7 |  | 0.8 | 3.85 |
| Loans and Leases ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 764.2 |  | 33.7 | 4.41 |  |  | 929.4 |  | 37.6 | 4.05 |
| Commercial Mortgage |  | 827.7 |  | 42.0 | 5.07 |  |  | 769.1 |  | 39.9 | 5.19 |
| Construction |  | 95.4 |  | 4.8 | 5.08 |  |  | 142.9 |  | 5.7 | 3.97 |
| Commercial Lease Financing |  | 385.1 |  | 11.3 | 2.92 |  |  | 453.7 |  | 13.8 | 3.04 |
| Residential Mortgage |  | 2,105.6 |  | 118.7 | 5.64 |  |  | 2,322.6 |  | 136.1 | 5.86 |
| Home Equity |  | 863.7 |  | 43.2 | 4.99 |  |  | 982.3 |  | 49.9 | 5.08 |
| Automobile |  | 241.2 |  | 18.3 | 7.58 |  |  | 319.3 |  | 25.3 | 7.91 |
| Other ${ }^{2}$ |  | 189.6 |  | 14.5 | 7.66 |  |  | 225.7 |  | 17.8 | 7.87 |
| Total Loans and Leases |  | 5,472.5 |  | 286.5 | 5.23 |  |  | 6,145.0 |  | 326.1 | 5.31 |
| Other |  | 79.8 |  | 1.1 | 1.39 |  |  | 79.7 |  | 1.1 | 1.39 |
| Total Earning Assets ${ }^{3}$ |  | 11,966.3 |  | 466.2 | 3.90 |  |  | 11,104.5 |  | 498.9 | 4.49 |
| Cash and Noninterest-Bearing Deposits |  | 229.6 |  |  |  |  |  | 214.8 |  |  |  |
| Other Assets |  | 491.8 |  |  |  |  |  | 464.1 |  |  |  |
| Total Assets | \$ | 12,687.7 |  |  |  |  | \$ | 11,783.4 |  |  |  |
| Interest-Bearing Liabilities |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |  |  |  |  |  |
| Demand | \$ | 1,715.8 |  | 1.1 | 0.06 |  | \$ | 1,747.7 |  | 1.1 | 0.06 |
| Savings |  | 4,465.0 |  | 14.7 | 0.33 |  |  | 4,046.7 |  | 28.1 | 0.69 |
| Time |  | 1,088.7 |  | 13.4 | 1.23 |  |  | 1,320.1 |  | 24.9 | 1.88 |
| Total Interest-Bearing Deposits |  | 7,269.5 |  | 29.2 | 0.40 |  |  | 7,114.5 |  | 54.1 | 0.76 |
| Short-Term Borrowings |  | 23.3 |  | - | 0.13 |  |  | 20.3 |  | - | 0.11 |
| Securities Sold Under Agreements to Repurchase |  | 1,700.2 |  | 26.0 | 1.53 |  |  | 1,257.0 |  | 25.9 | 2.06 |
| Long-Term Debt |  | 61.0 |  | 3.5 | 5.81 |  |  | 100.4 |  | 5.4 | 5.43 |
| Total Interest-Bearing Liabilities |  | 9,054.0 |  | 58.7 | 0.65 |  |  | 8,492.2 |  | 85.4 | 1.01 |
| Net Interest Income |  |  | \$ | 407.5 |  |  |  |  | \$ | 413.5 |  |
| Interest Rate Spread |  |  |  |  | 3.25 | \% |  |  |  |  | 3.48 |
| Net Interest Margin |  |  |  |  | 3.41 | \% |  |  |  |  | 3.72 |
| Noninterest-Bearing Demand Deposits |  | 2,239.6 |  |  |  |  |  | 1,993.9 |  |  |  |
| Other Liabilities |  | 381.4 |  |  |  |  |  | 420.1 |  |  |  |
| Shareholders' Equity |  | 1,012.7 |  |  |  |  |  | 877.2 |  |  |  |
| Total Liabilities and Shareholders' Equity | \$ | 12,687.7 |  |  |  |  | \$ | 11,783.4 |  |  |  |

[^3]Table 7a

| (dollars in millions) | Three Months Ended December 31, 2010 <br> Compared to September 30, 2010 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | (0.1) | \$ | 0.1 | \$ | - |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  | 2.0 |  | (3.2) |  | (1.2) |
| Held-to-Maturity |  | (0.1) |  | (0.1) |  | (0.2) |
| Loans and Leases |  |  |  |  |  |  |
| Commercial Mortgage |  | 0.3 |  | (0.2) |  | 0.1 |
| Commercial Lease Financing |  | (0.1) |  | (0.2) |  | (0.3) |
| Residential Mortgage |  | - |  | (1.1) |  | (1.1) |
| Home Equity |  | (0.3) |  | (0.1) |  | (0.4) |
| Automobile |  | (0.3) |  | (0.1) |  | (0.4) |
| Other ${ }^{2}$ |  | (0.2) |  | 0.1 |  | (0.1) |
| Total Loans and Leases |  | (0.6) |  | (1.6) |  | (2.2) |
| Total Change in Interest Income |  | 1.2 |  | (4.8) |  | (3.6) |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Savings |  | 0.1 |  | (1.0) |  | (0.9) |
| Time |  | (0.1) |  | (0.1) |  | (0.2) |
| Total Interest-Bearing Deposits |  | - |  | (1.1) |  | (1.1) |
| Securities Sold Under Agreements to Repurchase |  | 0.2 |  | (0.5) |  | (0.3) |
| Total Change in Interest Expense |  | 0.2 |  | (1.6) |  | (1.4) |
| Change in Net Interest Income | \$ | 1.0 | \$ | (3.2) | \$ | (2.2) |

[^4]| (dollars in millions) | Three Months Ended December 31, 2010 Compared to December 31, 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | (0.2) | \$ | 0.1 | \$ | (0.1) |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  | 11.1 |  | (12.9) |  | (1.8) |
| Held-to-Maturity |  | (0.5) |  | (0.1) |  | (0.6) |
| Loans Held for Sale |  | (0.1) |  | - |  | (0.1) |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | (0.7) |  | 0.2 |  | (0.5) |
| Commercial Mortgage |  | 0.5 |  | (0.2) |  | 0.3 |
| Construction |  | (0.5) |  | 0.3 |  | (0.2) |
| Commercial Lease Financing |  | (0.6) |  | (0.7) |  | (1.3) |
| Residential Mortgage |  | (2.0) |  | (1.7) |  | (3.7) |
| Home Equity |  | (1.4) |  | (0.2) |  | (1.6) |
| Automobile |  | (1.5) |  | (0.3) |  | (1.8) |
| Other ${ }^{2}$ |  | (0.7) |  | - |  | (0.7) |
| Total Loans and Leases |  | (6.9) |  | (2.6) |  | (9.5) |
| Total Change in Interest Income |  | 3.4 |  | (15.5) |  | (12.1) |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Savings |  | 0.1 |  | (3.0) |  | (2.9) |
| Time |  | (0.5) |  | (1.0) |  | (1.5) |
| Total Interest-Bearing Deposits |  | (0.4) |  | (4.0) |  | (4.4) |
| Securities Sold Under Agreements to Repurchase |  | 1.3 |  | (1.3) |  | - |
| Long-Term Debt |  | (0.8) |  | 0.3 |  | (0.5) |
| Total Change in Interest Expense |  | 0.1 |  | (5.0) |  | (4.9) |
| Change in Net Interest Income | \$ | 3.3 | \$ | (10.5) | \$ | (7.2) |

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

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

| (dollars in millions) | Year Ended December 31, 2010 <br> Compared to December 31, 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | (0.8) | \$ | 0.1 | \$ | (0.7) |
| Investment Securities |  |  |  |  |  |  |
| Trading |  | (0.3) |  | (0.3) |  | (0.6) |
| Available-for-Sale |  | 63.7 |  | (53.0) |  | 10.7 |
| Held-to-Maturity |  | (2.4) |  | (0.2) |  | (2.6) |
| Loans Held for Sale |  | (0.6) |  | 0.7 |  | 0.1 |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | (7.1) |  | 3.2 |  | (3.9) |
| Commercial Mortgage |  | 3.0 |  | (0.9) |  | 2.1 |
| Construction |  | (2.2) |  | 1.3 |  | (0.9) |
| Commercial Lease Financing |  | (2.0) |  | (0.5) |  | (2.5) |
| Residential Mortgage |  | (12.4) |  | (5.0) |  | (17.4) |
| Home Equity |  | (5.8) |  | (0.9) |  | (6.7) |
| Automobile |  | (6.0) |  | (1.0) |  | (7.0) |
| Other ${ }^{2}$ |  | (2.8) |  | (0.5) |  | (3.3) |
| Total Loans and Leases |  | (35.3) |  | (4.3) |  | (39.6) |
| Total Change in Interest Income |  | 24.3 |  | (57.0) |  | (32.7) |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Savings |  | 2.6 |  | (16.0) |  | (13.4) |
| Time |  | (3.9) |  | (7.6) |  | (11.5) |
| Total Interest-Bearing Deposits |  | (1.3) |  | (23.6) |  | (24.9) |
| Securities Sold Under Agreements to Repurchase |  | 7.7 |  | (7.6) |  | 0.1 |
| Long-Term Debt |  | (2.3) |  | 0.4 |  | (1.9) |
| Total Change in Interest Expense |  | 4.1 |  | (30.8) |  | (26.7) |
| Change in Net Interest Income | \$ | 20.2 | \$ | (26.2) | \$ | (6.0) |

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

Salaries and Benefits
Table 8

| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 31, } \\ 2010 \\ \hline \end{gathered}$ |  | September 30,$2010$ |  | $\begin{gathered} \text { December 31, } \\ 2009 \\ \hline \end{gathered}$ |  | December 31, |  |  |  |
|  |  |  |  | 10 |  |  |  | 009 |
| Salaries | \$ | 30,350 |  |  | \$ | 30,080 | \$ | 29,323 | \$ | 119,515 | \$ | 119,888 |
| Incentive Compensation |  | 5,248 |  | 3,403 |  | 5,465 |  | 15,544 |  | 17,688 |
| Share-Based Compensation and Cash Grants for the Purchase of Company Stock |  | 1,220 |  | 1,045 |  | 5,789 |  | 6,805 |  | 7,775 |
| Commission Expense |  | 2,225 |  | 1,836 |  | 1,543 |  | 6,666 |  | 7,071 |
| Retirement and Other Benefits |  | 3,564 |  | 4,178 |  | 4,040 |  | 15,708 |  | 16,425 |
| Payroll Taxes |  | 2,033 |  | 2,287 |  | 1,952 |  | 10,084 |  | 9,972 |
| Medical, Dental, and Life Insurance |  | 1,018 |  | 2,263 |  | 2,482 |  | 8,242 |  | 9,001 |
| Separation Expense |  | 1,151 |  | 1,748 |  | 379 |  | 3,149 |  | 748 |
| Total Salaries and Benefits | \$ | 46,809 | \$ | 46,840 | \$ | 50,973 | \$ | 185,713 | \$ | 188,568 |


| (dollars in thousands) | $\begin{array}{r} \text { December 31, } \\ 2010 \end{array}$ |  | September 30, 2010 |  |  | June 30, $2010$ |  | $\begin{array}{r} \text { March 31, } \\ 2010 \\ \hline \end{array}$ | December 31,2009 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 772,624 | \$ | 736,385 | \$ | 758,851 | \$ | 782,298 | \$ | 795,167 |
| Commercial Mortgage |  | 863,385 |  | 817,752 |  | 816,165 |  | 834,086 |  | 841,431 |
| Construction |  | 80,325 |  | 88,671 |  | 88,823 |  | 104,349 |  | 108,395 |
| Lease Financing |  | 334,997 |  | 353,962 |  | 399,744 |  | 398,939 |  | 412,933 |
| Total Commercial |  | 2,051,331 |  | 1,996,770 |  | 2,063,583 |  | 2,119,672 |  | 2,157,926 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 2,094,189 |  | 2,073,340 |  | 2,087,380 |  | 2,138,094 |  | 2,190,677 |
| Home Equity |  | 807,479 |  | 836,990 |  | 861,196 |  | 892,109 |  | 921,571 |
| Automobile |  | 209,008 |  | 221,265 |  | 238,671 |  | 260,472 |  | 283,937 |
| Other ${ }^{1}$ |  | 173,785 |  | 183,689 |  | 190,081 |  | 199,734 |  | 205,674 |
| Total Consumer |  | 3,284,461 |  | 3,315,284 |  | 3,377,328 |  | 3,490,409 |  | 3,601,859 |
| Total Loans and Leases | \$ | 5,335,792 | \$ | 5,312,054 | \$ | 5,440,911 | \$ | 5,610,081 | \$ | 5,759,785 |

## Higher Risk Loans Outstanding

| (dollars in thousands) | December 31, 2010 |  | September 30, 2010 |  |  | $\begin{gathered} \text { June } 30, \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2010 \\ \hline \end{gathered}$ | $\begin{array}{r} \text { December 31, } \\ 2009 \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential Home Building ${ }^{2}$ | \$ | 14,964 | \$ | 18,444 | \$ | 18,993 | \$ | 29,475 | \$ | 31,067 |
| Residential Land Loans ${ }^{3}$ |  | 23,745 |  | 28,149 |  | 30,262 |  | 33,514 |  | 37,873 |
| Home Equity Loans ${ }^{4}$ |  | 23,179 |  | 23,957 |  | 25,055 |  | 24,595 |  | 28,076 |
| Air Transportation ${ }^{5}$ |  | 37,879 |  | 38,611 |  | 39,165 |  | 39,743 |  | 50,426 |
| Total Higher Risk Loans | \$ | 99,767 | \$ | 109,161 | \$ | 113,475 | \$ | 127,327 | \$ | 147,442 |

${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.
${ }^{2}$ Residential home building loans were $\$ 34.1$ million as of December 31, 2010. Higher risk loans within this segment are defined as those loans with a well-defined weakness or weaknesses that jeopardizes the orderly repayment of the loan
${ }^{3}$ We consider all of our residential land loans, which are consumer loans secured by unimproved lots, to be of higher risk due to the volatility in the value of the underlying collateral.
${ }^{4}$ Higher risk home equity loans are defined as those loans originated in 2005 or later, with current monitoring credit scores below 600 , and with original loan-to-value ratios greater than $70 \%$.
${ }^{5}$ We consider all of our air transportation leases to be of higher risk due to the weak financial profile of the industry.

## Deposits

| (dollars in thousands) | December 31, 2010 |  | September 30, 2010 |  |  | $\begin{array}{r} \text { June } 30, \\ 2010 \\ \hline \end{array}$ |  | $\begin{array}{r} \text { March 31, } \\ 2010^{6} \end{array}$ | December 31,$2009^{6}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer | \$ | 5,082,802 | \$ | 4,976,317 | \$ | 4,925,579 | \$ | 4,940,576 | \$ | 4,926,567 |
| Commercial |  | 4,292,108 |  | 4,053,306 |  | 4,036,679 |  | 4,126,287 |  | 4,115,286 |
| Public and Other |  | 514,085 |  | 572,839 |  | 362,401 |  | 427,221 |  | 367,823 |
| Total Deposits | \$ | 9,888,995 | \$ | 9,602,462 | \$ | 9,324,659 | \$ | 9,494,084 | \$ | 9,409,676 |

[^7]| (dollars in thousands) | December 31, <br> 2010 |  | September 30, 2010 |  |  | June 30, $2010$ |  | $\begin{array}{r} \text { March 31, } \\ 2010 \\ \hline \end{array}$ | December 31,$2009$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Performing Assets ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |
| Non-Accrual Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 1,642 | \$ | 1,287 | \$ | 741 | \$ | 3,342 | \$ | 6,646 |
| Commercial Mortgage |  | 3,503 |  | 5,071 |  | 3,476 |  | 1,662 |  | 1,167 |
| Construction |  | 288 |  | 3,569 |  | 5,640 |  | 7,297 |  | 8,154 |
| Lease Financing |  | 19 |  | 117 |  | 63 |  | 73 |  | 631 |
| Total Commercial |  | 5,452 |  | 10,044 |  | 9,920 |  | 12,374 |  | 16,598 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 28,152 |  | 26,917 |  | 27,491 |  | 23,214 |  | 19,893 |
| Home Equity |  | 2,254 |  | 2,303 |  | 2,638 |  | 2,844 |  | 5,153 |
| Other ${ }^{2}$ |  | - |  | - |  | - |  | - |  | 550 |
| Total Consumer |  | 30,406 |  | 29,220 |  | 30,129 |  | 26,058 |  | 25,596 |
| Total Non-Accrual Loans and Leases |  | 35,858 |  | 39,264 |  | 40,049 |  | 38,432 |  | 42,194 |
| Non-Accrual Loans Held for Sale |  | - |  | - |  | - |  | - |  | 3,005 |
| Foreclosed Real Estate |  | 1,928 |  | 5,910 |  | 3,192 |  | 3,192 |  | 3,132 |
| Total Non-Performing Assets | \$ | 37,786 | \$ | 45,174 | \$ | 43,241 | \$ | 41,624 | \$ | 48,331 |

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

| Commercial |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and Industrial | \$ | - | \$ | 62 | \$ | - | \$ | 2,192 | \$ | 623 |
| Construction |  | - |  | - |  | - |  | 2,170 |  | - |
| Lease Financing |  | - |  | - |  | - |  | - |  | 120 |
| Total Commercial |  | - |  | 62 |  | - |  | 4,362 |  | 743 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 5,399 |  | 8,031 |  | 9,019 |  | 8,136 |  | 8,979 |
| Home Equity |  | 1,067 |  | 1,246 |  | 2,256 |  | 1,608 |  | 2,210 |
| Automobile |  | 410 |  | 348 |  | 464 |  | 571 |  | 875 |
| Other ${ }^{2}$ |  | 707 |  | 857 |  | 1,161 |  | 1,345 |  | 886 |
| Total Consumer |  | 7,583 |  | 10,482 |  | 12,900 |  | 11,660 |  | 12,950 |
| Total Accruing Loans and Leases Past Due 90 Days or More | \$ | 7,583 | \$ | 10,544 | \$ | 12,900 | \$ | 16,022 | \$ | 13,693 |
| Total Loans and Leases | \$ | 5,335,792 | \$ | 5,312,054 | \$ | 5,440,911 | \$ | 5,610,081 | \$ | 5,759,785 |
| Ratio of Non-Accrual Loans and Leases to Total Loans and Leases |  | 0.67\% |  | 0.74\% |  | 0.74\% |  | 0.69\% |  | 0.73\% |
| Ratio of Non-Performing Assets to Total Loans and Leases, |  |  |  |  |  |  |  |  |  |  |
| Ratio of Commercial Non-Performing Assets to Total Commercial Loans and |  |  |  |  |  |  |  |  |  |  |
| Ratio of Consumer Non-Performing Assets to Total Consumer Loans and Leases and Consumer Foreclosed Real Estate |  | 0.95\% |  | 0.91\% |  | 0.90\% |  | 0.76\% |  | 0.72\% |
| Ratio of Non-Performing Assets and Accruing Loans and Leases <br> Past Due 90 Days or More to Total Loans and Leases, <br> Loans Held for Sale, and Foreclosed Real Estate |  | 0.85\% |  | 1.04\% |  | 1.03\% |  | 1.02\% |  | 1.07\% |
| Quarter to Quarter Changes in Non-Performing Assets ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |
| Balance at Beginning of Quarter | \$ | 45,174 | \$ | 43,241 | \$ | 41,624 | \$ | 48,331 | \$ | 48,536 |
| Additions |  | 8,175 |  | 10,606 |  | 10,761 |  | 9,533 |  | 14,874 |
| Reductions |  |  |  |  |  |  |  |  |  |  |
| Payments |  | $(5,019)$ |  | $(3,432)$ |  | $(4,414)$ |  | $(5,689)$ |  | $(4,128)$ |
| Return to Accrual Status |  | $(1,250)$ |  | (964) |  | - |  | $(3,505)$ |  | $(1,818)$ |
| Transfer to Foreclosed Real Estate |  | $(1,133)$ |  | $(2,070)$ |  | - |  | - |  | - |
| Sales of Foreclosed Real Estate |  | $(5,427)$ |  | (700) |  | - |  | - |  | (38) |
| Charge-offs/Write-downs |  | $(2,734)$ |  | $(1,507)$ |  | $(4,730)$ |  | $(7,046)$ |  | $(9,095)$ |
| Total Reductions |  | $(15,563)$ |  | $(8,673)$ |  | $(9,144)$ |  | $(16,240)$ |  | $(15,079)$ |
| Balance at End of Quarter | \$ | 37,786 | \$ | 45,174 | \$ | 43,241 | \$ | 41,624 | \$ | 48,331 |

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

Reserve for Credit Losses
Table 11

| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 31, } \\ 2010 \\ \hline \end{gathered}$ |  | September 30, 2010 |  | $\begin{gathered} \text { December 31, } \\ 2009 \\ \hline \end{gathered}$ |  | December 31, |  |  |  |
|  |  |  |  | 010 |  |  |  | 009 |
| Balance at Beginning of Period | \$ | 152,777 |  |  | \$ | 152,777 | \$ | 148,077 | \$ | 149,077 | \$ | 128,667 |
| Loans and Leases Charged-Off |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | $(6,528)$ |  | $(7,635)$ |  | $(3,148)$ |  | $(21,125)$ |  | $(26,641)$ |
| Commercial Mortgage |  | (745) |  | - |  | - |  | $(2,048)$ |  | $(2,092)$ |
| Construction |  | - |  | - |  | $(4,515)$ |  | $(2,274)$ |  | $(10,360)$ |
| Lease Financing |  | (95) |  | (108) |  | $(9,409)$ |  | (500) |  | $(14,022)$ |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | $(3,182)$ |  | $(1,325)$ |  | $(2,697)$ |  | $(12,139)$ |  | $(7,768)$ |
| Home Equity |  | $(1,859)$ |  | $(2,871)$ |  | $(3,489)$ |  | $(15,052)$ |  | $(12,722)$ |
| Automobile |  | $(1,116)$ |  | $(1,530)$ |  | $(2,209)$ |  | $(6,425)$ |  | $(9,903)$ |
| Other ${ }^{1}$ |  | $(2,137)$ |  | $(2,826)$ |  | $(2,981)$ |  | $(10,315)$ |  | $(13,233)$ |
| Total Loans and Leases Charged-Off |  | $(15,662)$ |  | $(16,295)$ |  | $(28,448)$ |  | $(69,878)$ |  | $(96,741)$ |
| Recoveries on Loans and Leases Previously Charged-Off |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 424 |  | 433 |  | 189 |  | 2,082 |  | 1,211 |
| Commercial Mortgage |  | 44 |  | - |  | 45 |  | 68 |  | 45 |
| Construction |  | 7,321 |  | - |  | 476 |  | 7,321 |  | 476 |
| Lease Financing |  | 118 |  | 28 |  | 50 |  | 158 |  | 131 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 190 |  | 696 |  | 340 |  | 1,544 |  | 1,059 |
| Home Equity |  | 967 |  | 333 |  | 125 |  | 1,597 |  | 364 |
| Automobile |  | 727 |  | 822 |  | 842 |  | 3,128 |  | 3,153 |
| Other ${ }^{1}$ |  | 593 |  | 624 |  | 580 |  | 2,393 |  | 2,584 |
| Total Recoveries on Loans and Leases Previously Charged-Off |  | 10,384 |  | 2,936 |  | 2,647 |  | 18,291 |  | 9,023 |
| Net Loans and Leases Charged-Off |  | $(5,278)$ |  | $(13,359)$ |  | $(25,801)$ |  | $(51,587)$ |  | $(87,718)$ |
| Provision for Credit Losses |  | 5,278 |  | 13,359 |  | 26,801 |  | 55,287 |  | 107,878 |
| Provision for Unfunded Commitments |  | - |  | - |  | - |  | - |  | 250 |
| Balance at End of Period ${ }^{2}$ | \$ | 152,777 | \$ | 152,777 | \$ | 149,077 | \$ | 152,777 | \$ | 149,077 |

Components

| Allowance for Loan and Lease Losses | $\$$ | 147,358 | $\$$ | 147,358 | $\$$ | 143,658 | $\$$ | 147,358 | $\$$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Reserve for Unfunded Commitments |  | 143,658 |  |  |  |  |  |  |  |
| Total Reserve for Credit Losses | $\$$ | 152,419 | 5,477 | $\$$ | 152,777 | $\$$ | 149,077 | $\$$ | 152,777 |



Ratio of Net Loans and Leases Charged-Off to

| Average Loans and Leases Outstanding (annualized) | $0.39 \%$ | $0.99 \%$ | $1.75 \%$ | $0.94 \%$ | $1.43 \%$ |
| :---: | :--- | :--- | :--- | :--- | :--- |
| Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding | $2.76 \%$ | $2.77 \%$ | $2.49 \%$ | $2.76 \%$ | $2.49 \%$ |

[^9]|  | Retail <br> (dollars in thousands) | Commercial <br> Banking | Investment <br> Banking | Treasury <br> Services | Consolidated <br> and Other |
| :--- | ---: | ---: | ---: | ---: | ---: |


| Three Months Ended December 31, 2010 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | \$ | 44,388 | \$ | 34,333 | \$ | 3,985 | \$ | 13,567 | \$ | 96,273 |
| Provision for Credit Losses |  | 6,861 |  | $(1,383)$ |  | (199) |  | (1) |  | 5,278 |
| Net Interest Income After Provision for Credit Losses |  | 37,527 |  | 35,716 |  | 4,184 |  | 13,568 |  | 90,995 |
| Noninterest Income |  | 23,537 |  | 9,843 |  | 14,134 |  | 3,963 |  | 51,477 |
| Noninterest Expense |  | $(46,461)$ |  | $(24,015)$ |  | $(15,017)$ |  | $(3,229)$ |  | $(88,722)$ |
| Income Before Provision for Income Taxes |  | 14,603 |  | 21,544 |  | 3,301 |  | 14,302 |  | 53,750 |
| Provision for Income Taxes |  | $(5,403)$ |  | $(7,531)$ |  | $(1,221)$ |  | 983 |  | $(13,172)$ |
| Net Income |  | 9,200 |  | 14,013 |  | 2,080 |  | 15,285 |  | 40,578 |
| Total Assets as of December 31, 2010 | \$ | 3,077,795 | \$ | 2,244,883 | \$ | 196,466 | \$ | 7,607,643 | \$ | 13,126,787 |


| Three Months Ended December 31, $2009{ }^{1}$ |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | \$ | 50,958 | \$ | 40,008 | \$ | 4,349 | \$ | 8,219 | \$ | 103,534 |
| Provision for Credit Losses |  | 11,886 |  | 14,439 |  | 489 |  | (13) |  | 26,801 |
| Net Interest Income After Provision for Credit Losses |  | 39,072 |  | 25,569 |  | 3,860 |  | 8,232 |  | 76,733 |
| Noninterest Income |  | 25,103 |  | 12,249 |  | 14,646 |  | 28,813 |  | 80,811 |
| Noninterest Expense |  | $(44,590)$ |  | $(24,943)$ |  | $(16,775)$ |  | $(2,212)$ |  | $(88,520)$ |
| Income Before Provision for Income Taxes |  | 19,585 |  | 12,875 |  | 1,731 |  | 34,833 |  | 69,024 |
| Provision for Income Taxes |  | $(7,279)$ |  | $(4,534)$ |  | (640) |  | $(16,055)$ |  | $(28,508)$ |
| Net Income |  | 12,306 |  | 8,341 |  | 1,091 |  | 18,778 |  | 40,516 |
| Total Assets as of December 31, $2009{ }^{1}$ | \$ | 3,340,790 | \$ | 2,464,157 | \$ | 212,145 | \$ | 6,397,735 | \$ | 12,414,827 |

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


| Year Ended December 31, 2010 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | \$ | 188,700 | \$ | 147,014 | \$ | 16,567 | \$ | 54,199 | \$ | 406,480 |
| Provision for Credit Losses |  | 38,377 |  | 17,085 |  | (129) |  | (46) |  | 55,287 |
| Net Interest Income After Provision for Credit Losses |  | 150,323 |  | 129,929 |  | 16,696 |  | 54,245 |  | 351,193 |
| Noninterest Income |  | 100,859 |  | 41,304 |  | 59,948 |  | 53,147 |  | 255,258 |
| Noninterest Expense |  | $(175,621)$ |  | $(96,225)$ |  | $(58,467)$ |  | $(15,923)$ |  | $(346,236)$ |
| Income Before Provision for Income Taxes |  | 75,561 |  | 75,008 |  | 18,177 |  | 91,469 |  | 260,215 |
| Provision for Income Taxes |  | $(27,958)$ |  | $(22,272)$ |  | $(6,726)$ |  | $(19,317)$ |  | $(76,273)$ |
| Net Income |  | 47,603 |  | 52,736 |  | 11,451 |  | 72,152 |  | 183,942 |
| Total Assets as of December 31, 2010 | \$ | 3,077,795 | \$ | 2,244,883 | \$ | 196,466 | \$ | 7,607,643 | \$ | 13,126,787 |


| Year Ended December 31, $2009{ }^{1}$ |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | \$ | 215,476 | \$ | 161,353 | \$ | 16,942 | \$ | 18,563 | \$ | 412,334 |
| Provision for Credit Losses |  | 56,807 |  | 49,308 |  | 2,073 |  | (310) |  | 107,878 |
| Net Interest Income After Provision for Credit Losses |  | 158,669 |  | 112,045 |  | 14,869 |  | 18,873 |  | 304,456 |
| Noninterest Income |  | 103,048 |  | 68,098 |  | 57,732 |  | 38,930 |  | 267,808 |
| Noninterest Expense |  | $(173,969)$ |  | $(104,182)$ |  | $(64,085)$ |  | $(7,788)$ |  | $(350,024)$ |
| Income Before Provision for Income Taxes |  | 87,748 |  | 75,961 |  | 8,516 |  | 50,015 |  | 222,240 |
| Provision for Income Taxes |  | $(32,548)$ |  | $(30,671)$ |  | $(3,151)$ |  | $(11,837)$ |  | $(78,207)$ |
| Net Income |  | 55,200 |  | 45,290 |  | 5,365 |  | 38,178 |  | 144,033 |
| Total Assets as of December 31, $2009{ }^{1}$ | \$ | 3,340,790 | \$ | 2,464,157 | \$ | 212,145 | \$ | 6,397,735 | \$ | 12,414,827 |

[^11]| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \hline \text { December 31, } \\ 2010 \end{array}$ |  | September 30, 2010 |  |  | $\begin{array}{r} \hline \text { June } 30, \\ 2010 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { March 31, } \\ 2010 \\ \hline \end{array}$ |  | $\begin{array}{r} \text { December 31, } \\ 2009 \\ \hline \end{array}$ |  |
| Quarterly Operating Results |  |  |  |  |  |  |  |  |  |  |
| Interest Income |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 67,915 | \$ | 70,198 | \$ | 71,997 | \$ | 77,271 | \$ | 77,457 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 39,546 |  | 40,775 |  | 44,989 |  | 43,841 |  | 41,369 |
| Held-to-Maturity |  | 1,388 |  | 1,553 |  | 1,700 |  | 1,863 |  | 2,018 |
| Deposits |  | 7 |  | 5 |  | 3 |  | 13 |  | 2 |
| Funds Sold |  | 160 |  | 211 |  | 396 |  | 309 |  | 353 |
| Other |  | 279 |  | 278 |  | 277 |  | 277 |  | 277 |
| Total Interest Income |  | 109,295 |  | 113,020 |  | 119,362 |  | 123,574 |  | 121,476 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 5,918 |  | 7,041 |  | 7,930 |  | 8,307 |  | 10,317 |
| Securities Sold Under Agreements to Repurchase |  | 6,425 |  | 6,670 |  | 6,472 |  | 6,429 |  | 6,411 |
| Funds Purchased |  | 7 |  | 10 |  | 6 |  | 7 |  | 7 |
| Long-Term Debt |  | 672 |  | 673 |  | 1,026 |  | 1,178 |  | 1,207 |
| Total Interest Expense |  | 13,022 |  | 14,394 |  | 15,434 |  | 15,921 |  | 17,942 |
| Net Interest Income |  | 96,273 |  | 98,626 |  | 103,928 |  | 107,653 |  | 103,534 |
| Provision for Credit Losses |  | 5,278 |  | 13,359 |  | 15,939 |  | 20,711 |  | 26,801 |
| Net Interest Income After Provision for Credit Losses |  | 90,995 |  | 85,267 |  | 87,989 |  | 86,942 |  | 76,733 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 11,190 |  | 10,534 |  | 11,457 |  | 11,708 |  | 11,746 |
| Mortgage Banking |  | 4,549 |  | 6,811 |  | 3,752 |  | 3,464 |  | 4,218 |
| Service Charges on Deposit Accounts |  | 11,632 |  | 12,737 |  | 14,856 |  | 13,814 |  | 14,160 |
| Fees, Exchange, and Other Service Charges |  | 15,196 |  | 15,500 |  | 15,806 |  | 14,504 |  | 14,935 |
| Investment Securities Gains (Losses), Net |  | (1) |  | 7,877 |  | 14,951 |  | 20,021 |  | 25,707 |
| Insurance |  | 2,309 |  | 2,646 |  | 2,291 |  | 2,715 |  | 2,326 |
| Other |  | 6,602 |  | 7,020 |  | 5,761 |  | 5,556 |  | 7,719 |
| Total Noninterest Income |  | 51,477 |  | 63,125 |  | 68,874 |  | 71,782 |  | 80,811 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 46,809 |  | 46,840 |  | 47,500 |  | 44,564 |  | 50,973 |
| Net Occupancy |  | 10,504 |  | 10,186 |  | 10,154 |  | 10,144 |  | 10,367 |
| Net Equipment |  | 5,902 |  | 4,545 |  | 4,366 |  | 4,558 |  | 4,393 |
| Professional Fees |  | 2,116 |  | 905 |  | 2,091 |  | 1,992 |  | 3,243 |
| FDIC Insurance |  | 3,198 |  | 3,159 |  | 3,107 |  | 3,100 |  | 3,251 |
| Other |  | 20,193 |  | 24,255 |  | 18,700 |  | 17,348 |  | 16,293 |
| Total Noninterest Expense |  | 88,722 |  | 89,890 |  | 85,918 |  | 81,706 |  | 88,520 |
| Income Before Provision for Income Taxes |  | 53,750 |  | 58,502 |  | 70,945 |  | 77,018 |  | 69,024 |
| Provision for Income Taxes |  | 13,172 |  | 14,438 |  | 24,381 |  | 24,282 |  | 28,508 |
| Net Income | \$ | 40,578 | \$ | 44,064 | \$ | 46,564 | \$ | 52,736 | \$ | 40,516 |


| Basic Earnings Per Share | $\$ 0.84$ | $\$ 0.91$ | $\$ 0.97$ | $\$ 1.10$ |
| :--- | :--- | :--- | :--- | :--- |
| Diluted Earnings Per Share | $\$ 0.84$ | $\$ 0.91$ | $\$ 0.96$ | $\$ 1.09$ |

## Balance Sheet Totals

| Loans and Leases | \$ | 5,335,792 |  | \$ | 5,312,054 |  | \$ | 5,440,911 |  | \$ | 5,610,081 |  | \$ 5,759,785 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Assets |  | 13,126,787 |  |  | 12,716,603 |  |  | 12,855,845 |  |  | 12,435,670 |  | 12,414,827 |
| Total Deposits |  | 9,888,995 |  |  | 9,602,462 |  |  | 9,324,659 |  |  | 9,494,084 |  | 9,409,676 |
| Total Shareholders' Equity |  | 1,011,133 |  |  | 1,039,561 |  |  | 1,013,011 |  |  | 939,372 |  | 895,973 |
| Performance Ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on Average Assets |  | 1.24 | \% |  | 1.37 | \% |  | 1.48 | \% |  | 1.73 | \% | 1.31 |
| Return on Average Shareholders' Equity |  | 15.08 |  |  | 16.64 |  |  | 19.01 |  |  | 22.54 |  | 16.91 |
| Efficiency Ratio ${ }^{1}$ |  | 60.05 |  |  | 55.57 |  |  | 49.72 |  |  | 45.54 |  | 48.02 |
| Net Interest Margin ${ }^{2}$ |  | 3.15 |  |  | 3.27 |  |  | 3.51 |  |  | 3.72 |  | 3.57 |

[^12]|  | Eleven Months Ended | Year Ended |  |
| :---: | :---: | :---: | :---: |
| (\$ in millions; jobs in thousands) | November 30, 2010 | December 31, 2009 | December 31, 2008 |

## Hawaii Economic Trends

|  | $\$$ | $3,947.6$ | 6.8 | $\%$ | $\$$ | $4,018.2$ | $(12.8)$ | $\%$ | $\$$ | $4,608.6$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| State General Fund Revenues $^{1}$ | $\$$ | $2,187.1$ | 2.9 | $\$$ | $2,296.3$ | $(10.6)$ | $\%$ | $\$$ | $2,567.8$ | $(2.6)$ |
| General Excise and Use Tax Revenue $^{1}$ | $\$$ | 589.6 | $(0.5)$ |  | 586.1 | $(3.2)$ |  | 605.6 | $(3.5)$ |  |


|  | November 30, | December 31, | September 30, | December 31, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (annual percentage, except 2009 and 2010) | 2010 | 2009 | 2009 | 2008 | 2007 |


| Unemployment ${ }^{3}$ |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Statewide, seasonally adjusted | 6.4 | \% | 6.8 | \% | 7.0 | \% | 5.6 | \% | 3.0 | \% |
| Oahu | 5.4 |  | 5.3 |  | 6.2 |  | 4.3 |  | 2.5 |  |
| Island of Hawaii | 9.7 |  | 9.4 |  | 10.4 |  | 7.3 |  | 3.5 |  |
| Maui | 8.1 |  | 8.7 |  | 9.3 |  | 6.8 |  | 3.4 |  |
| Kauai | 8.7 |  | 8.7 |  | 9.2 |  | 7.7 |  | 3.1 |  |


|  | December 31, |
| :--- | :---: |
| (percentage change, except months of inventory) | 2010 |


| Housing Trends (Single Family Oahu) ${ }^{4}$ |  |  |
| :--- | ---: | ---: |
| Median Home Price | 3.1 | $\%$ |
| Home Sales Volume (units) | $13.3)$ | $\%$ |
| Months of Inventory | $(1.8)$ | $\%$ |


| (in thousands) | Monthly Visitor Arrivals, Seasonally Adjusted | Percentage Change from Previous Month |
| :---: | :---: | :---: |


| Tourism ${ }^{2}$ |  |  |
| :---: | :---: | :---: |
| November 30, 2010 | 615.5 | 2.1 \% |
| October 31, 2010 | 603.0 | 1.2 |
| September 30, 2010 | 596.1 | (1.1) |
| August 31, 2010 | 603.0 | 0.8 |
| July 31, 2010 | 598.4 | 1.5 |
| June 30, 2010 | 589.6 | 1.8 |
| May 31, 2010 | 579.3 | 5.0 |
| April 30, 2010 | 551.7 | (2.8) |
| March 31, 2010 | 567.7 | 4.7 |
| February 28, 2010 | 542.2 | (0.6) |
| January 31, 2010 | 545.5 | 1.1 |
| December 31, 2009 | 539.5 | 1.5 |
| November 30, 2009 | 531.5 | (0.4) |
| October 31, 2009 | 533.6 | (3.5) |
| September 30, 2009 | 552.8 | 3.5 |
| August 31, 2009 | 534.1 | (1.0) |
| July 31, 2009 | 539.5 | 5.3 |
| June 30, 2009 | 512.4 | (5.7) |
| May 31, 2009 | 543.6 | (0.6) |
| April 30, 2009 | 546.8 | 6.7 |
| March 31, 2009 | 512.7 | (4.8) |
| February 28, 2009 | 538.4 | 0.5 |
| January 31, 2009 | 535.5 | 2.6 |

[^13]
[^0]:    ${ }^{1}$ Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and total noninterest income).
    ${ }^{2}$ Operating leverage is defined as the percentage change in income before the provision for credit losses and the provision for income taxes. Measures are presented on a linked quarter basis.
    ${ }^{3}$ Net interest margin is defined as net interest income, on a taxable equivalent basis, as a percentage of average earning assets.
    ${ }^{4}$ Dividend payout ratio is defined as dividends declared per share divided by basic earnings per share.
    ${ }^{5}$ Excluded from non-performing assets are contractually binding non-accrual loans held for sale of $\$ 4.2$ million as of December 31, 2009
    ${ }^{6}$ Tier 1 Capital Ratio, Total Capital Ratio, and Tier 1 Leverage Ratio as of December 31, 2009 were revised from $14.88 \%, 16.15 \%$, and $6.78 \%$, respectively.
    ${ }^{7}$ Tangible common equity to tangible assets and tangible common equity to risk-weighted assets are Non-GAAP financial measures. See reconciliation of Non-GAAP financial measures in Table 1 b.

[^1]:    ${ }^{1}$ Tier 1 Capital Ratio as of December 31, 2009 was revised from 14.88\%

[^2]:    ${ }^{1}$ 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.
     September 30, 2010, and December 31, 2009, respectively.

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

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

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

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

[^7]:    ${ }^{6}$ Certain prior period information has been reclassified to conform to current presentation.

[^8]:    ${ }^{1}$ Excluded from non-performing assets were contractually binding non-accrual loans held for sale of $\$ 4.2$ million as of December 31, 2009.
    ${ }^{2}$ Comprised of other revolving credit, installment, and lease financing.

[^9]:    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.

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

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

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

[^13]:    ${ }^{1}$ Source: Hawaii Department of Business, Economic Development \& Tourism
    ${ }^{2}$ Source: University of Hawaii Economic Research Organization.
    ${ }^{3}$ Source: University of Hawaii Economic Research Organization, State of Hawaii Department of Labor and Industrial Relations.
    ${ }^{4}$ Source: Honolulu Board of REALTORS.
    Note: Certain prior period seasonally adjusted information has been revised.

