# 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)

October 24, 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 October 24, 2016, Bank of Hawaii Corporation announced its results of operations for the quarter ended September 30, 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 October 24, 2016 Press Release: Bank of Hawaii Corporation Third 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: October 24, 2016

Bank of Hawaii Corporation

By: /s/ Mark A. Rossi

Mark A. Rossi Vice Chairman and Corporate Secretary

NYSE: BOH

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## Bank of Hawaii Corporation Third Quarter 2016 Financial Results

**News**Release

- Diluted Earnings Per Share \$1.02
- Net Income \$43.5 Million
- Board of Directors Declares Dividend of \$0.48 Per Share

### FOR IMMEDIATE RELEASE

**HONOLULU, HI** (October 24, 2016) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of \$1.02 for the third quarter of 2016, down from \$1.03 in the second quarter of 2016 and up from \$0.79 in the third quarter of 2015. Net income for the third quarter of 2016 was \$43.5 million, down from net income of \$44.2 million in the previous quarter and up from \$34.3 million in the same quarter last year. Results for the third quarter of 2015 included impairment charges totaling \$6.5 million, net of tax, related to the Company's decision to dispose of its remaining aircraft leases.

Loan and lease balances increased to \$8.7 billion at September 30, 2016, up 4.4 percent from June 30, 2016 and up 13.1 percent compared with September 30, 2015. Deposits grew to \$13.8 billion at the end of the third quarter of 2016, up 1.2 percent from the previous quarter and up 6.7 percent compared with the same quarter last year.

"Bank of Hawaii's operating results were strong in the third quarter of 2016," said Peter S. Ho, Chairman, President and CEO. "Loan and deposit balances continued to grow, asset quality remained strong and our core expenses remain on track."

The return on average assets for the third quarter of 2016 was 1.09 percent, down from 1.14 percent in the previous quarter and up from 0.89 percent in the same quarter last year. The return on average equity for the third quarter of 2016 was 14.89 percent, down from 15.56 percent for the second quarter of 2016 and up from 12.45 percent in the third quarter of 2015. The efficiency ratio for the third quarter of 2016 was 57.58 percent compared with 57.35 percent in the previous quarter and 65.12 percent in the same quarter last year. The higher efficiency ratio in the third quarter of 2015 was largely due to the aircraft impairment charges.

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For the nine-month period ended September 30, 2016, net income was \$137.9 million, an increase from net income of \$117.9 million for the same period last year. Diluted earnings per share were \$3.21 for the nine-month period in 2016 compared with diluted earnings per share of \$2.71 for the same period in 2015. The 2016 year-to-date return on average assets was 1.17 percent compared with 1.05 percent for the same period in 2015. The 2016 year-to-date return on average equity was 16.09 percent compared with 14.62 percent for the nine months ended September 30, 2015. The efficiency ratio for the nine-month period ended September 30, 2016 was 56.57 percent compared with 60.47 percent for the same period last year.

### **Financial Highlights**

Net interest income, on a taxable equivalent basis, for the third quarter of 2016 was \$106.9 million, up slightly from net interest income of \$106.5 million in the second quarter of 2016 and up from net interest income of \$100.9 million in the third quarter of 2015. Net interest income in the third quarter of 2016 included a reversal of \$0.8 million for an interest recovery previously recorded in the second quarter of 2016. Net interest income in the second quarter of 2016 included a reversal of \$0.16 million. Net interest recoveries of \$1.0 million. Net interest income for the nine-month period in 2016 was \$319.4 million compared with \$301.4 million for the same period in 2015. Analyses of the changes in net interest income are included in Tables 8a, 8b, and 8c.

The net interest margin was 2.80 percent for the third quarter of 2016, a 5 basis point decrease from 2.85 percent in the second quarter of 2016 and a 3 basis point increase from 2.77 percent in the third quarter of 2015. Adjusted for the interest reversal and recoveries previously mentioned, the net interest margin in the third and second quarters of 2016 were stable at 2.82 percent. The net interest margin for the first nine months of 2016 was 2.84 percent compared with 2.79 percent for the same nine-month period last year.

Results for the third quarter of 2016 included a provision for credit losses of \$2.5 million due to the continued strong growth of loans and leases. Results for the second quarter of 2016 included a provision for credit losses of \$1.0 million. There was no provision for credit losses during the third quarter of 2015.

Noninterest income was \$48.1 million in the third quarter of 2016, up from \$46.5 million in the second quarter of 2016 and \$43.2 million in the third quarter of 2015. Mortgage banking income increased to \$6.4 million in the third quarter of 2016 due to higher loan production, up from \$4.1 million in the second quarter of 2016 and \$3.3 million in the third quarter last year. Noninterest income in the second quarter of 2015 included a service fee of \$1.2 million resulting from the sale of trust real estate. Noninterest income in the third quarter of 2015 included a \$1.0 million estimated loss on the pending sale of an aircraft lease. Noninterest income for the nine-months ended September 30, 2016 was \$150.8 million compared with noninterest income of \$141.5 million for the same period in 2015. The increase was primarily due to an increase in mortgage banking income.

Noninterest expense was \$87.5 million in the third quarter of 2016, up from \$86.1 million in the previous quarter and down from \$91.9 million in the same quarter last year. The decrease compared with the prior year quarter was primarily due to a \$9.5 million impairment charge on aircraft in which the leases had expired. Noninterest expense for the nine-months ended September 30, 2016 was \$261.0 million compared with noninterest expense of \$262.4 million for the same period in 2015. An analysis of noninterest expenses related to salaries and benefits is included in Table 9.

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The effective tax rate for the third quarter of 2016 was 29.84 percent compared with 29.77 percent in the previous quarter and 30.37 percent during the same quarter last year. Taxes for the third quarter of 2016 included a \$.7 million release of reserves. Taxes for the second quarter of 2016 included a \$1.3 million release of reserves. Taxes for the third quarter of 2015 included a benefit of \$4.0 million related to the aircraft impairment charges. The effective tax rate for the nine-month period ended September 30, 2016 was 30.62 percent, down from 31.28 percent for the same period last year.

The Company's business segments are defined as Retail Banking, Commercial Banking, Investment Services, and Treasury & Other. Results are determined based on the Company's internal financial management reporting process and organizational structure. Selected financial information for the business segments is included in Tables 13a and 13b.

### Asset Quality

The Company's overall asset quality remained strong during the third quarter of 2016. Total non-performing assets were \$18.7 million at September 30, 2016 compared with \$16.3 million at June 30, 2016 and \$29.5 million at September 30, 2015. As a percentage of total loans and leases and foreclosed real estate, non-performing assets were 0.21 percent at September 30, 2016 compared with 0.20 percent at June 30, 2016 and 0.38 percent at September 30, 2015.

Accruing loans and leases past due 90 days or more were \$5.6 million at September 30, 2016, down from \$8.8 million at June 30, 2016 and \$8.1 million at September 30, 2015. Restructured loans and leases not included in non-accrual loans or accruing loans past due 90 days or more were \$52.1 million at September 30, 2016 compared with \$52.2 million at June 30, 2016 and \$49.5 million at September 30, 2015. More information on non-performing assets and accruing loans and leases past due 90 days or more is presented in Table 11.

Net loans and leases charged off during the third quarter of 2016 were \$2.4 million or 0.11 percent annualized of total average loans and leases outstanding. Loan and lease charge-offs of \$4.9 million during the quarter were partially offset by recoveries of \$2.5 million. Net charge-offs during the second quarter of 2016 were \$1.7 million or 0.09 percent annualized of total average loans and leases outstanding and were comprised of \$3.7 million in charge-offs partially offset by recoveries of \$2.0 million. Net charge-offs during the third quarter of 2015 were \$2.0 million or 0.10 percent annualized of total average loans and leases outstanding and were comprised of \$4.4 million in charge-offs partially offset by recoveries of \$2.4 million. Net charge-offs in the nine-month period ended September 30, 2016 were \$0.3 million, or 0.01 percent annualized of total average loans and leases outstanding compared with net charge-offs of \$4.7 million, or 0.09 percent annualized of total average loans and leases outstanding compared with net charge-offs are during 2016 is largely due to the full recovery of loans previously charged off relating to a commercial client in Guam.

The allowance for loan and lease losses increased to \$104.0 million at September 30, 2016. The ratio of the allowance for loan and lease losses to total loans and lease outstanding was 1.20 percent at September 30, 2016, a decrease of 5 basis points from the previous quarter and commensurate with continued improvements in credit quality and the Hawaii economy. The reserve for unfunded commitments at September 30, 2016 was unchanged at \$6.6 million from June 30, 2016. Details of loan and lease charge-offs, recoveries and the components of the total reserve for credit losses are summarized in Table 12.

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### **Other Financial Highlights**

Total assets were \$16.01 billion at September 30, 2016, up from \$15.86 billion at June 30, 2016 and \$15.16 billion at September 30, 2015. Average total assets were \$15.91 billion during the third quarter of 2016, up from \$15.64 billion during the previous quarter and \$15.22 billion during the same quarter last year.

The investment securities portfolio was \$6.03 billion at September 30, 2016, down from \$6.10 billion at June 30, 2016 and \$6.40 billion at September 30, 2015 as loan growth continued to outpace deposit growth. The portfolio remains largely comprised of securities issued by U. S. government agencies and included \$3.82 billion in securities held to maturity and \$2.21 billion in securities available for sale at September 30, 2016.

Total loans and leases increased to \$8.69 billion at September 30, 2016, up from \$8.33 billion at June 30, 2016 and \$7.69 billion at September 30, 2015. Average total loans and leases were \$8.48 billion during the third quarter of 2016, up from \$8.21 billion during the second quarter of 2016 and \$7.55 billion during the same quarter last year. The commercial loan portfolio increased to \$3.49 billion at the end of the quarter, up from commercial loans of \$3.31 billion at the end of the previous quarter and up from \$3.12 billion at the end of the same quarter last year. Total consumer loans increased to \$5.20 billion at the end of the third quarter of 2016, up from \$5.03 billion at the end of the second quarter of 2016 and up from \$4.57 billion at the end of the third quarter of 2015. Loan and lease portfolio balances are summarized in Table 10.

Total deposits were \$13.81 billion at September 30, 2016, up from \$13.64 billion at June 30, 2016 and up from \$12.94 billion at September 30, 2015. Average total deposits were \$13.69 billion during the third quarter of 2016, up from \$13.45 billion during the previous quarter and \$13.01 billion during the same quarter last year.

During the third quarter of 2016, the Company repurchased 204.0 thousand shares of common stock at a total cost of \$14.3 million under its share repurchase program. The average cost was \$69.94 per share repurchased. From the beginning of the share repurchase program initiated during July 2001 through September 30, 2016, the Company has repurchased 53.5 million shares and returned over \$2.0 billion to shareholders at an average cost of \$37.74 per share. Remaining buyback authority under the share repurchase program was \$75.4 million at September 30, 2016. From October 1 through October 21, 2016, the Company repurchased an additional 54.0 thousand shares of common stock at an average cost of \$73.39 per share.

Total shareholders' equity was \$1.16 billion at September 30, 2016, up slightly from June 30, 2016 and an increase from \$1.10 billion at September 30, 2015. The Tier 1 Capital Ratio was 13.40 percent at the end of the third quarter of 2016 compared with 13.66 percent at the end of the second quarter of 2016 and 14.11 percent at the end of the same quarter last year. The Tier 1 leverage ratio at September 30, 2016 was 7.25 percent compared with 7.29 percent at June 30, 2016 and 7.18 percent at September 30, 2015.

The Company's Board of Directors declared a quarterly cash dividend of \$0.48 per share on the Company's outstanding shares. The dividend will be payable on December 14, 2016 to shareholders of record at the close of business on November 30, 2016.



### Hawaii Economy

General economic conditions in Hawaii remained positive during the third quarter of 2016 due to stable tourism, low unemployment, the strong real estate market, and ongoing construction activity. For the first eight months of 2016, total visitor spending increased 3.0 percent and total visitor arrivals increased 2.6 percent compared to the same period in 2015. The statewide seasonally-adjusted unemployment rate was 3.3 percent in September 2016 compared to 5.0 percent nationally. For the first nine months of 2016, the volume of single-family home sales on Oahu increased 4.8 percent and the volume of condominium sales on Oahu increased 9.0 percent compared with the same period in 2015. The median sales price of a single-family homes on Oahu increased 5.2 percent and the median price of a condominium on Oahu increased 8.7 percent for the first nine months of 2016 compared to the same nine-month period in 2015. As of September 30, 2016, months of inventory of single-family homes and condominiums on Oahu remained low at 2.9 months and 3.0 months, respectively. More information on current Hawaii economic trends is presented in Table 15.

### **Conference Call Information**

The Company will review its third quarter 2016 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 website, <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, October 24, 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 40167040 when prompted. Participants can also dial 1 (800) 585-8367 to access the replay. In addition, a replay will be available 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 an independent 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. 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

			Th	ree Months Endeo	1			Nine Mo	nths End	ed
	Se	ptember 30,		June 30,	S	eptember 30,		Septe	mber 30,	
(dollars in thousands, except per share amounts)		2016		2016		2015		2016		2015
for the Period:										
Operating Results										
Net Interest Income	\$	103,912	\$	103,550	\$	97,891	\$	310,486	\$	292,443
Provision for Credit Losses		2,500		1,000		—		1,500		_
Fotal Noninterest Income		48,114		46,519		43,221		150,840		141,453
Fotal Noninterest Expense		87,532		86,071		91,888		260,989		262,377
Net Income		43,493		44,245		34,276		137,948		117,872
Basic Earnings Per Share		1.02		1.04		0.79		3.23		2.72
Diluted Earnings Per Share		1.02		1.03		0.79		3.21		2.71
Dividends Declared Per Share		0.48		0.48		0.45		1.41		1.35
Performance Ratios										
Return on Average Assets		1.09	%	1.14	%	0.89	%	1.17	%	1.05
Return on Average Shareholders' Equity		14.89		15.56		12.45		16.09		14.62
Efficiency Ratio 1		57.58		57.35		65.12		56.57		60.47
Net Interest Margin 2		2.80		2.85		2.77		2.84		2.79
Dividend Payout Ratio 3		47.06		46.15		56.96		43.65		49.63
Average Shareholders' Equity to Average Assets		7.30		7.31		7.18		7.30		7.15
Average Balances										
Average Loans and Leases	\$	8,483,588	\$	8,205,104	\$	7,545,985	\$	8,210,596	\$	7,301,656
Average Assets		15,906,760		15,639,596		15,220,660		15,695,251		15,069,405
Average Deposits		13,687,186		13,453,953		13,008,890		13,492,609		12,887,019
Average Shareholders' Equity		1,161,655		1,143,884		1,092,592		1,145,094		1,077,828
Per Share of Common Stock										
Book Value	\$	27.24	\$	26.96	\$	25.34	\$	27.24	\$	25.34
Fangible Book Value	Ŷ	26.50	Ŷ	26.23	Ψ	24.61	Ŷ	26.50	Ψ	24.61
Market Value										
Closing		72.62		68.80		63.49		72.62		63.49
High		73.44		72.77		69.00		73.44		69.00
Low		65.19		64.96		58.53		54.55		53.90
				Santambar 20		I 20		D		S 4 20
				September 30, 2016		June 30, 2016		December 31, 2015		September 30, 2015
s of Period End:				2010		2010		2013		2013
Balance Sheet Totals										
oans and Leases			\$	8,694,097	\$	8,331,469	\$	7,878,985	\$	7,689,772
otal Assets			÷	16,014,643	-	15,860,901		15,455,016	Ŧ	15,164,123
otal Deposits				13,808,365		13,643,807		13,251,103		12,936,962
Dther Debt				267,954		267,970		245,786		270,801
'otal Shareholders' Equity				1,163,859		1,157,219		1,116,260		1,098,354
Asset Quality			\$	18,672	\$	16,280	\$	28,801	\$	29,545
-			\$		ф		\$		Φ	
Illowance for Loan and Lease Losses				104,033	0/	103,932	0/	102,880	0/	104,038
llowance to Loans and Leases Outstanding				1.20	%	1.25	%	1.31	%	1.35
apital Ratios										
ommon Equity Tier 1 Capital Ratio				13.40	%	13.66	%	13.97	%	14.11
ier 1 Capital Ratio				13.40		13.66		13.97		14.11
otal Capital Ratio				14.65		14.91		15.22		15.37
ier 1 Leverage Ratio				7.25		7.29		7.26		7.18
'otal Shareholders' Equity to Total Assets				7.27		7.30		7.22		7.24
Cangible Common Equity to Tangible Assets 4				7.08		7.11		7.03		7.05

Table 1

Non-Financial Data				
Full-Time Equivalent Employees	2,125	2,136	2,164	2,154
Branches	70	70	70	72
ATMs	450	451	456	455

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.

 $^3\,$  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."

<b>Reconciliation of Non-GAAP Financial Measures</b>						Table 2
	September 30,		June 30,		December 31,	September 30,
(dollars in thousands)	2016		2016		2015	2015
Total Shareholders' Equity	\$ 1,163,859	\$	1,157,219	\$	1,116,260	\$ 1,098,354
Less: Goodwill	31,517		31,517		31,517	31,517
Tangible Common Equity	\$ 1,132,342	\$	1,125,702	\$	1,084,743	\$ 1,066,837
Total Assets	\$ 16,014,643	\$	15,860,901	\$	15,455,016	\$ 15,164,123
Less: Goodwill	31,517		31,517		31,517	31,517
Tangible Assets	\$ 15,983,126	\$	15,829,384	\$	15,423,499	\$ 15,132,606
Risk-Weighted Assets, determined in accordance						
with prescribed regulatory requirements <sup>1</sup>	\$ 8,591,440	\$	8,343,158	\$	7,962,484	\$ 7,740,028
Total Shareholders' Equity to Total Assets	7.27%	,	7.30%	,	7.22%	7.24%
Tangible Common Equity to Tangible Assets (Non-GAAP)	7.08%	•	7.11%	•	7.03%	7.05%
Tier 1 Capital Ratio	13.40%	•	13.66%	•	13.97%	14.11%
Tangible Common Equity to Risk-Weighted Assets (Non-GAAP)	13.18%	•	13.49%		13.62%	13.78%

 $^1\ \ {\rm Risk-weighted\ assets\ as\ of\ June\ 30,2016\ were\ revised\ from\ \$8,341,990\ to\ conform\ to\ the\ current\ period\ calculation.}$ 

## **Consolidated Statements of Income**

Consolidated Statements of Income		Thr	ee Months Ende	ed		Nine Months Ended			
	S	eptember 30,	June 30,	September 30,		September 30,			
(dollars in thousands, except per share amounts)		2016	2016	2015		2016	2015		
Interest Income									
Interest and Fees on Loans and Leases	\$	83,489 \$	82,323	\$ 75,87	4 \$	246,707 \$	220,400		
Income on Investment Securities	Ŧ		,	÷,		,	,		
Available-for-Sale		10,313	10,521	10,19	2	31,648	30,663		
Held-to-Maturity		19,315	20,168	20,68		59,874	67,928		
Deposits		1	2		2	7	7		
Funds Sold		695	618	29		2,066	818		
Other		166	153	31		531	924		
Total Interest Income		113,979	113,785	107,36		340,833	320,740		
Interest Expense									
Deposits		3,232	3,081	2,41	0	9,199	7,183		
Securities Sold Under Agreements to Repurchase		5,713	6,134	6,30	7	18,000	19,118		
Funds Purchased		3	3		3	9	9		
Other Debt		1,119	1,017	74	9	3,139	1,987		
Total Interest Expense		10,067	10,235	9,46	9	30,347	28,297		
Net Interest Income		103,912	103,550	97,89	1	310,486	292,443		
Provision for Credit Losses		2,500	1,000	-	_	1,500			
Net Interest Income After Provision for Credit Losses		101,412	102,550	97,89	1	308,986	292,443		
Noninterest Income		· ,	. ,	,		,	. , .		
Trust and Asset Management		11,008	12,707	11,90	7	34,971	36,442		
Mortgage Banking		6,362	4,088	3,29		13,639	8,453		
Service Charges on Deposit Accounts		8,524	8,150	8,66		25,117	25,409		
Fees, Exchange, and Other Service Charges		14,023	13,978	13,34		41,445	39,589		
Investment Securities Gains (Losses), Net		(328)	(312)		4	10,540	10,341		
Annuity and Insurance		1,653	2,006	1,72		5,560	5,650		
Bank-Owned Life Insurance		1,911	1,551	1,60		5,010	5,431		
Other		4,961	4,351	2,66		14,558	10,138		
Total Noninterest Income		48,114	46,519	43,22		150,840	141,453		
Noninterest Expense		- 7	- ,	- ,		,	,		
Salaries and Benefits		49,725	50,289	46,57	6	150,528	143,966		
Net Occupancy		8,510	7,158	7,40		22,671	25,341		
Net Equipment		4,913	5,065	4,80		15,387	14,918		
Data Processing		3,620	3,972	3,92		11,543	11,366		
Professional Fees		2,396	2,047	2,25		7,082	6,857		
FDIC Insurance		2,104	2,144	2,13		6,600	6,347		
Other		16,264	15,396	24,78		47,178	53,582		
Total Noninterest Expense		87,532	86,071	91,88		260,989	262,377		
Income Before Provision for Income Taxes		61,994	62,998	49,22	4	198,837	171,519		
Provision for Income Taxes		18,501	18,753	14,94	8	60,889	53,647		
Net Income	\$	43,493 \$	44,245	\$ 34,27	6 \$	137,948 \$	117,872		
Basic Earnings Per Share	\$	1.02 \$	1.04	\$ 0.7	9 \$	3.23 \$	2.72		
Diluted Earnings Per Share	\$	1.02 \$	1.03	\$ 0.7	9 \$	3.21 \$	2.71		
Dividends Declared Per Share	\$	0.48 \$	0.48			1.41 \$	1.35		
Basic Weighted Average Shares		42,543,122	42,729,731	43,181,23		42,730,571	43,290,137		
Diluted Weighted Average Shares		42,778,346	42,942,960	43,427,73		42,947,059	43,514,898		

Table 3

		Т	Nine Months Ended				
	Se	ptember 30,	June 30,	September 30,	 September	30,	
(dollars in thousands)	2016		2016	2015	2016	2015	
Net Income	\$	43,493 \$	44,245	\$ 34,276	\$ 137,948 \$	117,872	
Other Comprehensive Income (Loss), Net of Tax:							
Net Unrealized Gains (Losses) on Investment Securities		(5,528)	5,157	7,051	8,323	4,735	
Defined Benefit Plans		140	141	219	422	659	
Total Other Comprehensive Income (Loss)		(5,388)	5,298	7,270	8,745	5,394	
Comprehensive Income	\$	38,105 \$	49,543	\$ 41,546	\$ 146,693 \$	123,266	

## **Consolidated Statements of Condition**

Consolidated Statements of Condition				Table 5
	September 30,	June 30,	December 31,	September 30,
(dollars in thousands)	2016	2016	2015	2015
Assets				
Interest-Bearing Deposits in Other Banks	\$ 4,181 \$	3,819 \$	4,130 \$	3,609
Funds Sold	506,604	615,395	592,892	274,873
Investment Securities				
Available-for-Sale	2,213,482	2,299,638	2,256,818	2,279,722
Held-to-Maturity (Fair Value of \$3,893,542; \$3,890,220; \$4,006,412; and \$4,181,613)	3,815,915	3,798,200	3,982,736	4,121,768
Loans Held for Sale	68,066	105,824	4,808	3,222
Loans and Leases	8,694,097	8,331,469	7,878,985	7,689,772
Allowance for Loan and Lease Losses	(104,033)	(103,932)	(102,880)	(104,038)
Net Loans and Leases	8,590,064	8,227,537	7,776,105	7,585,734
Total Earning Assets	15,198,312	15,050,413	14,617,489	14,268,928
Cash and Due from Banks	127,326	133,836	158,699	208,601
Premises and Equipment, Net	110,288	109,832	111,199	108,987
Accrued Interest Receivable	46,925	45,709	44,719	47,512
Foreclosed Real Estate	1,747	1,728	824	1,392
Mortgage Servicing Rights	20,991	19,631	23,002	23,301
Goodwill	31,517	31,517	31,517	31,517
Bank-Owned Life Insurance	272,637	271,274	268,175	266,568
Other Assets	204,900	196,961	199,392	207,317
Total Assets	\$ 16,014,643 \$	15,860,901 \$	15,455,016 \$	15,164,123
Deposits Noninterest-Bearing Demand Interest Rearing Demand	\$ 4,437,963 \$	4,383,496 \$	4,286,331 \$	
Interest-Bearing Demand	2,777,095	2,838,744	2,761,930	2,631,542
Savings	5,306,880	5,165,808	5,025,191	5,016,462
Time	1,286,427	1,255,759	1,177,651	1,186,245
Total Deposits	13,808,365	13,643,807	13,251,103	12,936,962
Funds Purchased	9,616	7,333	7,333	8,459
Securities Sold Under Agreements to Repurchase	551,683	586,785	628,857	632,138
Other Debt	267,954	267,970	245,786	270,801
Retirement Benefits Payable	47,522	47,438	47,374	54,978
Accrued Interest Payable	6,115	5,532	5,032	5,869
Taxes Payable and Deferred Taxes	24,922	20,979	17,737	25,294
Other Liabilities Total Liabilities	134,607 14,850,784	123,838 14,703,682	135,534 14,338,756	131,268
Shareholders' Equity	14,000,704	14,705,082	14,556,750	14,005,707
Common Stock (\$.01 par value; authorized 500,000,000 shares;				
issued / outstanding: September 30, 2016 - 57,854,843 / 42,733,513;				
June 30, 2016 - 57,856,419 / 42,916,163; December 31, 2015 - 57,749,071 / 43,282,153;				
and September 30, 2015 - 57,749,071 / 43,342,940)	576	576	575	575
Capital Surplus	549,064	546,928	542,041	539,112
Accumulated Other Comprehensive Loss	(14,812)	(9,424)	(23,557)	(21,292)
	1,393,231	1,370,308	1,316,260	1,293,416
-	1,575,251			
Treasury Stock, at Cost (Shares: September 30, 2016 - 15, 121, 330; June 30, 2016 - 14, 940, 256;				
	(764,200)	(751,169)	(719,059)	(713,457)
Retained Earnings           Treasury Stock, at Cost (Shares: September 30, 2016 - 15,121,330; June 30, 2016 - 14,940,256; December 31, 2015 - 14,466,918; and September 30, 2015 - 14,406,131)           Total Shareholders' Equity	\$	(751,169) 1,157,219	(719,059) 1,116,260	(713,457)

Consolidated Statements of Shareholders' Equity

					Other			
					Compre-			
					hensive			
	<b>Common Shares</b>	Commo	n	Capital	Income	Retained	Treasury	
(dollars in thousands)	Outstanding	Stoc	k	Surplus	(Loss)	Earnings	Stock	Total
Balance as of December 31, 2015	43,282,153	\$ 57	5 \$	542,041	\$ (23,557) \$	1,316,260 \$	(719,059) \$	1,116,260
Net Income	—	-	-	—		137,948	—	137,948
Other Comprehensive Income	—	-	-	—	8,745	—	—	8,745
Share-Based Compensation	—	-	_	5,020	—	—	_	5,020
Common Stock Issued under Purchase and Equity								
Compensation Plans and Related Tax Benefits	224,018		1	2,003	—	(314)	6,224	7,914
Common Stock Repurchased	(772,658)	-	_	_	—	—	(51,365)	(51,365)
Cash Dividends Declared (\$1.41 per share)	—	-	-	—	—	(60,663)	—	(60,663)
Balance as of September 30, 2016	42,733,513	\$ 57	6\$	549,064	\$ (14,812) \$	1,393,231 \$	(764,200) \$	1,163,859
Balance as of December 31, 2014	43,724,208	\$ 57	4 \$	531,932	\$ (26,686) \$	1,234,801 \$	(685,535) \$	1,055,086
Net Income	—	-	-	—	—	117,872	_	117,872
Other Comprehensive Income	—	-	-	—	5,394	—	—	5,394
Share-Based Compensation	—	-	-	5,698	—	—	_	5,698
Common Stock Issued under Purchase and Equity								
Compensation Plans and Related Tax Benefits	246,851		1	1,482		(376)	11,011	12,118
Common Stock Repurchased	(628,119)	-	_	_	—	—	(38,933)	(38,933)
Cash Dividends Declared (\$1.35 per share)	—	-	_	_	_	(58,881)	_	(58,881)
Balance as of September 30, 2015	43,342,940	\$ 57	5\$	539,112	\$ (21,292) \$	1,293,416 \$	(713,457) \$	1,098,354

Accum.

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

Та	ble	79
1 a	DIC	/a

	Three	Months Ende	1	Three	Months Ende	d	Three	Months Ende	d
	Sept	ember 30, 2016		Ju	ne 30, 2016		Septe	mber 30, 2015	;
	Average	In come/	Yield/	 Average	Income/	Yield/	 Average	In come/	Yield/
(dollars in millions)	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate
Earning Assets									
Interest-Bearing Deposits in Other Banks	\$ 4.1	\$ —	0.19 %	\$ 4.0	s —	0.17 %	\$ 3.4 \$	s —	0.22
Funds Sold	585.9	0.7	0.46	526.8	0.6	0.46	508.2	0.3	0.22
Investment Securities									
Available-for-Sale									
Taxable	1,574.9	6.8	1.72	1,619.7	6.9	1.72	1,524.4	6.5	1.69
Non-Taxable	687.1	5.4	3.16	691.8	5.5	3.17	719.4	5.8	3.19
Held-to-Maturity									
Taxable	3,563.8	17.8	1.99	3,639.5	18.6	2.05	3,953.3	19.1	1.93
Non-Taxable	243.7	2.4	3.90	244.6	2.4	3.91	247.3	2.4	3.93
Total Investment Securities	6,069.5	32.4	2.13	6,195.6	33.4	2.16	6,444.4	33.8	2.09
Loans Held for Sale	57.7	0.5	3.52	19.9	0.2	3.64	13.4	0.1	3.82
Loans and Leases <sup>1</sup>									
Commercial and Industrial	1,192.0	9.8	3.26	1,176.0	9.8	3.36	1,166.7	9.3	3.15
Commercial Mortgage	1,730.2	15.4	3.55	1,686.7	16.4	3.91	1,568.2	15.0	3.79
Construction	239.4	2.6	4.38	210.8	2.3	4.44	124.5	1.5	4.93
Commercial Lease Financing	195.1	1.2	2.38	196.4	1.2	2.36	216.2	1.9	3.50
Residential Mortgage	3,082.9	30.4	3.94	3,005.4	30.1	4.01	2,832.4	28.8	4.07
Home Equity	1,254.4	11.3	3.59	1,170.9	10.5	3.61	961.3	8.6	3.58
Automobile	426.2	5.5	5.15	405.9	5.2	5.18	359.2	4.7	5.18
Other <sup>2</sup>	363.4	7.0	7.69	353.0	6.9	7.78	317.5	6.1	7.60
Total Loans and Leases	8,483.6	83.2	3.91	8,205.1	82.4	4.03	7,546.0	75.9	4.00
Other	39.9	0.1	1.66	38.1	0.1	1.61	37.5	0.3	3.33
Fotal Earning Assets <sup>3</sup>	15,240.7	116.9	3.06	14,989.5	116.7	3.12	14,552.9	110.4	3.02
Cash and Due from Banks	133.2			120.4			131.6		
Other Assets	532.9			529.7			536.2		
Total Assets	\$ 15,906.8			\$ 15,639.6			\$ 15,220.7		
Interest-Bearing Liabilities									
Interest-Bearing Deposits									
Demand	\$ 2,770.2	0.2	0.03	\$ 2,738.1	0.3	0.04	\$ 2,622.4	0.2	0.03
Savings	5,208.3	1.1	0.09	5,184.8	1.1	0.09	5,067.8	1.1	0.09
Time	1,272.6	1.9	0.59	1,214.8	1.7	0.57	1,201.3	1.1	0.36
Total Interest-Bearing Deposits	 9,251.1	3.2	0.14	9,137.7	3.1	0.14	 8,891.5	2.4	0.11
Short-Term Borrowings	 8.7	_	0.13	7.3	_	0.15	8.5	_	0.14
Securities Sold Under Agreements to Repurchase	556.5	5.7	4.02	586.8	6.1	4.14	643.3	6.3	3.84
Other Debt	268.0	1.1	1.66	226.8	1.0	1.80	223.2	0.8	1.34
Fotal Interest-Bearing Liabilities	10,084.3	10.0	0.39	 9,958.6	10.2	0.41	 9,766.5	9.5	0.38
Net Interest Income		\$ 106.9			\$ 106.5		5	5 100.9	

Net Interest Income	\$	106.9	\$ 106.5	\$ 100.9	
Interest Rate Spread		2.67 %	2.71 %		2.64 %
Net Interest Margin		2.80 %	2.85 %		2.77 %
Noninterest-Bearing Demand Deposits	4,436.1	4,316.3		4,117.4	
Other Liabilities	224.7	220.8		244.2	
Shareholders' Equity	1,161.7	1,143.9		1,092.6	
Total Liabilities and Shareholders' Equity	\$ 15,906.8	\$ 15,639.6		\$ 15,220.7	

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.

<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 \$2,967,000, \$2,977,000 and \$3,035,000 for the three months ended September 30, 2016, June 30, 2016, and September 30, 2015, respectively.

Average Balances and Interest Rates - Taxable-Equivalent Basis

		lonths Ended 1ber 30, 2016			1onths Ended nber 30, 2015	
	 Average	Income/	Yield/	 Average	Income/	Yield/
(dollars in millions)	Balance	Expense	Rate	Balance	Expense	Rate
Earning Assets						
Interest-Bearing Deposits in Other Banks	\$ 4.2 \$	—	0.26 %	\$ 3.3 \$	—	0.27 %
Funds Sold	586.8	2.0	0.46	488.8	0.8	0.22
Investment Securities						
Available-for-Sale						
Taxable	1,594.3	20.9	1.75	1,547.8	19.5	1.68
Non-Taxable	697.9	16.5	3.16	722.8	17.2	3.18
Held-to-Maturity						
Taxable	3,627.4	55.2	2.03	4,032.8	63.2	2.09
Non-Taxable	244.6	7.2	3.91	248.2	7.3	3.93
Total Investment Securities	6,164.2	99.8	2.16	6,551.6	107.2	2.18
Loans Held for Sale	30.0	0.8	3.58	9.2	0.3	3.72
Loans and Leases 1						
Commercial and Industrial	1,165.2	30.3	3.48	1,151.3	27.2	3.16
Commercial Mortgage	1,702.1	47.5	3.73	1,506.3	43.0	3.82
Construction	206.9	6.9	4.47	118.2	4.2	4.75
Commercial Lease Financing	196.8	3.7	2.48	222.4	5.8	3.46
Residential Mortgage	3,002.6	90.0	4.00	2,734.0	84.6	4.13
Home Equity	1,176.5	32.0	3.63	915.8	24.9	3.63
Automobile	407.0	15.8	5.17	345.1	13.5	5.21
Other <sup>2</sup>	353.5	20.4	7.70	308.6	17.3	7.49
Total Loans and Leases	8,210.6	246.6	4.01	7,301.7	220.5	4.03
Other	38.8	0.5	1.83	51.6	0.9	2.39
Total Earning Assets <sup>3</sup>	15,034.6	349.7	3.10	14,406.2	329.7	3.05
Cash and Due from Banks	128.2			131.3		
Other Assets	532.5			531.9		
Total Assets	\$ 15,695.3			\$ 15,069.4		
Interest-Bearing Liabilities						
Interest-Bearing Deposits						
Demand	\$ 2,756.7	0.7	0.03	\$ 2,604.0	0.6	0.03
Savings	5,177.0	3.4	0.09	5,011.2	3.3	0.09
Time	1,232.1	5.1	0.55	1,278.1	3.3	0.35
Total Interest-Bearing Deposits	9,165.8	9.2	0.13	8,893.3	7.2	0.11
Short-Term Borrowings	7.9		0.14	8.5		0.14
Securities Sold Under Agreements to Repurchase	582.0	18.0	4.06	664.4	19.1	3.79
Other Debt	242.5	3.1	1.73	190.5	2.0	1.39
Total Interest-Bearing Liabilities	9,998.2	30.3	0.40	9,756.7	28.3	0.38
Net Interest Income	\$	319.4	0.10	\$	301.4	0.00
Interest Rate Spread	<u> </u>		2.70 %	<u> </u>		2.67 %
Net Interest Margin			2.84 %			2.79 %
Noninterest-Bearing Demand Deposits	4,326.8			3,993.7		
Other Liabilities	225.2			241.2		
Shareholders' Equity	 1,145.1			 1,077.8		
Total Liabilities and Shareholders' Equity	\$ 15,695.3			\$ 15,069.4		

Table 7b

<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.

3 Interest income includes taxable-equivalent basis adjustments, based upon a federal statutory tax rate of 35%, of \$8,957,000 and \$8,921,000 for the nine months

ended September 30, 2016 and September 30, 2015, respectively.

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

Table 8a

	Three Months End	led September 30, 2016	
	Compared	to June 30, 2016	
(dollars in millions)	 Volume <sup>1</sup>	Rate 1	Total
Change in Interest Income:			
Funds Sold	\$ 0.1 \$	— \$	0.1
Investment Securities			
Available-for-Sale			
Taxable	(0.1)	—	(0.1)
Non-Taxable	(0.1)	—	(0.1)
Held-to-Maturity			
Taxable	(0.3)	(0.5)	(0.8)
Total Investment Securities	(0.5)	(0.5)	(1.0)
Loans Held for Sale	0.3	—	0.3
Loans and Leases			
Commercial and Industrial	0.2	(0.2)	_
Commercial Mortgage	0.4	(1.4)	(1.0)
Construction	0.3	—	0.3
Residential Mortgage	0.8	(0.5)	0.3
Home Equity	0.9	(0.1)	0.8
Automobile	0.3	—	0.3
Other 2	0.2	(0.1)	0.1
Total Loans and Leases	3.1	(2.3)	0.8
Total Change in Interest Income	3.0	(2.8)	0.2
Change in Interest Expense:			
Interest-Bearing Deposits Demand		(0.1)	
		(0.1)	(0.1)
Time	0.1	0.1	0.2
Total Interest-Bearing Deposits	0.1	_	0.1
Securities Sold Under Agreements to Repurchase	(0.3)	(0.1)	(0.4)
Other Debt	0.2	(0.1)	0.1
Total Change in Interest Expense		(0.2)	(0.2)
Change in Net Interest Income	\$ 3.0 \$	(2.6) \$	0.4

<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.

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

Table 8b

	Three Months En	ded September 30, 2016		
	Compared to	September 30, 2015		
(dollars in millions)	 Volume 1	Rate <sup>1</sup>	Total	
Change in Interest Income:				
Funds Sold	\$ 0.1 \$	0.3 \$	0.4	
Investment Securities				
Available-for-Sale				
Taxable	0.2	0.1	0.3	
Non-Taxable	(0.3)	(0.1)	(0.4)	
Held-to-Maturity				
Taxable	(1.9)	0.6	(1.3)	
Total Investment Securities	(2.0)	0.6	(1.4)	
Loans Held for Sale	0.4	_	0.4	
Loans and Leases				
Commercial and Industrial	0.2	0.3	0.5	
Commercial Mortgage	1.5	(1.1)	0.4	
Construction	1.3	(0.2)	1.1	
Commercial Lease Financing	(0.2)	(0.5)	(0.7)	
Residential Mortgage	2.5	(0.9)	1.6	
Home Equity	2.6	0.1	2.7	
Automobile	0.8	—	0.8	
Other 2	0.9	—	0.9	
Total Loans and Leases	9.6	(2.3)	7.3	
Other	—	(0.2)	(0.2)	
Total Change in Interest Income	8.1	(1.6)	6.5	
Change in Interest Expense:				
Interest-Bearing Deposits				
Time	0.1	0.7	0.8	
Total Interest-Bearing Deposits	0.1	0.7	0.8	
Securities Sold Under Agreements to Repurchase	(0.9)	0.3	(0.6)	
Other Debt	0.2	0.1	0.3	
Total Change in Interest Expense	(0.6)	1.1	0.5	
Change in Net Interest Income	\$ 8.7 \$	(2.7) \$	6.0	

<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.

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

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

	Nine Months En	ded September 30, 2016	
	Compared to	September 30, 2015	
(dollars in millions)	 Volume 1	Rate <sup>1</sup>	Total
Change in Interest Income:			
Funds Sold	\$ 0.2 \$	1.0 \$	1.2
Investment Securities			
Available-for-Sale			
Taxable	0.6	0.8	1.4
Non-Taxable	(0.6)	(0.1)	(0.7)
Held-to-Maturity			
Taxable	(6.2)	(1.8)	(8.0)
Non-Taxable	(0.1)	—	(0.1)
Total Investment Securities	(6.3)	(1.1)	(7.4)
Loans Held for Sale	0.5	—	0.5
Loans and Leases			
Commercial and Industrial	0.4	2.7	3.1
Commercial Mortgage	5.5	(1.0)	4.5
Construction	3.0	(0.3)	2.7
Commercial Lease Financing	(0.6)	(1.5)	(2.1)
Residential Mortgage	8.1	(2.7)	5.4
Home Equity	7.1	—	7.1
Automobile	2.4	(0.1)	2.3
Other 2	2.6	0.5	3.1
Total Loans and Leases	28.5	(2.4)	26.1
Other	(0.2)	(0.2)	(0.4)
Total Change in Interest Income	22.7	(2.7)	20.0
Change in Interest Expense:			
Interest-Bearing Deposits			
Demand		0.1	0.1
Savings	0.1	—	0.1
Time	(0.1)	1.9	1.8

Time		(0.1)	1.9	1.8
Total Interest-Bearing Deposits		—	2.0	2.0
Securities Sold Under Agreements to Repurchase		(2.4)	1.3	(1.1)
Other Debt		0.6	0.5	1.1
Total Change in Interest Expense		(1.8)	3.8	2.0
Change in Net Interest Income	S	24.5 \$	(6.5) \$	18.0

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

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

Table 8c

Salaries and Benefits

		Thr	ee Months Ended		Nine Months Ended			
	Sep	tember 30,	June 30,	September 30,		September 3	0,	
(dollars in thousands)		2016	2016	2015		2016	2015	
Salaries	\$	29,401 \$	28,797 \$	28,905	\$	87,339 \$	85,033	
Incentive Compensation		5,743	5,917	4,223		17,625	13,696	
Share-Based Compensation		2,968	2,746	2,616		8,024	7,712	
Commission Expense		2,051	2,151	1,639		5,559	5,158	
Retirement and Other Benefits		3,866	4,092	4,064		12,912	12,912	
Payroll Taxes		2,224	2,288	2,200		8,089	8,063	
Medical, Dental, and Life Insurance		3,366	3,872	2,870		10,130	8,503	
Separation Expense		106	426	59		850	2,889	
Total Salaries and Benefits	\$	49,725 \$	50,289 \$	46,576	\$	150,528 \$	143,966	

Table 9

## Loan and Lease Portfolio Balances

Loan and Lease Portfolio Balances					Table 10
	September 30,	June 30,	March 31,	December 31,	September 30,
(dollars in thousands)	2016	2016	2016	2015	2015
Commercial					
Commercial and Industrial	\$ 1,217,849	\$ 1,174,879	\$ 1,180,341	\$ 1,115,168	\$ 1,169,817
Commercial Mortgage	1,807,190	1,712,271	1,687,199	1,677,147	1,622,119
Construction	263,079	226,062	192,909	156,660	129,254
Lease Financing	201,436	192,630	195,804	204,877	202,055
Total Commercial	3,489,554	3,305,842	3,256,253	3,153,852	3,123,245
Consumer					
Residential Mortgage	3,098,936	3,032,981	2,929,388	2,925,605	2,875,605
Home Equity	1,295,993	1,213,154	1,131,796	1,069,400	993,817
Automobile	437,659	417,017	399,825	381,735	367,640
Other 1	371,955	362,475	348,348	348,393	329,465
Total Consumer	5,204,543	5,025,627	4,809,357	4,725,133	4,566,527
Total Loans and Leases	\$ 8,694,097	\$ 8,331,469	\$ 8,065,610	\$ 7,878,985	\$ 7,689,772

### Deposits

	September 30,	June 30,	March 31,	December 31,	September 30,
(dollars in thousands)	2016	2016	2016	2015	2015
Consumer	\$ 6,781,371 \$	6,618,164 \$	6,568,651 \$	6,445,510 \$	6,254,862
Commercial	5,751,184	5,697,490	5,678,987	5,502,739	5,397,857
Public and Other	1,275,810	1,328,153	1,241,254	1,302,854	1,284,243
Total Deposits	\$ 13,808,365 \$	13,643,807 \$	13,488,892 \$	13,251,103 \$	12,936,962

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

Non-Performing Assets and Accruing Loans and Leases Pas			<b>1 2</b> 0	M	D 1 4	Table 11
(dollars in thousands)	5	September 30, 2016	June 30, 2016	March 31, 2016	December 31, S 2015	eptember 30, 2015
(dollars in thousands)		2010	2010	2010	2013	2015
Non-Performing Assets						
Non-Accrual Loans and Leases						
Commercial	ŕ	201 6	2/0 0	<i>(((</i> <b>•</b>	5.000 ¢	0.522
Commercial and Industrial	\$	201 \$	269 \$	666 \$	5,829 \$	8,532
Commercial Mortgage		1,023	1,194	3,401	3,469	1,058
Total Commercial		1,224	1,463	4,067	9,298	9,590
Consumer						
Residential Mortgage		12,735	9,979	13,719	14,598	14,749
Home Equity		2,966	3,110	2,501	4,081	3,814
Total Consumer		15,701	13,089	16,220	18,679	18,563
Total Non-Accrual Loans and Leases		16,925	14,552	20,287	27,977	28,153
Foreclosed Real Estate		1,747	1,728	1,728	824	1,392
Total Non-Performing Assets	\$	18,672 \$	16,280 \$	22,015 \$	28,801 \$	29,545
Accruing Loans and Leases Past Due 90 Days or More						
Consumer						
Residential Mortgage	\$	2,583 \$	5,640 \$	4,219 \$	4,453 \$	5,060
Home Equity		1,210	1,128	2,096	1,710	1,396
Automobile		578	464	524	315	631
Other 1		1,273	1,518	1,099	1,096	1,058
Total Consumer		5,644	8,750	7,938	7,574	8,145
Total Accruing Loans and Leases Past Due 90 Days or More	\$	5,644 \$	8,750 \$	7,938 \$	7,574 \$	8,145
Restructured Loans on Accrual Status						
and Not Past Due 90 Days or More	\$	52,095 \$	52,173 \$	50,707 \$	49,430 \$	49,506
Total Loans and Leases	\$	8,694,097 \$	8,331,469 \$	8,065,610 \$	7,878,985 \$	7,689,772
Ratio of Non-Accrual Loans and Leases to Total Loans and Leases		0.19%	0.17%	0.25%	0.36%	0.37%
Ratio of Non-Performing Assets to Total Loans and Leases						
and Foreclosed Real Estate		0.21%	0.20%	0.27%	0.37%	0.38%
Ratio of Commercial Non-Performing Assets to Total Commercial Loans						
and Leases and Commercial Foreclosed Real Estate		0.04%	0.04%	0.12%	0.29%	0.31%
Datio of Community New Defension: Access to Total Community Lange						
Ratio of Consumer Non-Performing Assets to Total Consumer Loans and Leases and Consumer Foreclosed Real Estate		0.34%	0.29%	0.37%	0.41%	0.44%
		0.5170	0.2570	0.5770	0.1170	0.117
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		0.28%	0.30%	0.37%	0.46%	0.49%
Quarter to Quarter Changes in Non-Performing Assets						
Balance at Beginning of Quarter	\$	16,280 \$	22,015 \$	28,801 \$	29,545 \$	29,450
Additions		3,730	1,300	4,002	2,353	4,427
Reductions						
Payments		(501)	(3,401)	(6,012)	(2,473)	(1,191)
Return to Accrual Status		(701)	(3,560)	(4,272)	(24)	(1,748)
Sales of Foreclosed Real Estate		—	_	(248)	(458)	(1,300)
Charge-offs/Write-downs		(136)	(74)	(256)	(142)	(93)
Total Reductions		(1,338)	(7,035)	(10,788)	(3,097)	(4,332)
Balance at End of Quarter	\$	18,672 \$	16,280 \$	22,015 \$	28,801 \$	29,545

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

		Thr		Nine Months Ended			
	Se	Three Months EndedSeptember 30,June 30,			September 30,		
(dollars in thousands)	5	2016	2016	2015	,	Septembe 2016	2015
Balance at Beginning of Period	\$	110,504 \$	111,249	\$ 111,8	93 \$	108,952 \$	114,575
Loans and Leases Charged-Off							
Commercial							
Commercial and Industrial		(209)	(204)	(1	60)	(670)	(650
Consumer							
Residential Mortgage		(104)	(79)		_	(388)	(613
Home Equity		(222)	17	(6	(34)	(848)	(1,061
Automobile		(1,703)	(1,372)	(1,4	76)	(4,635)	(4,141
Other 1		(2,678)	(2,117)	(2,1	23)	(7,017)	(5,512
Fotal Loans and Leases Charged-Off		(4,916)	(3,755)	(4,3	93)	(13,558)	(11,977)
Recoveries on Loans and Leases Previously Charged-Off							
Commercial							
Commercial and Industrial		282	403	4	26	7,552	1,528
Commercial Mortgage		14	14		15	42	43
Construction		_	_		8	23	24
Lease Financing		_	1		55	2	131
Consumer							
Residential Mortgage		517	279	2	82	997	720
Home Equity		618	322	e	93	1,453	2,140
Automobile		615	541	5	08	1,748	1,398
Other 1		471	450	4	38	1,394	1,343
Fotal Recoveries on Loans and Leases Previously Charged-Off		2,517	2,010	2,4	25	13,211	7,327
Net Loans and Leases Charged-Off		(2,399)	(1,745)	(1,9	68)	(347)	(4,650)
Provision for Credit Losses		2,500	1,000		_	1,500	_
Provision for Unfunded Commitments		_	_	1	85	500	185
Balance at End of Period <sup>2</sup>	\$	110,605 \$	110,504	\$ 110,1	10 \$	110,605 \$	110,110
Components							
Allowance for Loan and Lease Losses	\$	104,033 \$	103,932	\$ 104,0	38 \$	104,033 \$	104,038
Reserve for Unfunded Commitments		6,572	6,572	6,0	72	6,572	6,072
Fotal Reserve for Credit Losses	\$	110,605 \$	110,504	\$ 110,1	10 \$	110,605 \$	110,110
Average Loans and Leases Outstanding	\$	8,483,588 \$	8,205,104	\$ 7,545,9	85 \$	8,210,596 \$	7,301,656
Ratio of Net Loans and Leases Charged-Off to							
Average Loans and Leases Outstanding (annualized)		0.11%	0.09%	ó 0.	10%	0.01%	0.09
Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding		1.20%	1.25%	ó 1.	35%	1.20%	1.35

<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.

	D .4-9	C	T	<b>T</b>	Constituted
	Retail	Commercial	Investment	Treasury	Consolidated
(dollars in thousands)	Banking	Banking	Services	and Other	Total
Three Months Ended September 30, 2016					
Net Interest Income	\$ 61,747 \$	38,613 \$	6,029 \$	(2,477) \$	103,912
Provision for Credit Losses	2,574	(168)	(7)	101	2,500
Net Interest Income After Provision for Credit Losses	59,173	38,781	6,036	(2,578)	101,412
Noninterest Income	24,786	6,977	13,662	2,689	48,114
Noninterest Expense	(51,892)	(17,449)	(14,579)	(3,612)	(87,532
Income Before Provision for Income Taxes	32,067	28,309	5,119	(3,501)	61,994
Provision for Income Taxes	(11,329)	(10,073)	(1,894)	4,795	(18,501
Net Income	\$ 20,738 \$	18,236 \$	3,225 \$	1,294 \$	43,493
Total Assets as of September 30, 2016	\$ 5,206,442 \$	3,428,424 \$	290,207 \$	7,089,570 \$	16,014,643

\$ 51,732 \$	37,133 \$	4,517 \$	4,509 \$	97,891
2,209	(226)	(20)	(1,963)	—
49,523	37,359	4,537	6,472	97,891
21,206	4,873	14,363	2,779	43,221
(49,963)	(25,632)	(14,031)	(2,262)	(91,888)
20,766	16,600	4,869	6,989	49,224
(7,352)	(5,566)	(1,802)	(228)	(14,948)
\$ 13,414 \$	11,034 \$	3,067 \$	6,761 \$	34,276
\$ 4,578,333 \$	3,102,598 \$	232,641 \$	7,250,551 \$	15,164,123
\$ 	2,209 49,523 21,206 (49,963) 20,766 (7,352) \$ 13,414 \$	2,209         (226)           49,523         37,359           21,206         4,873           (49,963)         (25,632)           20,766         16,600           (7,352)         (5,566)           \$         13,414         \$	2,209         (226)         (20)           49,523         37,359         4,537           21,206         4,873         14,363           (49,963)         (25,632)         (14,031)           20,766         16,600         4,869           (7,352)         (5,566)         (1,802)           \$         13,414         \$         11,034         \$	2,209         (226)         (20)         (1,963)           49,523         37,359         4,537         6,472           21,206         4,873         14,363         2,779           (49,963)         (25,632)         (14,031)         (2,262)           20,766         16,600         4,869         6,989           (7,352)         (5,566)         (1,802)         (228)           \$         13,414         \$         11,034         \$         3,067         \$         6,761         \$

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

Business Segments Selected Financial Information					Table 13b
	Retail	Commercial	Investment	Treasury	Consolidated
(dollars in thousands)	Banking	Banking	Services	and Other	Total
Nine Months Ended September 30, 2016					
Net Interest Income	\$ 179,798 \$	115,112 \$	18,518 \$	(2,942) \$	310,486
Provision for Credit Losses	7,415	(7,052)	(18)	1,155	1,500
Net Interest Income After Provision for Credit Losses	172,383	122,164	18,536	(4,097)	308,986
Noninterest Income	67,364	21,015	43,632	18,829	150,840
Noninterest Expense	(155,391)	(52,479)	(44,786)	(8,333)	(260,989)
Income Before Provision for Income Taxes	84,356	90,700	17,382	6,399	198,837
Provision for Income Taxes	(29,958)	(32,337)	(6,431)	7,837	(60,889)
Net Income	\$ 54,398 \$	58,363 \$	10,951 \$	14,236 \$	137,948
Total Assets as of September 30, 2016	\$ 5,206,442 \$	3,428,424 \$	290,207 \$	7,089,570 \$	16,014,643
Nine Months Ended September 30, 2015 1					
Net Interest Income	\$ 150,631 \$	107,293 \$	13,153 \$	21,366 \$	292,443
Provision for Credit Losses	5,659	(957)	(37)	(4,665)	—
Net Interest Income After Provision for Credit Losses	144,972	108,250	13,190	26,031	292,443

	,,	,	- ,	- )	- ) -
Noninterest Income	61,123	16,417	44,770	19,143	141,453
Noninterest Expense	(149,461)	(60,239)	(43,192)	(9,485)	(262,377)
Income Before Provision for Income Taxes	56,634	64,428	14,768	35,689	171,519
Provision for Income Taxes	(20,097)	(22,390)	(5,464)	(5,696)	(53,647)
Net Income	\$ 36,537 \$	42,038 \$	9,304 \$	29,993 \$	117,872
Total Assets as of September 30, 2015 1	\$ 4,578,333 \$	3,102,598 \$	232,641 \$	7,250,551 \$	15,164,123

<sup>1</sup> Certain prior period information has been reclassified to conform to current presentation.

Selected Quarterly Financial Data

					Three Months Ended					
	5	September 30,		June 30,	March 31,			December 31,	September 3	
(dollars in thousands, except per share amounts)		2016		2016		2016		2015		2015
Quarterly Operating Results										
nterest Income										
Interest and Fees on Loans and Leases	\$	83,489	\$	82,323	\$	80,895	\$	78,122	\$	75,874
Income on Investment Securities										
Available-for-Sale		10,313		10,521		10,814		10,829		10,192
Held-to-Maturity		19,315		20,168		20,391		21,722		20,689
Deposits		1		2		4		1		2
Funds Sold		695		618		753		315		291
Other		166		153		212		381		312
otal Interest Income		113,979		113,785		113,069		111,370		107,360
nterest Expense										
Deposits		3,232		3,081		2,886		2,443		2,410
Securities Sold Under Agreements to Repurchase		5,713		6,134		6,153		6,246		6,307
Funds Purchased		3		3		3		3		3
Other Debt		1,119		1,017		1,003		1,034		749
otal Interest Expense		10,067		10,235		10,045		9,726		9,469
iet Interest Income		103,912		103,550		103,024		101,644		97,891
rovision for Credit Losses		2,500		1,000		(2,000)		1,000		
let Interest Income After Provision for Credit Losses		101,412		102,550		105,024		100,644		97,891
Ioninterest Income										
Trust and Asset Management		11,008		12,707		11,256		11,243		11,907
Mortgage Banking		6,362		4,088		3,189		3,130		3,291
Service Charges on Deposit Accounts		8,524		8,150		8,443		8,663		8,669
Fees, Exchange, and Other Service Charges		14,023		13,978		13,444		13,764		13,340
Investment Securities Gains (Losses), Net		(328)		(312)		11,180		(181)		24
Annuity and Insurance		1,653		2,006		1,901		2,014		1,721
Bank-Owned Life Insurance		1,911		1,551		1,548		1,608		1,609
Other		4,961		4,351		5,246		4,525		2,660
'otal Noninterest Income		48,114		46,519		56,207		44,766		43,221
loninterest Expense										
Salaries and Benefits		49,725		50,289		50,514		47,997		46,576
Net Occupancy		8,510		7,158		7,003		4,876		7,403
Net Equipment		4,913		5,065		5,409		5,244		4,804
Data Processing		3,620		3,972		3,951		5,106		3,920
Professional Fees		2,396		2,047		2,639		2,803		2,258
FDIC Insurance		2,104		2,144		2,352		2,322		2,139
Other		16,264		15,396		15,518		17,379		24,788
'otal Noninterest Expense		87,532		86,071		87,386		85,727		91,888
ncome Before Provision for Income Taxes		61,994		62,998		73,845		59,683		49,224
rovision for Income Taxes		18,501		18,753		23,635		16,851		14,948
let Income	\$	43,493	\$	44,245	\$	50,210	\$	42,832	\$	34,276
	¢	1.02	¢	1.04	¢			1.00	-	0.50
asic Earnings Per Share	\$	1.02	\$	1.04	\$	1.17	\$	1.00	\$	0.79
iluted Earnings Per Share alance Sheet Totals	\$	1.02	\$	1.03	\$	1.16	S	0.99	\$	0.79
oans and Leases	\$	8,694,097	\$	8,331,469	\$	8,065,610	\$	7,878,985	\$	7,689,772
otal Assets		16,014,643		15,860,901		15,654,695		15,455,016		15,164,123
otal Deposits		13,808,365		13,643,807		13,488,892		13,251,103		12,936,962
otal Shareholders' Equity		1,163,859		1,157,219		1,138,753		1,116,260		1,098,354
· · · · · · · · · · · · · · · · · · ·		,,->		,,-*>		,,		,,		- , - , - , - , - , - , - , - , - , - ,
erformance Ratios			<b>0</b> /		0/					
teturn on Average Assets		1.09	%	1.14	%	1.30	/0	1.11	/0	0.89

Table 14

Return on Average Shareholders' Equity	14.89	15.56	17.88	15.41	12.45
Efficiency Ratio 1	57.58	57.35	54.88	58.55	65.12
Net Interest Margin <sup>2</sup>	2.80	2.85	2.86	2.85	2.77

<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

Hawaii Economic Trends									Table 1		
		Eight Months Ende	ed		Year Ended						
(\$ in millions; jobs in thousands)	August 31, 2016				December		December 31,2	2014			
Hawaii Economic Trends											
State General Fund Revenues 1	\$	4,167.5	5.0 %	\$	5,998.6	8.4		5,535.7	1.6 %		
General Excise and Use Tax Revenue <sup>1</sup>	\$	2,146.7	1.6 %	\$	3,141.5	5.4	% \$	2,979.8	2.5 %		
Jobs <sup>2</sup>		660.9			658.8			643.7			
						September 30,		December 3	1,		
(spot rates)						2016		2015	2014		
Unemployment <sup>3</sup>											
Statewide, seasonally adjusted						3.3	%	3.2 %	4.0 %		
Oahu						3.0		2.7	3.5		
Island of Hawaii						3.7		3.7	4.7		
Maui						3.3		3.1	3.8		
Kauai						3.3		3.5	4.3		
							_				
					September 30,		Dece	mber 31,	2012		
(percentage change, except months of inventory)					2016	2015		2014	2013		
Housing Trends (Single Family Oahu) <sup>4</sup>											
Median Home Price					5.2 %	3.7		3.8 %	4.8 %		
Home Sales Volume (units)					4.8 %	5.2	%	(0.8) %	4.6 %		
Months of Inventory					2.9	2.6		2.6	2.7		
					Monthly Visitor	Arrivals,		Percentage Ch	ange		
(in thousands)					Not Seasonally	Adjusted		from Previous	Year		
Tourism <sup>5</sup>											
August 31, 2016						780.7			3.1		
July 31, 2016						835.4			2.1		
June 30, 2016						800.3			4.2		
May 31, 2016						718.9			1.3		
April 30, 2016						700.6			3.4		
March 31, 2016						786.3			0.8		
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						757.5			3.1 5.9		
July 31, 2015 June 30, 2015						818.5 767.9			6.0		
May 31, 2015						709.7			9.3		
April 30, 2015						677.8			2.3		
March 31, 2015						780.1			7.0		
February 28, 2015						661.7			2.3		
January 31, 2015						678.9			(0.6)		
December 31, 2014						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)		
July 31, 2014						772.8			2.0		
									1.1		
June 30, 2014						724.5			1.1		
						724.5 649.1			1.8		
June 30, 2014 May 31, 2014 April 30, 2014											

February 28, 2014	646.8	(4.3)
January 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

 $^3\,$  Source: Hawaii Department of Labor and Industrial Relations, County jobs data not seasonally adjusted.

4 Source: Honolulu Board of REALTORS

<sup>5</sup> Source: Hawaii Tourism Authority

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