# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D. C. 20549

## FORM 8-K

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

Date of Report (Date of earliest event reported)

April 25, 2016

## **BANK OF HAWAII CORPORATION**

(Exact name of registrant as specified in its charter)

Delaware (State of Incorporation) **1-6887** (Commission File Number) **99-0148992** (IRS Employer Identification No.)

**130 Merchant Street, Honolulu, Hawaii** (Address of principal executive offices)

(Registrant's telephone number, including area code)

(888) 643-3888

96813

(Zip Code)

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):

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ 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))

D Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4 (c))

#### Item 2.02. Results of Operations and Financial Condition.

On April 25, 2016, Bank of Hawaii Corporation announced its results of operations for the quarter ended March 31, 2016. 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

<u>Exhibit No.</u>

99.1 April 25, 2016 Press Release: Bank of Hawaii Corporation First Quarter 2016 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.

Date: April 25, 2016

Bank of Hawaii Corporation

By: /s/ Mark A. Rossi

Mark A. Rossi Vice Chairman and Corporate Secretary

NYSE BOH

Ah Bank of Hawaii Corporation Media Inquiries Stafford Kiguchi Telephone: 808-694-8580 Mobile: 808-265-6367 E-mail: Stafford.Kiguchi@boh.com

Investor/Analyst Inquiries Cindy Wyrick Telephone: 808-694-8430 E-mail: Cindy.Wyrick@boh.com

## Bank of Hawaii Corporation First Quarter 2016 Financial Results

**News***Release* 

- Diluted Earnings Per Share \$1.16
- Net Income \$50.2 Million
- Board of Directors Increases Dividend to \$0.48 Per Share
- Board of Directors Increases Share Repurchase Authorization \$100 Million

#### FOR IMMEDIATE RELEASE

**HONOLULU, HI** (April 25, 2016) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of \$1.16 for the first quarter of 2016, up from \$0.99 in the previous quarter, and up from \$0.97 in the same quarter last year. Net income for the first quarter of 2016 was \$50.2 million, an increase of \$7.4 million compared with net income of \$42.8 million in the fourth quarter of 2015, and up \$7.8 million from net income of \$42.4 million in the first quarter of 2015.

The Company's Board of Directors declared a quarterly cash dividend of \$0.48 per share on the outstanding shares, an increase of \$0.03 per share from the \$0.45 per share dividend declared in the prior quarter. The dividend will be payable on June 14, 2016 to shareholders of record at the close of business on May 31, 2016.

Loan and lease balances increased to \$8.1 billion at March 31, 2016, up 2.4 percent from December 31, 2015 and 12.4 percent compared with March 31, 2015. Deposit growth remained strong during the quarter, increasing 1.8 percent from December 31, 2015 and 3.9 percent from March 31, 2015.

"Bank of Hawaii Corporation had good financial performance in the first quarter and a great start for the year," said Peter S. Ho, Chairman, President, and CEO. "Balance sheet growth remains strong and we maintained our disciplined approach to risk and capital management. During the quarter we sold \$11.2 million in Visa shares and made progress on our many strategic initiatives."

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130 Merchant Street 
PO Box 2900 
Honolulu HI 96846-6000 
Fax 808-694-8440 
Website www.boh.com

The return on average assets for the first quarter of 2016 was 1.30 percent, an increase from 1.11 percent during the previous quarter and 1.15 percent in the same quarter last year. The return on average equity for the first quarter of 2016 was 17.88 percent, up from 15.41 percent in the fourth quarter of 2015 and 16.18 percent in the first quarter of 2015. The efficiency ratio during the first quarter of 2016 was 54.88 percent compared with 58.55 percent in the previous quarter and 58.30 percent in the same quarter last year.

#### **Financial Highlights**

Net interest income, on a taxable-equivalent basis, for the first quarter of 2016 was \$106.0 million, up \$1.3 million from net interest income of \$104.7 million in the fourth quarter of 2015 and up \$6.4 million from net interest income of \$99.6 million in the first quarter of 2016 included interest recoveries of \$1.3 million related to one commercial client in Guam. The net interest margin was 2.86 percent for the first quarter of 2016, up 1 basis point compared with the previous quarter and up 5 basis points from the first quarter last year primarily due to the interest recoveries. Analyses of the changes in net interest income are included in Tables 8a and 8b.

Results for the first quarter of 2016 included a negative provision for credit losses of \$2.0 million largely due to the full recovery of loans previously charged off relating to the previously mentioned commercial client. Results for the fourth quarter of 2015 included a provision for credit losses of \$1.0 million due to strong growth of loans and leases during the year partially offset by improved credit metrics. There was no provision for credit losses during the first quarter of 2015.

Noninterest income was \$56.2 million in the first quarter of 2016, an increase of \$11.4 million compared with noninterest income of \$44.8 million in the fourth quarter of 2015 and an increase of \$3.9 million compared with noninterest income of \$52.3 million in the first quarter of 2015. Noninterest income in the first quarter of 2016 included a net gain of \$11.2 million resulting from the sale of 100,000 Visa Class B shares and net gains of \$1.9 million related to sales of leased assets. Noninterest income in the fourth quarter of 2015 included a gain of \$1.0 million due to a distribution from a low-income housing partnership. Noninterest income in the first quarter of 2015 included a net gain of \$10.1 million resulting from the sale of 95,000 Visa Class B shares. As of March 31, 2016, the Company has 188,714 Visa Class B shares remaining.

Noninterest expense was \$87.4 million in the first quarter of 2016, up \$1.7 million from noninterest expense of \$85.7 million in the fourth quarter of 2015 and up \$0.5 million from noninterest expense of \$86.9 million in the same quarter last year. Noninterest expense in the first quarter of 2016 included seasonal payroll-related expenses of approximately \$2.5 million, higher incentive compensation, an increase of \$0.5 million to the provision for unfunded commitments, and increased investments in solar tax credit partnerships. Partially offsetting the first quarter expenses was a net gain of \$1.5 million for the sale of a real estate property in Guam. Noninterest expenses in the fourth quarter of 2015 included net gains of \$3.9 million related to the disposal of two branches which were partially offset by expenses of \$1.3 million for the roll-out of chip-enabled debit cards, operating losses of \$1.1 million, and severance expenses of \$0.5 million. Noninterest expense in the first quarter of 2015 included related to technology investments. An analysis of noninterest expenses related to salaries and benefits is included in Table 9.

The effective tax rate for the first quarter of 2016 was 32.01 percent compared with 28.23 percent in the previous quarter and 31.72 percent during the same quarter last year. The lower effective tax rate during the fourth quarter of 2015 was due to the release of a valuation allowance related to the sale of a low-income housing investment.

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The Company's business segments are defined as Retail Banking, Commercial Banking, Investment Services, and Treasury & Other. Results for the business segments 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 Table 13.

#### **Asset Quality**

The Company's asset quality remained strong during the first quarter of 2016. Total non-performing assets decreased to \$22.0 million at March 31, 2016, down from non-performing assets of \$28.8 million at December 31, 2015 and March 31, 2015. The decrease in non-performing assets was largely due to the previously mentioned commercial loan recoveries in Guam. As a percentage of total loans and leases, including foreclosed real estate, non-performing assets were 0.27 percent at the end of the first quarter of 2016, down from 0.37 percent at the end of the fourth quarter of 2015 and 0.40 percent at the end of the first quarter last year.

Accruing loans and leases past due 90 days or more were \$7.9 million at March 31, 2016, compared with \$7.6 million at December 31, 2015 and \$8.0 million at March 31, 2015. Restructured loans not included in non-accrual loans or accruing loans past due 90 days or more were \$50.7 million at March 31, 2016, up from \$49.4 million at December 31, 2015 and \$46.6 million at March 31, 2015. More information on non-performing assets and accruing loans and leases past due 90 days or more is presented in Table 11.

The Company recorded a net recovery of loans and leases previously charged off of \$3.8 million during the first quarter of 2016 as charge-offs of \$4.9 million were more than offset by recoveries of \$8.7 million. Net charge-offs in the fourth quarter of 2015 were \$2.2 million or 0.11 percent annualized of total average loans and leases outstanding and comprised of \$4.5 million in charge-offs partially offset by recoveries of \$2.3 million. Net charge-offs during the first quarter of 2015 were \$1.2 million, or 0.07 percent annualized of total average loans and leases outstanding, and comprised of \$4.1 million in charge-offs partially offset by recoveries of \$2.9 million.

The allowance for loan and lease losses was \$104.7 million at March 31, 2016, an increase from \$102.9 million at December 31, 2015 and down from \$107.5 million at March 31, 2015. The ratio of the allowance for loan and lease losses to total loans and leases outstanding was 1.30 percent at March 31, 2016 compared with 1.31 percent at December 31, 2015 and 1.50 percent at March 31, 2015. The reserve for unfunded commitments increased to \$6.6 million at March 31, 2016 compared with \$6.1 million at December 31, 2015 and \$5.9 million at March 31, 2015. 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 \$15.65 billion at March 31, 2016, up from \$15.46 billion at December 31, 2015 and \$15.14 billion at March 31, 2015. Average total assets were \$15.54 billion during the first quarter of 2016, an increase from average total assets of \$15.34 billion during the previous quarter and \$14.95 billion during the same quarter last year.

The investment securities portfolio decreased to \$6.21 billion at March 31, 2016 compared with \$6.24 billion at December 31, 2015 and \$6.58 billion at March 31, 2015. The portfolio at March 31, 2016 remains largely comprised of securities issued by U. S. government agencies and includes \$3.91 billion in securities held to maturity and \$2.29 billion in securities available for sale.



Total loans and leases were \$8.07 billion at March 31, 2016, up from \$7.88 billion at December 31, 2015 and \$7.18 billion at March 31, 2015. Average total loans and leases were \$7.94 billion during the first quarter of 2016, up from \$7.79 billion during the fourth quarter of 2015 and \$7.05 billion during the same quarter last year.

The commercial loan portfolio was \$3.26 billion at the end of the first quarter of 2016, an increase of 3.2 percent from commercial loans of \$3.15 billion at the end of the fourth quarter of 2015 and up 10.2 percent from commercial loans of \$2.96 billion at the end of the same quarter last year. The consumer loan portfolio increased to \$4.81 billion at the end of the first quarter of 2016, up 1.8 percent from consumer loans of \$4.73 billion at the end of the fourth quarter of 2015 and up 13.9 percent from \$4.22 billion at the end of the same quarter last year. Loan and lease portfolio balances are summarized in Table 10.

Total deposits increased to \$13.49 billion at March 31, 2016 compared with \$13.25 billion at December 31, 2015 and \$12.98 billion at March 31, 2015. Average total deposits were \$13.33 billion during the first quarter of 2016, up from \$13.04 billion during the previous quarter and \$12.79 billion during the same quarter last year.

Consumer deposits increased to \$6.57 billion at the end of the first quarter of 2016, up 1.9 percent from the previous quarter and up 5.6 percent compared with the first quarter last year. Commercial deposits increased to \$5.68 billion at the end of the first quarter of 2016, up 3.2 percent from the previous quarter and up 4.3 percent compared with the first quarter last year. Other deposits, including public funds, were \$1.24 billion at the end of the first quarter, a decrease of 4.7 percent from the previous quarter and down 5.6 percent compared with the same quarter last year. Deposit balances are summarized in Tables 7 and 10.

Total shareholders' equity increased to \$1.14 billion at March 31, 2016 compared with \$1.12 billion at December 31, 2015 and \$1.08 billion at March 31, 2015. The Tier 1 Capital Ratio was 13.85 percent at March 31, 2016 compared with 13.97 percent at December 31, 2015 and 14.62 percent at March 31, 2015. The Tier 1 Leverage Ratio at March 31, 2016 was 7.25 percent compared with 7.26 percent at December 31, 2015 and 7.17 percent at March 31, 2015.

During the first quarter of 2016, the Company repurchased 297.0 thousand shares of common stock at a total cost of \$18.7 million under its share repurchase program. The average cost was \$62.92 per share repurchased. From the beginning of the share repurchase program initiated during July 2001 through March 31, 2016, the Company has repurchased 53.1 million shares and returned nearly \$2.0 billion to shareholders at an average cost of \$37.50 per share.

The Company's Board of Directors increased the authorization under the share repurchase program by an additional \$100.0 million. This authorization, combined with previously announced authorizations of \$2.0 billion, brings the total repurchase authority to \$2.1 billion. From April 1 through April 22, 2016 the Company repurchased an additional 51.0 thousand shares of common stock at an average cost of \$67.56 per share. Remaining buyback authority under the share repurchase program was \$100.9 million at April 22, 2016.

#### Hawaii Economy

General economic conditions in Hawaii remained positive during the first quarter of 2016 due to a continuation of the strong tourism market, active construction industry, relatively low unemployment levels, and robust real estate market. For the first two months of 2016, total visitor arrivals increased 5.2 percent and visitor spending increased 3.8 percent compared to the same period in 2015. The statewide seasonally-adjusted unemployment rate was 3.1 percent in March 2016 compared to 5.0 percent nationally.

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For the first quarter of 2016, the volume of single-family home sales on Oahu increased 17.4 percent and the volume of condominium sales on Oahu increased 17.8 percent compared with the same period last year. During the first quarter of 2016, the median sales price of a single-family home on Oahu increased 7.2 percent and the median sales price of a condominium on Oahu increased 4.5 percent compared with the same period last year. As of March 31, 2016, months of inventory of single-family homes and condominiums on Oahu remained extremely low at 2.1 months and 2.3 months, respectively. More information on current Hawaii economic trends is presented in Table 15.

#### **Conference Call Information**

The Company will review its first quarter 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, <u>www.boh.com</u>. 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, April 25, 2016. The replay number is 1 (855) 859-2056 in the United States and 1 (404) 537-3406 from international locations. Enter the pass code 83894304 when prompted. Participants can also dial 1 (800) 585-8367 to access the replay. In addition, a replay of the conference call will be available via the Investor Relations link on the Company's website, <u>www.boh.com</u>.

#### **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, 2015, 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, <u>www.boh.com</u>.

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Financial Highlights

			Thr	ee Months Ended		
		March 31,		December 31,		March 31,
dollars in thousands, except per share amounts)		2016		2015		2015
For the Period:						
Operating Results						
Net Interest Income	\$	103,024	\$	101,644	\$	96,770
Provision for Credit Losses		(2,000)		1,000		_
Total Noninterest Income		56,207		44,766		52,307
Total Noninterest Expense		87,386		85,727		86,915
Net Income		50,210		42,832		42,442
Basic Earnings Per Share		1.17		1.00		0.98
Diluted Earnings Per Share		1.16		0.99		0.97
Dividends Declared Per Share		0.45		0.45		0.45
Performance Ratios						
Return on Average Assets		1.30	%	1.11	%	1.15
Return on Average Shareholders' Equity		17.88		15.41		16.18
Efficiency Ratio 1		54.88		58.55		58.30
Net Interest Margin 2		2.86		2.85		2.81
Dividend Payout Ratio 3		38.46		45.00		45.92
Average Shareholders' Equity to Average Assets		7.27		7.19		7.12
Average Balances						
Average Loans and Leases	\$	7,940,097	\$	7,785,346	\$	7,053,061
Average Assets		15,537,073		15,335,574		14,946,037
Average Deposits		13,334,550		13,038,637		12,786,449
Average Shareholders' Equity		1,129,561		1,102,548		1,064,112
Per Share of Common Stock						
Book Value	\$	26.43	\$	25.79	\$	24.63
fangible Book Value	Ψ	25.70	Ψ	25.06	•	23.91
Market Value						
Closing		68.28		62.90		61.21
High		69.37		70.07		62.58
Low		54.55		60.55		53.90
		March 31,		December 31,		March 31,
		2016		2015		2015
As of Period End:						
Balance Sheet Totals						
Loans and Leases	\$	8,065,610	\$	7,878,985	\$	7,178,628
Total Assets		15,654,695		15,455,016		15,139,179
Total Deposits		13,488,892		13,251,103		12,979,616
Other Debt		220,771		245,786		173,898
'otal Shareholders' Equity		1,138,753		1,116,260		1,075,251
Asset Quality						
Non-Performing Assets	\$	22,015	\$	28,801	\$	28,777
Allowance for Loan and Lease Losses		104,677		102,880		107,461
allowance to Loans and Leases Outstanding		1.30	%	1.31	%	1.50
Capital Ratios						
Common Equity Tier 1 Capital Ratio		13.85	%	13.97	%	14.62
ier 1 Capital Ratio		13.85		13.97		14.62
		15.10		15.22		15.87
otal Capital Ratio						
Fotal Capital Ratio		7.25		7.26		7.17
fier 1 Leverage Ratio		7.25 7.27		7.26		7.10
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Non-Financial Data			
Full-Time Equivalent Employees	2,139	2,164	2,156
Branches	70	70	74
ATMs	452	456	456

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

<sup>2</sup> Net interest margin is defined as net interest income, on a taxable-equivalent basis, as a percentage of average earning assets.

<sup>3</sup> Dividend payout ratio is defined as dividends declared per share divided by basic earnings per share.

4 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."

Reconciliation of Non-GAAP Financial Measures				Table 2
	March 31,		December 31,	March 31,
(dollars in thousands)	2016		2015	2015
Total Shareholders' Equity	\$ 1,138,753	\$	1,116,260	\$ 1,075,251
Less: Goodwill	31,517		31,517	31,517
Tangible Common Equity	\$ 1,107,236	\$	1,084,743	\$ 1,043,734
Total Assets	\$ 15,654,695	\$	15,455,016	\$ 15,139,179
Less: Goodwill	31,517		31,517	31,517
Tangible Assets	\$ 15,623,178	\$	15,423,499	\$ 15,107,662
Risk-Weighted Assets, determined in accordance				
with prescribed regulatory requirements	\$ 8,130,093	\$	7,962,484	\$ 7,313,682
Total Shareholders' Equity to Total Assets	7.27%	, )	7.22%	7.10%
Tangible Common Equity to Tangible Assets (Non-GAAP)	7.09%	, )	7.03%	6.91%
Tier 1 Capital Ratio	13.85%	, )	13.97%	14.62%
Tangible Common Equity to Risk-Weighted Assets (Non-GAAP)	13.62%	, )	13.62%	14.27%

Consolidated Statements of Income

		, ,	Three Months Ended				
		March 31, 2016	December 31, 2015	March 31, 2015			
(dollars in thousands, except per share amounts)		2010	2015	2015			
Interest Income	¢	90.905 ¢	79.122	70.0(1			
Interest and Fees on Loans and Leases	\$	80,895 \$	78,122 \$	70,961			
Income on Investment Securities							
Available-for-Sale		10,814	10,829	10,198			
Held-to-Maturity		20,391	21,722	24,407			
Deposits		4	1	3			
Funds Sold		753	315	259			
Other		212	381	302			
Total Interest Income		113,069	111,370	106,130			
Interest Expense							
Deposits		2,886	2,443	2,368			
Securities Sold Under Agreements to Repurchase		6,153	6,246	6,371			
Funds Purchased		3	3	3			
Other Debt		1,003	1,034	618			
Total Interest Expense		10,045	9,726	9,360			
Net Interest Income		103,024	101,644	96,770			
Provision for Credit Losses		(2,000)	1,000	—			
Net Interest Income After Provision for Credit Losses		105,024	100,644	96,770			
Noninterest Income							
Trust and Asset Management		11,256	11,243	12,180			
Mortgage Banking		3,189	3,130	1,693			
Service Charges on Deposit Accounts		8,443	8,663	8,537			
Fees, Exchange, and Other Service Charges		13,444	13,764	12,897			
Investment Securities Gains, Net		11,180	(181)	10,231			
Annuity and Insurance		1,901	2,014	2,044			
Bank-Owned Life Insurance		1,548	1,608	1,734			
Other		5,246	4,525	2,991			
Total Noninterest Income		56,207	44,766	52,307			
Noninterest Expense							
Salaries and Benefits		50,514	47,997	49,780			
Net Occupancy		7,003	4,876	9,333			
Net Equipment		5,409	5,244	5,288			
Data Processing		3,951	5,106	3,773			
Professional Fees		2,639	2,803	2,334			
FDIC Insurance		2,352	2,322	2,140			
Other		15,518	17,379	14,267			
Total Noninterest Expense		87,386	85,727	86,915			
Income Before Provision for Income Taxes		73,845	59,683	62,162			
Provision for Income Taxes		23,635	16,851	19,720			
Net Income	\$	50,210 \$	42,832 \$	42,442			
Basic Earnings Per Share	\$	1.17 \$	1.00 \$	0.98			
Diluted Earnings Per Share	\$	1.16 \$	0.99 \$	0.97			
Dividends Declared Per Share	\$	0.45 \$	0.45 \$	0.45			
Basic Weighted Average Shares	Ψ	42,920,794	43,003,191	43,386,402			
Diluted Weighted Average Shares		43,126,526	43,275,377	43,597,504			

Consolidated Statements of Comprehensive Income

	Three Months Ended						
		March 31,		December 31,	March	31,	
(dollars in thousands)		2016		2015	201	5	
Net Income	\$	50,210	\$	42,832	\$	42,442	
Other Comprehensive Income (Loss), Net of Tax:							
Net Unrealized Gains (Losses) on Investment Securities		8,694		(6,860)		5,294	
Defined Benefit Plans		141		4,595		220	
Total Other Comprehensive Income (Loss)		8,835		(2,265)		5,514	
Comprehensive Income	\$	59,045	\$	40,567	\$	47,956	

## Consolidated Statements of Condition

Consolidated Statements of Condition			Table 5
	March 31,	December 31,	March 31,
(dollars in thousands)	2016	2015	2015
Assets			
Interest-Bearing Deposits in Other Banks	\$ 4,453 \$	4,130 \$	3,383
Funds Sold	626,206	592,892	620,331
Investment Securities			
Available-for-Sale	2,293,751	2,256,818	2,271,186
Held-to-Maturity (Fair Value of \$3,981,830; \$4,006,412; and \$4,378,007)	3,911,703	3,982,736	4,306,353
Loans Held for Sale	16,854	4,808	1,951
Loans and Leases	8,065,610	7,878,985	7,178,628
Allowance for Loan and Lease Losses	(104,677)	(102,880)	(107,461)
Net Loans and Leases	7,960,933	7,776,105	7,071,167
Total Earning Assets	14,813,900	14,617,489	14,274,371
Cash and Due from Banks	164,012	158,699	151,793
Premises and Equipment, Net	111,086	111,199	109,223
Accrued Interest Receivable	47,504	44,719	47,017
Foreclosed Real Estate	1,728	824	2,095
Mortgage Servicing Rights	22,663	23,002	23,643
Goodwill	31,517	31,517	31,517
Bank-Owned Life Insurance	269,723	268,175	264,228
Other Assets	192,562	199,392	235,292
Total Assets	\$ 15,654,695 \$	15,455,016 \$	15,139,179
Liabilities			
Deposits			
Noninterest-Bearing Demand	\$ 4,329,321 \$	4,286,331 \$	4,047,334
Interest-Bearing Demand	2,759,357	2,761,930	2,608,664
Savings	5,172,206	5,025,191	5,014,686
Time	1,228,008	1,177,651	1,308,932
Total Deposits	13,488,892	13,251,103	12,979,616
Funds Purchased	7,333	7,333	8,459
Short-Term Borrowings	408		
Securities Sold Under Agreements to Repurchase	586,785	628,857	672,329
Other Debt	220,771	245,786	173,898
Retirement Benefits Payable	47,408	47,374	55,197
Accrued Interest Payable	5,661	5,032	5,836
Taxes Payable and Deferred Taxes	43,134	17,737	46,987
Other Liabilities	115,550	135,534	121,606
Total Liabilities	14,515,942	14,338,756	14,063,928
Shareholders' Equity			
Common Stock (\$.01 par value; authorized 500,000,000 shares;			
issued / outstanding: March 31, 2016 - 57,849,536 / 43,080,503;			
December 31, 2015 - 57,749,071 / 43,282,153;			
and March 31, 2015 - 57,733,267 / 43,652,628)	576	575	575
Capital Surplus	544,267	542,041	534,141
Accumulated Other Comprehensive Loss	(14,722)	(23,557)	(21,172)
Retained Earnings	1,347,374	1,316,260	1,257,341
Treasury Stock, at Cost (Shares: March 31, 2016 - 14,769,033; December 31, 2015 - 14,466,918;			
and March 31, 2015 - 14,080,639)	(738,742)	(719,059)	(695,634)
Total Shareholders' Equity	1,138,753	1,116,260	1,075,251
Total Liabilities and Shareholders' Equity	\$ 15,654,695 \$	15,455,016 \$	15,139,179

Consolidated Statements of Shareholders' Equity

				Accum.			
				Other			
				Compre-			
				hensive			
	<b>Common Shares</b>	Common	Capital	Income	Retained	Treasury	
(dollars in thousands)	Outstanding	Stock	Surplus	(Loss)	Earnings	Stock	Total
Balance as of December 31, 2015	43,282,153	\$ 575	\$ 542,041	\$ (23,557) \$	1,316,260 \$	(719,059) \$	1,116,260
Net Income	—	—	—	—	50,210	—	50,210
Other Comprehensive Income	—	—	—	8,835	—	—	8,835
Share-Based Compensation	—	—	1,599	—	—	—	1,599
Common Stock Issued under Purchase and Equity							
Compensation Plans and Related Tax Benefits	141,083	1	627	—	368	1,775	2,771
Common Stock Repurchased	(342,733)	_	_	—	—	(21,458)	(21,458)
Cash Dividends Declared (\$0.45 per share)	—	—	—	—	(19,464)	—	(19,464)
Balance as of March 31, 2016	43,080,503	\$ 576	\$ 544,267	\$ (14,722) \$	1,347,374 \$	(738,742) \$	1,138,753
Balance as of December 31, 2014	43,724,208	\$ 574	\$ 531,932	\$ (26,686) \$	1,234,801 \$	(685,535) \$	1,055,086
Net Income	—	—	—	—	42,442	—	42,442
Other Comprehensive Income	—	—	—	5,514	—	—	5,514
Share-Based Compensation	—	—	1,776		—	_	1,776
Common Stock Issued under Purchase and Equity							
Compensation Plans and Related Tax Benefits	155,646	1	433	—	(218)	3,045	3,261
Common Stock Repurchased	(227,226)	—	—	—	—	(13,144)	(13,144)
Cash Dividends Declared (\$0.45 per share)	_	_	—		(19,684)		(19,684)
Balance as of March 31, 2015	43,652,628	\$ 575	\$ 534,141	\$ (21,172) \$	1,257,341 \$	(695,634) \$	1,075,251

#### Average Balances and Interest Rates - Taxable-Equivalent Basis

	Т	hree Months	Ended		Thre	e Months End	led		Thre	e Months Ende	d
		March 31, 2	016		Dec	ember 31, 201	5		М	arch 31, 2015	
	Avera	ge Inco	me/ Yield	/	Average	Income/	Yield/		Average	Income/	Yield/
(dollars in millions)	Balar	ce Expe	nse Rate	e	Balance	Expense	Rate		Balance	Expense	Rate
Earning Assets											
Interest-Bearing Deposits in Other Banks	\$ 4	4.4 \$	— 0.41	%	\$ 3.8	\$ —	0.10	% \$	\$ 3.1	\$ —	0.44
Funds Sold	64	7.7	0.8 0.46	<u>,</u>	466.3	0.3	0.26		484.3	0.2	0.21
Investment Securities											
Available-for-Sale											
Taxable	1,58	3.5	7.2 1.80	)	1,573.3	7.1	1.81		1,560.8	6.5	1.67
Non-Taxable	71:	5.0	5.6 3.15	;	718.5	5.7	3.18		723.3	5.7	3.16
Held-to-Maturity											
Taxable	3,679	9.6	8.8 2.05	;	3,827.9	20.2	2.10		4,140.9	22.8	2.21
Non-Taxable	24:	5.5	2.4 3.91		246.6	2.4	3.92		249.1	2.5	3.94
Total Investment Securities	6,223	3.6 3	4.0 2.19	)	6,366.3	35.4	2.22		6,674.1	37.5	2.25
Loans Held for Sale	12	2.2	0.1 3.89	)	7.1	0.1	4.26		3.1	_	3.63
Loans and Leases <sup>1</sup>											
Commercial and Industrial	1,12	7.4 1	0.8 3.84	Ļ	1,155.2	9.4	3.22		1,130.5	8.9	3.18
Commercial Mortgage	1,689	9.2	5.7 3.74	Ļ	1,653.9	15.5	3.71		1,449.5	13.7	3.83
Construction	170	0.0	2.0 4.63		140.9	1.7	4.90		103.8	1.1	4.39
Commercial Lease Financing	193	3.9	1.3 2.69	)	204.2	1.8	3.46		225.9	1.9	3.42
Residential Mortgage	2,91	3.5 2	9.6 4.05	;	2,895.3	29.2	4.04		2,631.3	27.5	4.18
Home Equity	1,103	3.5 1	0.1 3.69	)	1,027.4	9.3	3.61		878.5	8.1	3.72
Automobile	38	3.6	5.0 5.19	)	373.7	4.9	5.19		331.5	4.3	5.25
Other <sup>2</sup>	344	4.0	6.5 7.64	ļ	334.7	6.4	7.57		302.1	5.5	7.36
Total Loans and Leases	7,940	).1 8	1.0 4.09	)	7,785.3	78.2	4.00		7,053.1	71.0	4.06
Other	31	3.4	0.2 2.21		41.1	0.4	3.71		66.0	0.3	1.83
Total Earning Assets <sup>3</sup>	14,87	1.4 11	6.1 3.13		14,669.9	114.4	3.11		14,283.7	109.0	3.07
Cash and Due from Banks	13	1.0			126.2				136.5		
Other Assets	534	1.7			539.5				525.8		
Total Assets	\$ 15,53	7.1		-	\$ 15,335.6			5	\$ 14,946.0		

Table 7

#### Interest-Bearing Liabilities

Interest-Bearing Deposits											
Demand	\$ 2,761.6	0.3	0.04	\$	2,653.2	0.2	0.03	\$	2,577.1	0.2	0.03
Savings	5,137.6	1.1	0.09		5,028.8	1.1	0.09		4,941.0	1.1	0.09
Time	1,208.4	1.5	0.50		1,178.2	1.1	0.38		1,378.3	1.1	0.33
Total Interest-Bearing Deposits	9,107.6	2.9	0.13		8,860.2	2.4	0.11		8,896.4	2.4	0.11
Short-Term Borrowings	7.8	_	0.14		8.1	_	0.14		8.5	—	0.14
Securities Sold Under Agreements to Repurchase	602.9	6.2	4.04		630.5	6.3	3.88		678.0	6.4	3.76
Other Debt	232.3	1.0	1.73		306.4	1.0	1.34		173.9	0.6	1.43
Total Interest-Bearing Liabilities	9,950.6	10.1	0.40		9,805.2	9.7	0.39		9,756.8	9.4	0.39
Net Interest Income		\$ 106.0	_			\$ 104.7			\$	99.6	
Interest Rate Spread			2.73	%			2.72	%			2.68 %
Net Interest Margin			2.86	%			2.85	%			2.81 %
Noninterest-Bearing Demand Deposits	4,227.0				4,178.4				3,890.0		
Other Liabilities	229.9				249.5				235.1		
Shareholders' Equity	1,129.6				1,102.5				1,064.1		
Total Liabilities and Shareholders' Equity	15,537.1				15,335.6				14,946.0		

<sup>1</sup> 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.

<sup>2</sup> Comprised of other consumer revolving credit, installment, and consumer lease financing.

<sup>3</sup> Interest income includes taxable-equivalent basis adjustments, based upon a federal statutory tax rate of 35%, of \$3,013,000, \$3,016,000 and \$2,878,000 for the three months ended

March 31, 2016, December 31, 2015, and March 31, 2015, respectively.

Analysis of Change in Net Interest Income - Taxable-Equivalent Basis

Table 8a

	Three Months Ended March 31, 2016								
	Compared to	December 31, 2015							
(dollars in millions)	 Volume 1	Rate 1	Total						
Change in Interest Income:									
Funds Sold	\$ 0.2 \$	0.3 \$	0.5						
Investment Securities									
Available-for-Sale									
Taxable	0.1	—	0.1						
Non-Taxable	—	(0.1)	(0.1)						
Held-to-Maturity									
Taxable	(0.9)	(0.5)	(1.4)						
Total Investment Securities	(0.8)	(0.6)	(1.4)						
Loans and Leases									
Commercial and Industrial	(0.2)	1.6	1.4						
Commercial Mortgage	0.1	0.1	0.2						
Construction	0.4	(0.1)	0.3						
Commercial Lease Financing	—	(0.5)	(0.5)						
Residential Mortgage	0.2	0.2	0.4						
Home Equity	0.6	0.2	0.8						
Automobile	0.1	—	0.1						
Other 2	0.1	—	0.1						
Total Loans and Leases	1.3	1.5	2.8						
Other	—	(0.2)	(0.2)						
Total Change in Interest Income	0.7	1.0	1.7						
Change in Interest Expense:									
Interest-Bearing Deposits									
Demand	0.1	_	0.1						
Time		0.4	0.4						
Total Interest-Bearing Deposits	0.1	0.4	0.5						
Securities Sold Under Agreements to Repurchase	(0.3)	0.2	(0.1)						
Other Debt	(0.3)	0.3							
Total Change in Interest Expense	(0.5)	0.9	0.4						
- •	· · ·								
Change in Net Interest Income	\$ 1.2 \$	0.1 \$	1.3						

<sup>1</sup> 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.

Analysis of Change in Net Interest Income - Taxable-Equivalent Basis

	Three Months Ended March 31, 2016								
	Compared	to March 31, 2015							
(dollars in millions)	 Volume 1	Rate <sup>1</sup>	Total						
Change in Interest Income:									
Funds Sold	\$ 0.1 \$	0.5 \$	0.6						
Investment Securities									
Available-for-Sale									
Taxable	0.1	0.6	0.7						
Non-Taxable	(0.1)	_	(0.1)						
Held-to-Maturity									
Taxable	(2.4)	(1.6)	(4.0)						
Non-Taxable	(0.1)	_	(0.1)						
Total Investment Securities	(2.5)	(1.0)	(3.5)						
Loans Held for Sale	0.1	_	0.1						
Loans and Leases									
Commercial and Industrial		1.9	1.9						
Commercial Mortgage	2.3	(0.3)	2.0						
Construction	0.8	0.1	0.9						
Commercial Lease Financing	(0.2)	(0.4)	(0.6)						
Residential Mortgage	3.0	(0.9)	2.1						
Home Equity	2.1	(0.1)	2.0						
Automobile	0.8	(0.1)	0.7						
Other 2	0.8	0.2	1.0						
Total Loans and Leases	9.6	0.4	10.0						
Other	(0.1)	—	(0.1)						
Total Change in Interest Income	7.2	(0.1)	7.1						
Change in Interest Expense:									
Interest-Bearing Deposits									
Demand	0.1	_	0.1						
Time	(0.2)	0.6	0.4						
	()		0.1						

Time	(0.2)	0.6	0.4
Total Interest-Bearing Deposits	(0.1)	0.6	0.5
Securities Sold Under Agreements to Repurchase	(0.7)	0.5	(0.2)
Other Debt	0.2	0.2	0.4
Total Change in Interest Expense	(0.6)	1.3	0.7
Change in Net Interest Income	\$ 7.8 \$	(1.4) \$	6.4

<sup>1</sup> 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.

Table 8b

Salaries and Benefits

		7	Three Months Ended	
	Μ	larch 31,	December 31,	March 31,
(dollars in thousands)		2016	2015	2015
Salaries	\$	29,141 \$	29,356 \$	27,914
Incentive Compensation		5,965	4,971	4,514
Share-Based Compensation		2,310	2,678	2,345
Commission Expense		1,357	1,375	1,592
Retirement and Other Benefits		4,954	4,056	4,731
Payroll Taxes		3,577	2,032	3,585
Medical, Dental, and Life Insurance		2,892	3,077	3,184
Separation Expense		318	452	1,915
Total Salaries and Benefits	\$	50,514 \$	47,997 \$	49,780

## Loan and Lease Portfolio Balances

Loan and Lease Portfolio Balances					Table 10
	March 31,	December 31,	September 30,	June 30,	March 31,
	2016	2015	2015	2015	2015
Commercial					
Commercial and Industrial	\$ 1,180,341 \$	1,115,168 \$	1,169,817 \$	1,173,259 \$	1,141,408
Commercial Mortgage	1,687,199	1,677,147	1,622,119	1,528,685	1,477,902
Construction	192,909	156,660	129,254	118,714	111,381
Lease Financing	195,804	204,877	202,055	222,113	224,419
Total Commercial	3,256,253	3,153,852	3,123,245	3,042,771	2,955,110
Consumer					
Residential Mortgage	2,929,388	2,925,605	2,875,605	2,787,847	2,699,434
Home Equity	1,131,796	1,069,400	993,817	931,191	884,742
Automobile	399,825	381,735	367,640	352,128	339,686
Other 1	348,348	348,393	329,465	314,501	299,656
Total Consumer	4,809,357	4,725,133	4,566,527	4,385,667	4,223,518
Total Loans and Leases	\$ 8,065,610 \$	7,878,985 \$	7,689,772 \$	7,428,438 \$	7,178,628

#### Deposits

	March 31,	December 31,	September 30,	June 30,	March 31,
(dollars in thousands)	2016	2015	2015	2015	2015
Consumer	\$ 6,568,651 \$	6,445,510 \$	6,254,862 \$	6,221,691 \$	6,220,391
Commercial	5,678,987	5,502,739	5,397,857	5,524,153	5,444,814
Public and Other	1,241,254	1,302,854	1,284,243	1,344,851	1,314,411
Total Deposits	\$ 13,488,892 \$	13,251,103 \$	12,936,962 \$	13,090,695 \$	12,979,616

<sup>1</sup> Comprised of other revolving credit, installment, and lease financing.

		March 31,	December 31,	September 30,	June 30,	March 31,
(dollars in thousands)		2016	2015	2015	2015	2015
Non-Performing Assets						
Non-Accrual Loans and Leases						
Commercial						
Commercial and Industrial	\$	666 \$	5,829 \$	8,532 \$	8,299 \$	8,641
Commercial Mortgage		3,401	3,469	1,058	716	732
Total Commercial		4,067	9,298	9,590	9,015	9,373
Consumer						
Residential Mortgage		13,719	14,598	14,749	14,918	14,344
Home Equity		2,501	4,081	3,814	3,528	2,965
Total Consumer		16,220	18,679	18,563	18,446	17,309
Total Non-Accrual Loans and Leases		20,287	27,977	28,153	27,461	26,682
Foreclosed Real Estate		1,728	824	1,392	1,989	2,095
Total Non-Performing Assets	\$	22,015 \$	28,801 \$	29,545 \$	29,450 \$	28,777
Accruing Loans and Leases Past Due 90 Days or More						
Commercial						
Commercial and Industrial	\$	— \$	— \$	— \$	750 \$	_
Total Commercial		_	_	_	750	
Consumer						
Residential Mortgage		4,219	4,453	5,060	4,789	3,914
Home Equity		2,096	1,710	1,396	2,395	2,425
Automobile		524	315	631	323	537
Other 1		1,099	1,096	1,058	1,395	1,078
Total Consumer	¢	7,938	7,574	8,145	8,902	7,954
Total Accruing Loans and Leases Past Due 90 Days or More	\$	7,938 \$	7,574 \$	8,145 \$	9,652 \$	7,954
Restructured Loans on Accrual Status	\$	50,707 \$	49,430 \$	40.506 \$	48,339 \$	46,639
and Not Past Due 90 Days or More Total Loans and Leases	\$	8,065,610 \$	49,430 \$ 7,878,985 \$	49,506 \$ 7,689,772 \$	48,339 \$	7,178,628
	ψ	0,000,010 \$	7,070,705 \$	1,009,112 \$	7,120,150 \$	7,176,020
Ratio of Non-Accrual Loans and Leases to Total Loans and Leases		0.25%	0.36%	0.37%	0.37%	0.37%
Ratio of Non-Performing Assets to Total Loans and Leases						
and Foreclosed Real Estate		0.27%	0.37%	0.38%	0.40%	0.40%
Ratio of Commercial Non-Performing Assets to Total Commercial						
Loans and Leases and Commercial Foreclosed Real Estate		0.12%	0.29%	0.31%	0.32%	0.349
Ratio of Consumer Non-Performing Assets to Total Consumer Loans		0.270/	0.410/	0.440/	0.450/	0.440
and Leases and Consumer Foreclosed Real Estate		0.37%	0.41%	0.44%	0.45%	0.44%
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		0.37%	0.46%	0.49%	0.53%	0.51%
Quarter to Quarter Changes in Non-Performing Assets Balance at Beginning of Quarter	\$	28,801 \$	29,545 \$	29,450 \$	28,777 \$	30,082
balance at beginning of Quarter	э	28,801 \$	29,545 \$	29,430 \$	28,777 \$	30,082
Additions		4,002	2,353	4,427	1,909	621
Reductions						
Payments		(6,012)	(2,473)	(1,191)	(1,020)	(1,427)
Return to Accrual Status		(4,272)	(24)	(1,748)	_	(187)
Sales of Foreclosed Real Estate		(248)	(458)	(1,300)	(83)	(37)
Charge-offs/Write-downs		(256)	(142)	(93)	(133)	(275
Total Reductions		(10,788)	(3,097)	(4,332)	(1,236)	(1,926)
Balance at End of Quarter	\$	22,015 \$	28,801 \$	29,545 \$	29,450 \$	28,777

<sup>1</sup> Comprised of other revolving credit, installment, and lease financing.

**Reserve for Credit Losses** 

	Three Months Ended				
	 March 31,	December	31,	March 31,	
(dollars in thousands)	2016	2015		2015	
Balance at Beginning of Period	\$ 108,952	\$	110,110 \$	114,575	
Loans and Leases Charged-Off					
Commercial					
Commercial and Industrial	(257)		(304)	(235)	
Consumer					
Residential Mortgage	(205)		_	(559)	
Home Equity	(643)		(269)	(216)	
Automobile	(1,560)		(1,719)	(1,428)	
Other 1	(2,222)		(2,170)	(1,650)	
Total Loans and Leases Charged-Off	(4,887)		(4,462)	(4,088)	
Recoveries on Loans and Leases Previously Charged-Off					
Commercial					
Commercial and Industrial	6,867		420	646	
Commercial Mortgage	14		18	14	
Construction	23		8	8	
Lease Financing	1		1	68	
Consumer					
Residential Mortgage	201		577	342	
Home Equity	513		349	881	
Automobile	592		519	494	
Other 1	473		412	408	
Total Recoveries on Loans and Leases Previously Charged-Off	8,684		2,304	2,861	
Net Loans and Leases Recovered (Charged-Off)	3,797		(2,158)	(1,227)	
Provision for Credit Losses	(2,000)		1,000	_	
Provision for Unfunded Commitments	500		—	_	
Balance at End of Period 2	\$ 111,249	\$	108,952 \$	113,348	
Components					
Allowance for Loan and Lease Losses	\$ 104,677	\$	102,880 \$	107,461	
Reserve for Unfunded Commitments	6,572		6,072	5,887	
Total Reserve for Credit Losses	\$ 111,249	\$	108,952 \$	113,348	
Average Loans and Leases Outstanding	\$ 7,940,097	\$ 7	,785,346 \$	7,053,061	
Ratio of Net Loans and Leases Charged-Off (Recovered) to					
Average Loans and Leases Outstanding (annualized)	-0.19 %	<u> </u>	0.11%	0.07%	
Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding	-0.19 9		1.31%	1.50%	

<sup>1</sup> Comprised of other revolving credit, installment, and lease financing.

<sup>2</sup> 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.

	Retail	Commercial	Investment	Treasury	Consolidated
(dollars in thousands)	Banking	Banking	Services	and Other	Total
Three Months Ended March 31, 2016					
Net Interest Income	\$ 58,010 \$	38,348 \$	6,452 \$	214 \$	103,024
Provision for Credit Losses	2,835	(6,626)	(6)	1,797	(2,000
Net Interest Income After Provision for Credit Losses	55,175	44,974	6,458	(1,583)	105,024
Noninterest Income	20,807	7,600	14,024	13,776	56,207
Noninterest Expense	(52,741)	(17,268)	(15,427)	(1,950)	(87,386
Income Before Provision for Income Taxes	23,241	35,306	5,055	10,243	73,845
Provision for Income Taxes	(8,227)	(12,656)	(1,870)	(882)	(23,635
Net Income	\$ 15,014 \$	22,650 \$	3,185 \$	9,361 \$	50,210
Total Assets as of March 31, 2016	\$ 4,763,749 \$	3,196,413 \$	284,891 \$	7,409,642 \$	15,654,695

Three Months Ended March 31, 2015 1					
Net Interest Income	\$ 48,349 \$	34,274 \$	4,300 \$	9,847 \$	96,770
Provision for Credit Losses	1,723	(464)	(8)	(1,251)	—
Net Interest Income After Provision for Credit Losses	46,626	34,738	4,308	11,098	96,770
Noninterest Income	19,108	5,651	14,726	12,822	52,307
Noninterest Expense	(50,340)	(17,886)	(14,590)	(4,099)	(86,915)
Income Before Provision for Income Taxes	15,394	22,503	4,444	19,821	62,162
Provision for Income Taxes	(5,526)	(7,865)	(1,644)	(4,685)	(19,720)
Net Income	\$ 9,868 \$	14,638 \$	2,800 \$	15,136 \$	42,442
Total Assets as of March 31, 2015 1	\$ 4,239,641 \$	2,910,911 \$	188,399 \$	7,800,228 \$	15,139,179

 $^{1}\,$  Certain prior period information has been reclassified to conform to current presentation.

Selected Quarterly Financial Data

Selected Quarterly Financial Data					Thre	e Months Ended				Table 14
		March 31,		December 31,		September 30,		June 30,		March 31,
(dollars in thousands, except per share amounts)		2016		2015		2015		2015		2015
Quarterly Operating Results										
nterest Income										
Interest and Fees on Loans and Leases	\$	80,895	\$	78,122	\$	75,874	\$	73,565	\$	70,961
Income on Investment Securities										
Available-for-Sale		10,814		10,829		10,192		10,273		10,198
Held-to-Maturity		20,391		21,722		20,689		22,832		24,407
Deposits		4		1		2		2		3
Funds Sold		753		315		291		268		259
Other		212		381		312		310		302
Fotal Interest Income		113,069		111,370		107,360		107,250		106,130
nterest Expense										
Deposits		2,886		2,443		2,410		2,405		2,368
Securities Sold Under Agreements to Repurchase		6,153		6,246		6,307		6,440		6,371
Funds Purchased		3		3		3		3		3
Other Debt		1,003		1,034		749		620		618
Fotal Interest Expense		10,045		9,726		9,469		9,468		9,360
Net Interest Income		103,024		101,644		97,891		97,782		96,770
Provision for Credit Losses		(2,000)		1,000				_		_
Net Interest Income After Provision for Credit Losses		105,024		100,644		97,891		97,782		96,770
Noninterest Income										
Trust and Asset Management		11,256		11,243		11,907		12,355		12,180
Mortgage Banking		3,189		3,130		3,291		3,469		1,693
Service Charges on Deposit Accounts		8,443		8,663		8,669		8,203		8,537
Fees, Exchange, and Other Service Charges		13,444		13,764		13,340		13,352		12,897
Investment Securities Gains, Net		11,180		(181)		24		86		10,231
Annuity and Insurance		1,901		2,014		1,721		1,885		2,044
Bank-Owned Life Insurance		1,548		1,608		1,609		2,088		1,734
Other		5,246		4,525		2,660		4,487		2,991
Fotal Noninterest Income		56,207		44,766		43,221		45,925		52,307
Noninterest Expense		, ,		,				,		, ,
Salaries and Benefits		50,514		47,997		46,576		47,610		49,780
Net Occupancy		7,003		4,876		7,403		8,605		9,333
Net Equipment		5,409		5,244		4,804		4,826		5,288
Data Processing		3,951		5,106		3,920		3,673		3,773
Professional Fees		2,639		2,803		2,258		2,265		2,334
FDIC Insurance		2,352		2,305		2,238		2,265		2,334
Other		15,518		17,379		24,788		14,527		14,267
Fotal Noninterest Expense		87,386		85,727		91,888		83,574		86,915
ncome Before Provision for Income Taxes		73,845		59,683		49,224		60,133		62,162
Provision for Income Taxes		23,635		16,851		14,948		18,979		19,720
Net Income	\$	50,210	\$	42,832	\$	34,276	\$	41,154	\$	42,442
	٩	50,210	¢	42,032	\$	34,276	¢	41,134	3	42,442
Basic Earnings Per Share	\$	1.17	\$	1.00	\$	0.79	\$	0.95	\$	0.98
Diluted Earnings Per Share	\$	1.16	\$	0.99	\$	0.79	\$	0.95	\$	0.97
Balance Sheet Totals										
Loans and Leases	\$	8,065,610	\$	7,878,985	\$	7,689,772	\$	7,428,438	\$	7,178,628
Fotal Assets		15,654,695		15,455,016		15,164,123		15,248,043		15,139,179
Fotal Deposits		13,488,892		13,251,103		12,936,962		13,090,695		12,979,616
Total Shareholders' Equity		1,138,753		1,116,260		1,098,354		1,082,939		1,075,251
Pauformanas Datios										
Performance Ratios Return on Average Assets		1.30	%	1.11	%	0.89	%	1.10 %	, D	1.15
		1.50		1.11		0.09	. •			1.15

Return on Average Shareholders' Equity	17.88	15.41	12.45	15.33	16.18
Efficiency Ratio 1	54.88	58.55	65.12	58.16	58.30
Net Interest Margin <sup>2</sup>	2.86	2.85	2.77	2.81	2.81

<sup>1</sup> Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and noninterest income).

<sup>2</sup> Net interest margin is defined as net interest income, on a taxable-equivalent basis, as a percentage of average earning assets.

Hawaii Economic Trends

	-	Two Months Ende	d				Ye	ar End	led		
(\$ in millions; jobs in thousands)		February 29, 201	6	_		Deceml	ber 31, 2015			December 31,	2014
Hawaii Economic Trends			-								
State General Fund Revenues <sup>1</sup>	\$	1,063.5	1.6	%	\$	5,998.6	8.4	%	\$	5,535.7	1.6 %
General Excise and Use Tax Revenue <sup>1</sup>	\$	574.5		%	\$	3,141.5		%	s	2,979.8	2.5 %
Jobs <sup>2</sup>		666.4	,		- -	658.8			-	643.7	,
							March 31,			December 3	1.
(spot rates)							2016	_		2015	2014
							2010			2013	2014
Unemployment <sup>3</sup>							2.1	%		3.2 %	4.0 %
Statewide, seasonally adjusted							3.1	70		3.2 70	4.0 7
Oahu							3.0			2.7	3.5
Island of Hawaii							3.9			3.7	4.7
Maui							3.4			3.1	3.8
Kauai							3.5			3.5	4.3
						March 31,			Daca	mber 31,	
percentage change, except months of inventory)						2016	2015		Dete	2014	2013
Housing Trends (Single Family Oahu) <sup>4</sup>											
Median Home Price						7.2 %	3.7	%		3.8 %	4.8 %
Home Sales Volume (units)						17.4 %		%		(0.8) %	4.6 %
Months of Inventory						2.1	2.6			2.6	2.7
						Monthly Visit	tor Arrivals,			Percentage Ch	ange
(in thousands)						Not Seasonal	lly Adjusted			from Previous	Year
Fourism <sup>5</sup>											
February 29, 2016							688.8				4.1
January 31, 2016							721.0				6.2
December 31, 2015							794.2				3.7
November 30, 2015							661.4				3.7
October 31, 2015							692.9				4.8
September 30, 2015							652.6				4.7
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
anuary 31, 2015							678.9				(0.6)
December 31, 2014							766.0				6.3
November 30, 2014							638.0				2.2
October 31, 2014							661.0				3.2
September 30, 2014							623.1				4.2
August 31, 2014							734.7				(1.9)
uly 31, 2014							772.8				2.0
lune 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)
anuary 31, 2014							682.6				0.1

<sup>1</sup> Source: Hawaii Department of Business, Economic Development & Tourism

<sup>2</sup> Source: U. S. Bureau of Labor

- <sup>3</sup> Source: Hawaii Department of Labor and Industrial Relations, County jobs data not seasonally adjusted.
- <sup>4</sup> Source: Honolulu Board of REALTORS
- <sup>5</sup> Source: Hawaii Tourism Authority

Note: Certain prior period seasonally adjusted information has been revised.