

NYSE: BOH

**4h** Bank of Hawaii

Corporation

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### **Bank of Hawaii Corporation Second Quarter 2017 Financial Results**

- Diluted Earnings Per Share \$1.05
- Net Income \$44.7 Million
- Board of Directors Increases Dividend to \$0.52 Per Share

#### FOR IMMEDIATE RELEASE

**HONOLULU, HI** (July 24, 2017) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of \$1.05 for the second quarter of 2017, down from diluted earnings per share of \$1.20 in the previous quarter and up from diluted earnings per share of \$1.03 in the same quarter last year. Net income for the second quarter of 2017 was \$44.7 million compared with net income of \$51.2 million in the first quarter of 2017 and net income of \$44.2 million in the second quarter of 2016. Income for the first quarter of 2017 included sales of \$12.5 million in Visa Class B shares. There were no sales of Visa shares during the second quarter of 2017 or the second quarter of 2016.

Loan and lease balances increased to \$9.4 billion at June 30, 2017, up 3.0 percent from March 31, 2017 and up 12.7 percent compared with June 30, 2016. Deposits grew 2.1 percent during the second quarter as balances increased to \$14.8 billion at June 30, 2017 compared with \$14.5 billion at March 31, 2017 and \$13.6 billion at June 30, 2016.

"Bank of Hawaii Corporation continued to perform well during the second quarter of 2017," said Peter Ho, Chairman, President and CEO. "Our loans and deposits continued to grow, our margin improved, expenses were well controlled, and our asset quality remains strong. We are also pleased to increase the dividend to our shareholders for the third time in the past eighteen months."

The return on average assets for the second quarter of 2017 was 1.09 percent, down from 1.26 percent in the previous quarter and 1.14 percent in the same quarter last year. The return on average equity for the second quarter of 2017 was 14.87 percent, down from 17.63 percent for the first quarter of 2017 and 15.56 percent in the second quarter of 2016. The efficiency ratio for the second quarter of 2017 was 55.99 percent compared with 53.42 percent in the previous quarter and 57.35 percent in the same quarter last year.

For the six-month period ended June 30, 2017, net income was \$95.8 million, an increase of \$1.4 million from net income of \$94.5 million during the same period last year. Diluted earnings per share were \$2.24 for the first half of 2017, an increase from diluted earnings per share of \$2.19 for the first half of 2016. The return on average assets for the six-month period ended June 30, 2017 was 1.17 percent compared with 1.22 percent for the same six months in 2016. The year-to-date return on average equity was 16.22 percent for the first half of 2017 compared with 16.71 percent for the six month period ended June 30, 2016. The efficiency ratio for the first half of 2017 improved to 54.67 percent compared with 56.08 percent in the same period last year.

#### **Financial Highlights**

Net interest income, on a taxable equivalent basis, for the second quarter of 2017 was \$115.3 million, an increase of \$2.4 million compared with net interest income of \$112.9 million in the first quarter of 2017 and an increase of \$8.8 million compared with net interest income of \$106.5 million in the second quarter of 2016. Net interest income for the first half of 2017 was \$228.3 million, an increase of \$15.7 million compared with net interest income of \$212.6 million for the first half of 2016. Analyses of the changes in net interest income are included in Tables 8a, 8b and 8c.

The net interest margin was 2.92 percent for the second quarter of 2017, up 3 basis points from the net interest margin of 2.89 percent in the previous quarter and a 7 basis point increase from the net interest margin of 2.85 percent in the second quarter of 2016. The net interest margin for the first six months of 2017 was 2.90 percent compared with 2.86 percent for the same six-month period last year.

Results for the second quarter of 2017 included a provision for credit losses of \$4.3 million compared with a provision for credit losses of \$4.4 million in the previous quarter and a provision for credit losses of \$1.0 million in the same quarter last year. The provision for credit losses during the first half of 2017 was \$8.7 million compared with a negative provision of \$1.0 million during the same period in 2016. Provision expense for the first half of 2016 reflects a recovery of \$6.6 million related to one commercial client in Guam.

Noninterest income was \$45.2 million in the second quarter of 2017, a decrease of \$10.7 million compared with noninterest income of \$55.9 million in the first quarter of 2017 and a decrease of \$1.3 million compared with noninterest income of \$46.5 million in the second quarter of 2016. There were no significant items in noninterest income during the second quarter of 2017. Noninterest income in the first quarter of 2017 included the previously mentioned gain of \$12.5 million resulting from the sale of 90,000 Visa Class B shares. Noninterest income in the second quarter of 2016 included a service fee of \$1.2 million resulting from the sale of trust real estate. Noninterest income for the first half of 2017 was \$101.2 million, a decrease of \$1.5 million compared with noninterest income of \$102.7 million for the first half of 2016.

Noninterest expense was \$88.2 million in the second quarter of 2017, a decrease of \$0.4 million compared with noninterest expense of \$88.6 million in the first quarter of 2017 and an increase of \$2.1 million compared with noninterest expense of \$86.1 million in the second quarter last year. There were no significant items in noninterest expense during the second quarter of 2017. Noninterest expense in the first quarter of 2017 included seasonal payroll expenses of approximately \$2.5 million. Noninterest expense in the second quarter of 2016 included a net gain of \$1.3 million from the sale of bank-owned real estate property. An analysis of noninterest expenses related to salaries and benefits is included in Table 9. Noninterest expense for the first half of 2017 was \$176.8 million, an increase of \$3.3 million compared with noninterest expense of \$173.5 million for the first half of 2016.

The effective tax rate for the second quarter of 2017 was 31.37 percent compared with 29.72 percent in the previous quarter and 29.77 percent in the same quarter last year. The lower effective tax rate for the first quarter of 2017 was due to the adoption of an accounting change related to the exercise of stock options and the vesting of restricted stock. The lower effective tax rate in second quarter of 2016 was primarily due to the release of state tax reserves. The effective tax rate for the first half of 2017 was 30.50 percent compared with 30.98 percent during the same period last year.

The Company's business segments are defined as Retail Banking, Commercial Banking, Investment Services, and Treasury & Other. Their 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 asset quality continued to remain solid during the second quarter of 2017. Total non-performing assets were \$16.4 million at June 30, 2017, down \$2.6 million from non-performing assets of \$19.0 million at March 31, 2017 and up \$0.1 million from non-performing assets of \$16.3 million at June 30, 2016. As a percentage of total loans and leases, including foreclosed real estate, non-performing assets were 0.17 percent at the end of the second quarter of 2017, down from 0.21 percent at the end of the first quarter of 2017 and down from 0.20 percent at the end of the second quarter last year.

Accruing loans and leases past due 90 days or more were \$7.0 million at June 30, 2017, up from \$5.9 million at March 31, 2017 and down from \$8.8 million at June 30, 2016. Restructured loans not included in non-accrual loans or accruing loans past due 90 days or more were \$53.2 million at June 30, 2017, an increase from \$53.0 million at March 31, 2017 and \$52.2 million at June 30, 2016. More information on non-performing assets and accruing loans and leases past due 90 days or more is presented in Table 11.

Net loan and lease charge-offs during the second quarter of 2017 were \$3.0 million or 0.13 percent annualized of total average loans and leases outstanding. Loan and lease charge-offs of \$5.5 million during the quarter were partially offset by recoveries of \$2.5 million. Net charge-offs during the first quarter of 2017 were \$3.6 million or 0.16 percent annualized of total average loans and leases outstanding and comprised of \$5.7 million in charge-offs and recoveries of \$2.1 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 comprised of \$3.7 million in charge-offs and recoveries of \$2.0 million. Net charge-offs during the first half of 2017 were \$6.6 million or 0.15 percent annualized of total average loans and leases outstanding compared with net recoveries of \$2.1 million for the first half of 2016. Results for the first half of 2016 include the previously mentioned recovery related to one commercial client in Guam.

The allowance for loan and lease losses increased to \$106.4 million at June 30, 2017 compared with \$105.1 million at March 31, 2017 and \$103.9 million at June 30, 2016. The ratio of the allowance for loan and lease losses to total loans and leases was 1.13 percent at June 30, 2017, a decrease of 2 basis points from the previous quarter and 12 basis points from the second quarter last year. The allowance for loan and lease losses at June 30, 2017 is commensurate with the Company's asset quality and the Hawaii economy. As a result of continued strong growth in Hawaii commercial lending, the reserve for unfunded commitments was increased to \$6.8 million at June 30, 2017 compared with the reserve for unfunded commitments of \$6.6 million at March 31, 2017 and 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.

#### **Other Financial Highlights**

Total assets were \$17.0 billion at June 30, 2017, up from total assets of \$16.7 billion at March 31, 2017 and up from total assets of \$15.9 billion at June 30, 2016. Average total assets increased to \$16.5 billion during the second quarter of 2017, up from \$16.4 billion during the previous quarter and \$15.6 billion during the same quarter last year.

The investment securities portfolio was \$6.1 billion at June 30, 2017, down from \$6.2 billion at March 31, 2017 and up from \$6.0 billion at June 30, 2016. The portfolio remains largely comprised of securities issued by U. S. government agencies and included \$3.8 billion in securities held to maturity and \$2.3 billion in securities available for sale at June 30, 2017.

Total loans and leases were \$9.4 billion at June 30, 2017, up from total loans and leases of \$9.1 billion at March 31, 2017 and up from total loans and leases of \$8.3 billion at June 30, 2016. Average total loans and leases increased to \$9.2 billion during the second quarter of 2017, up from \$9.0 billion during the previous quarter and \$8.2 billion during the same quarter last year.

The commercial loan portfolio was \$3.7 billion at June 30, 2017, up from \$3.6 billion at March 31, 2017 and \$3.3 billion at June 30, 2016. The consumer loan portfolio was \$5.7 billion at June 30, 2017, up from \$5.5 billion at March 31, 2017 and \$5.0 billion at June 30, 2016. Loan and lease portfolio balances are summarized in Table 10.

Total deposits were \$14.8 billion at June 30, 2017, up from total deposits of \$14.5 billion at March 31, 2017 and up from total deposits of \$13.6 billion at June 30, 2016. Average total deposits increased to \$14.3 billion during the second quarter of 2017, up from \$14.2 billion during the previous quarter and \$13.5 billion during the same quarter last year.

Consumer deposits were \$7.3 billion at June 30, 2017, up from \$7.2 billion at March 31, 2017 and \$6.6 billion at June 30, 2016. Commercial deposits were \$5.9 billion at June 30, 2017, down from \$6.1 billion at March 31, 2017 and up from \$5.7 billion at June 30, 2016. Other deposits, including public funds, were \$1.6 billion at June 30, 2017, up from \$1.2 billion at March 31, 2017 and \$1.3 billion at June 30, 2016. Deposit balances are summarized in Tables 7 and 10.

During the second quarter of 2017, the Company repurchased 123.1 thousand shares of common stock at a total cost of \$9.9 million under its share repurchase program. The average cost was \$80.28 per share repurchased. From the beginning of the share repurchase program initiated during July of 2001 through June 30, 2017, the Company has repurchased 53.9 million shares and returned over \$2.0 billion to shareholders at an average cost of \$38.04 per share. Remaining buyback authority under the share repurchase program was \$45.5 million at June 30, 2017. From July 3 through July 21, 2017, the Company repurchased an additional 42.0 thousand shares of common stock at an average cost of \$82.52 per share.

Total shareholders' equity increased to \$1.2 billion at June 30, 2017. At June 30, 2017, the Tier 1 Capital Ratio was 13.34 percent compared with 13.41 percent at March 31, 2017 and 13.66 percent at June 30, 2016. The Tier 1 leverage ratio at June 30, 2017 was 7.37 percent compared with 7.29 percent at March 31, 2017 and June 30, 2016.

The Company's Board of Directors declared a quarterly cash dividend of \$0.52 per share on the Company's outstanding shares. The dividend will be payable on September 15, 2017 to shareholders of record at the close of business on August 31, 2017.

#### Hawaii Economy

Economic conditions in Hawaii continue to remain positive due to the active construction industry, growing tourism and a strong real estate market. The statewide seasonally-adjusted unemployment rate in Hawaii remains among the lowest in the United States at 2.7 percent in June 2017 compared to 4.4 percent nationally. For the first five months of 2017, total visitor spending increased 9.8 percent and visitor arrivals increased 4.2 percent compared to the same period in 2016. Year-to-date, all four of Hawaii's largest visitor markets, U. S. West, U. S. East, Japan, and Canada, have reported strong growth compared with the first five months of 2016. For the first six months of 2017, the volume of single-family home sales on Oahu increased 4.4 percent compared with the same period in 2016. The volume of condominium sales on Oahu increased 6.0 percent compared with the same period in 2016. During the first half of 2017 the median sales price of single-family homes on Oahu was 3.2 percent higher and the median sales price of a condominium was 3.6 percent higher compared with 2016. As of June 30, 2017, months of inventory of single-family homes and condominiums on Oahu remained low at approximately 2.7 months and 2.8 months, respectively. More information on current Hawaii economic trends is presented in Table 15.

#### **Conference Call Information**

The Company will review its second quarter 2017 financial results today at 2:00 p.m. Eastern Time (8:00 a.m. Hawaii Time). The call will be accessible via teleconference and via the investor relations link of Bank of Hawaii Corporation's website, www.boh.com. The toll-free number is 1 (844) 543-5235 in the United States and 1 (703) 318-2209 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, July 24, 2017. The replay number is 1 (855) 859-2056 in the United States and 1 (404) 537-3406 from international locations. Enter the pass code 47737328 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, <a href="https://www.boh.com">www.boh.com</a>.

#### **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, 2016, 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. For more information about Bank of Hawaii Corporation, see the Company's web site, <a href="www.boh.com">www.boh.com</a>.

Financial Highlights Table 1

			Three	e Months End	ed			Six Mo	nths Er	nded
(dellars in the surrounder surrounder)		June 30, 2017		March 31,		June 30, 2016		Ju 2017	ine 30,	2016
(dollars in thousands, except per share amounts)  For the Period:		2017		2017		2010		2017		2010
Operating Results										
Net Interest Income	\$	112,279	\$	109,872	\$	103,550	\$	222,151	\$	206,574
Provision for Credit Losses	Ψ	4,250		4,400		1,000		8,650	Ψ	(1,000)
Total Noninterest Income		45,236		55,916		46,519		101,152		102,726
Total Noninterest Income  Total Noninterest Expense		88,189		88,568		86,071		176,757		173,457
Net Income		44,662		51,176		44,245		95,838		94,455
Basic Earnings Per Share		1.05		1.21		1.04		2.26		2.21
Diluted Earnings Per Share		1.05		1.20		1.03		2.24		2.19
Dividends Declared Per Share		0.50		0.50		0.48		1.00		0.93
Performance Ratios										
Return on Average Assets		1.09	%	1.26	%	1.14	%	1.17	%	1.22
Return on Average Shareholders' Equity		14.87		17.63		15.56		16.22		16.71
Efficiency Ratio 1		55.99		53.42		57.35		54.67		56.08
Net Interest Margin <sup>2</sup>		2.92		2.89		2.85		2.90		2.86
Dividend Payout Ratio <sup>3</sup>		47.62		41.32		46.15		44.25		42.08
Average Shareholders' Equity to Average Assets		7.30		7.16		7.31		7.23		7.29
Average Balances										
Average Loans and Leases	\$	9,217,779	\$	9,020,351	\$	8,205,104	\$	9,119,610	\$	8,072,600
Average Assets		16,495,925		16,434,606		15,639,596		16,465,435		15,588,335
Average Deposits		14,253,149		14,218,886		13,453,953		14,236,112		13,394,251
Average Shareholders' Equity		1,204,837		1,177,326		1,143,884		1,191,157		1,136,722
Per Share of Common Stock										
Book Value	\$	28.45		27.92	\$	26.96		28.45	\$	26.96
Tangible Book Value		27.72		27.18		26.23		27.72		26.23
Market Value										
Closing		82.97		82.36		68.80		82.97		68.80
High		84.99		90.80		72.77		90.80		72.77
Low		75.92		77.03		64.96		75.92		54.55
				June 30 2017		March 31 2017		December 31, 2016		June 30, 2016
As of Period End:				2017		2017		2010		2010
Balance Sheet Totals										
Loans and Leases			\$	9,387,613	\$	9,113,809	\$	8,949,785	\$	8,331,469
Total Assets				16,981,292		16,664,215		16,492,367		15,860,901
Total Deposits				14,784,649		14,476,533		14,320,240		13,643,807
Other Debt				267,904		267,921		267,938		267,970
Total Shareholders' Equity				1,213,757		1,193,137		1,161,537		1,157,219
Asset Quality							_			
Non-Performing Assets			\$	16,368	\$	19,003		,	\$	16,280
Allowance for Loan and Lease Losses				106,353		105,064		104,273		103,932
Allowance to Loans and Leases Outstanding				1.13	%	1.15	%	1.17	%	1.25
Capital Ratios				12.24	0/	10.44	0/	42.04	0/	12.66
Common Equity Tier 1 Capital Ratio				13.34		13.41	70	13.24	70	13.66
Tier 1 Capital Ratio				13.34		13.41		13.24		13.66
Total Capital Ratio				14.58		14.66		14.49		14.91
Tier 1 Leverage Ratio				7.37		7.29		7.21		7.29
Total Shareholders' Equity to Total Assets				7.15		7.16		7.04		7.30
Tangible Common Equity to Tangible Assets <sup>4</sup> Tangible Common Equity to Risk-Weighted Assets <sup>4</sup>				6.97 13.01		6.98 13.04		6.86 12.81		7.11 13.49
Non-Financial Data										- <del>-</del>
Full-Time Equivalent Employees				2,142		2,115		2,122		2,136
Branches				69		69		69		70
ATMs				388		441		449		451
, time				300		741		743		401

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

<sup>&</sup>lt;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.

<sup>&</sup>lt;sup>4</sup> 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**

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	June 30,	March 31,	December 31,	June 30,
(dollars in thousands)	2017	2017	2016	2016
Total Shareholders' Equity	\$ 1,213,757	\$ 1,193,137	\$ 1,161,537	\$ 1,157,219
Less: Goodwill	31,517	31,517	31,517	31,517
Tangible Common Equity	\$ 1,182,240	\$ 1,161,620	\$ 1,130,020	\$ 1,125,702
Total Assets	\$ 16,981,292	\$ 16,664,215	\$ 16,492,367	\$ 15,860,901
Less: Goodwill	31,517	31,517	31,517	31,517
Tangible Assets	\$ 16,949,775	\$ 16,632,698	\$ 16,460,850	\$ 15,829,384
Risk-Weighted Assets, determined in accordance				
with prescribed regulatory requirements	\$ 9,087,057	\$ 8,908,024	\$ 8,823,485	\$ 8,343,158
Total Shareholders' Equity to Total Assets	7.15%	7.16%	7.04%	7.30%
Tangible Common Equity to Tangible Assets (Non-GAAP)	6.97%	6.98%	6.86%	7.11%
Tier 1 Capital Ratio	13.34%	13.41%	13.24%	13.66%
Tangible Common Equity to Risk-Weighted Assets (Non-GAAP)	13.01%	13.04%	12.81%	13.49%

Table 2

**Consolidated Statements of Income** 

Ta	b	le	3

		Th	ree	Months End	ed			Six Months Ended		
		June 30,		March 31,		June 30,		Jun	e 30	),
(dollars in thousands, except per share amounts)		2017		2017		2016		2017		2016
Interest Income										
Interest and Fees on Loans and Leases	\$	90,909	\$	87,937	\$	82,323	\$	178,846	\$	163,218
Income on Investment Securities										
Available-for-Sale		11,835		11,084		10,521		22,919		21,335
Held-to-Maturity		19,918		19,706		20,168		39,624		40,559
Deposits		2		5		2		7		6
Funds Sold		696		890		618		1,586		1,371
Other		208		230		153		438		365
Total Interest Income		123,568		119,852		113,785		243,420		226,854
Interest Expense										
Deposits		4,998		3,691		3,081		8,689		5,967
Securities Sold Under Agreements to Repurchase		5,079		5,185		6,134		10,264		12,287
Funds Purchased		39		3		3		42		6
Short-Term Borrowings		64		-		-		64		-
Other Debt		1,109		1,101		1,017		2,210		2,020
Total Interest Expense		11,289		9,980		10,235		21,269		20,280
Net Interest Income		112,279		109,872		103,550		222,151		206,574
Provision for Credit Losses		4,250		4,400		1,000		8,650		(1,000)
Net Interest Income After Provision for Credit Losses		108,029		105,472		102,550		213,501		207,574
Noninterest Income		·		·		·		·		·
Trust and Asset Management		11,796		11,479		12,707		23,275		23,963
Mortgage Banking		3,819		3,300		4,088		7,119		7,277
Service Charges on Deposit Accounts		8,009		8,325		8,150		16,334		16,593
Fees, Exchange, and Other Service Charges		13,965		13,332		13,978		27,297		27,422
Investment Securities Gains (Losses), Net		(520)		12,133		(312)		11,613		10,868
Annuity and Insurance		2,161		1,995		2,006		4,156		3,907
Bank-Owned Life Insurance		1,550		1,497		1,551		3,047		3,099
Other		4,456		3,855		4,351		8,311		9,597
Total Noninterest Income		45,236		55,916		46,519		101,152		102,726
Noninterest Expense		·		·		·		·		·
Salaries and Benefits		50,113		51,602		50,289		101,715		100,803
Net Occupancy		8,131		8,168		7,158		16,299		14,161
Net Equipment		5,706		5,501		5,065		11,207		10,474
Data Processing		3,881		3,410		3,972		7,291		7,923
Professional Fees		2,592		2,779		2,047		5,371		4,686
FDIC Insurance		2,097		2,209		2,144		4,306		4,496
Other		15,669		14,899		15,396		30,568		30,914
Total Noninterest Expense		88,189		88,568		86,071		176,757		173,457
Income Before Provision for Income Taxes		65,076		72,820		62,998		137,896		136,843
Provision for Income Taxes		20,414		21,644		18,753		42,058		42,388
Net Income	\$	44,662	\$		\$	44,245	\$	95,838	\$	94,455
Basic Earnings Per Share	\$	1.05	\$	•	\$	1.04	\$	2.26	\$	2.21
Diluted Earnings Per Share	\$	1.05	\$		\$	1.03	\$	2.24	\$	2.19
Dividends Declared Per Share	\$	0.50	\$		\$	0.48	\$	1.00	\$	0.93
Basic Weighted Average Shares	•	42,353,976	Ψ	42,406,006	Ψ	42,729,731	Ψ	42,379,730	*	42,825,369
Diluted Weighted Average Shares		42,658,885		42,749,866		42,942,960		42,704,010		43,033,199

## **Consolidated Statements of Comprehensive Income**

		Th	ree N	Six Months Ended						
	Ju	une 30,	M	arch 31,	J	une 30,		June	e 30	ı
(dollars in thousands)		2017		2017		2016		2017		2016
Net Income	\$	44,662	\$	51,176	\$	44,245	\$	95,838	\$	94,455
Other Comprehensive Income, Net of Tax:										
Net Unrealized Gains on Investment Securities		3,106		4,894		5,157		8,000		13,851
Defined Benefit Plans		147		146		141		293		282
Total Other Comprehensive Income		3,253		5,040		5,298		8,293		14,133
Comprehensive Income	\$	47,915	\$	56,216	\$	49,543	\$	104,131	\$	108,588

Table 4

	June 30,		December 31,	June 30,
(dollars in thousands)	2017	2017	2016	2016
Assets				
Interest-Bearing Deposits in Other Banks	\$ 3,913	\$ 3,486	\$ 3,187	\$ 3,819
Funds Sold	742,221	620,065	707,343	615,395
Investment Securities				
Available-for-Sale	2,316,728	2,341,570	2,186,041	2,299,638
Held-to-Maturity (Fair Value of \$3,785,641; \$3,848,609; \$3,827,527; and \$3,890,220)	3,782,702	3,848,088	3,832,997	3,798,200
Loans Held for Sale	20,354	20,899	62,499	105,824
Loans and Leases	9,387,613	9,113,809	8,949,785	8,331,469
Allowance for Loan and Lease Losses	(106,353)	(105,064)	(104,273)	(103,932)
Net Loans and Leases	9,281,260	9,008,745	8,845,512	8,227,537
Total Earning Assets	16,147,178	15,842,853	15,637,579	15,050,413
Cash and Due from Banks	128,093	119,972	169,077	133,836
Premises and Equipment, Net	119,569	114,865	113,505	109,832
Accrued Interest Receivable	46,595	48,654	46,444	45,709
Foreclosed Real Estate	1,991	2,529	1,686	1,728
Mortgage Servicing Rights	24,471	24,291	23,663	19,631
Goodwill	31,517	31,517	31,517	31,517
Bank-Owned Life Insurance	277,235	275,685	274,188	271,274
Other Assets	204,643	203,849	194,708	196,961
Total Assets	\$ 16,981,292	\$ 16,664,215	\$ 16,492,367	\$ 15,860,901
Liabilities				
Deposits				
	\$ 4,706,962	\$ 4,593,783	\$ 4,772,727	¢ 4383406
Noninterest-Bearing Demand Interest-Bearing Demand	3,029,549	2,886,573	2,934,107	\$ 4,383,496 2,838,744
Savings Time	5,364,191 1,683,947	5,596,080	5,395,699	5,165,808
		1,400,097	1,217,707	1,255,759
Total Deposits  Funda Durahagad	14,784,649	14,476,533	14,320,240	13,643,807
Funds Purchased	-	4,616	9,616	7,333
Securities Sold Under Agreements to Repurchase	505,292	505,292	523,378	586,785
Other Debt	267,904	267,921	267,938	267,970
Retirement Benefits Payable	48,346	48,436	48,451	47,438
Accrued Interest Payable	5,105	6,410	5,334	5,532
Taxes Payable and Deferred Taxes	31,444	42,046	21,674	20,979
Other Liabilities	124,795	119,824	134,199	123,838
Total Liabilities	15,767,535	15,471,078	15,330,830	14,703,682
Shareholders' Equity				
Common Stock (\$.01 par value; authorized 500,000,000 shares;				
issued / outstanding: June 30, 2017 - 57,972,647 / 42,655,954;				
March 31, 2017 - 57,962,462 / 42,736,032; December 31, 2016 - 57,856,672 / 42,635,978;				
and June 30, 2016 - 57,856,419 / 42,916,163)	576	576	576	576
Capital Surplus	556,409	553,898	551,628	546,928
Accumulated Other Comprehensive Loss	(25,613)	(28,866)	(33,906)	(9,424)
Retained Earnings	1,468,328	1,444,495	1,415,440	1,370,308
Treasury Stock, at Cost (Shares: June 30, 2017 - 15,316,693; March 31, 2017 - 15,226,430;				
December 31, 2016 - 15,220,694; and June 30, 2016 - 14,940,256)	(785,943)	(776,966)	(772,201)	(751,169)
Total Shareholders' Equity	1,213,757	1,193,137	1,161,537	1,157,219
Total Liabilities and Shareholders' Equity	\$ 16,981,292	\$ 16,664,215	\$ 16,492,367	\$ 15,860,901

## Consolidated Statements of Shareholders' Equity

					Accum.			
					Other			
					Compre-			
					hensive			
	<b>Common Shares</b>	C	ommon	Capital	Income	Retained	Treasury	
(dollars in thousands)	Outstanding		Stock	Surplus	(Loss)	Earnings	Stock	Total
Balance as of December 31, 2016	42,635,978	\$	576	\$ 551,628	\$ (33,906)	\$ 1,415,440	\$ (772,201)	\$ 1,161,537
Net Income	-		-	-	-	95,838	-	95,838
Other Comprehensive Income	-		-	-	8,293	-	-	8,293
Share-Based Compensation	-		-	3,726	-	-	-	3,726
Common Stock Issued under Purchase and Equity								
Compensation Plans and Related Tax Benefits	275,605		-	1,055	-	(162)	7,545	8,438
Common Stock Repurchased	(255,629)		-	-	-	-	(21,287)	(21,287)
Cash Dividends Declared (\$1.00 per share)			-	-	-	(42,788)	-	(42,788)
Balance as of June 30, 2017	42,655,954	\$	576	\$ 556,409	\$ (25,613)	\$ 1,468,328	\$ (785,943)	\$ 1,213,757
Balance as of December 31, 2015	43,282,153	\$	575	\$ 542,041	\$ (23,557)	\$ 1,316,260	\$ (719,059)	\$ 1,116,260
Net Income	-		-	-	-	94,455	-	94,455
Other Comprehensive Income	-		-	-	14,133	-	-	14,133
Share-Based Compensation	-		-	3,314	-	-	-	3,314
Common Stock Issued under Purchase and Equity								
Compensation Plans and Related Tax Benefits	201,445		1	1,573	-	(277)	4,900	6,197
Common Stock Repurchased	(567,435)		-	-	-	-	(37,010)	(37,010)
Cash Dividends Declared (\$0.93 per share)	-		-	-	-	(40,130)	-	(40,130)
Balance as of June 30, 2016	42,916,163	\$	576	\$ 546,928	\$ (9,424)	\$ 1,370,308	\$ (751,169)	\$ 1,157,219

	Three N	onths Ende	ed	Three M	Three Months Ended			Three Months Ended			
	Jun	e 30, 2017		Marc	h 31, 2017			Jun	e 30, 2016		
	Average	Income/	Yield/	Average	Income/	Yield/		Average	Income/	Yield	
(dollars in millions)	Balance	Expense	Rate	Balance	Expense	Rate		Balance	Expense	Rate	
Earning Assets											
Interest-Bearing Deposits in Other Banks	\$ 3.6	\$ -	0.29 %	% \$ 3.3	\$ -	0.57	% \$	4.0	\$ -	0.17	
Funds Sold	353.5	0.7	0.78	544.1	0.9	0.65		526.8	0.6	0.46	
Investment Securities											
Available-for-Sale											
Taxable	1,683.4	8.4	1.98	1,625.4	7.5	1.87		1,619.7	6.9	1.72	
Non-Taxable	658.9	5.4	3.26	660.7	5.4	3.26		691.8	5.5	3.17	
Held-to-Maturity											
Taxable	3,596.1	18.4	2.05	3,589.8	18.2	2.03		3,639.5	18.6	2.05	
Non-Taxable	240.9	2.3	3.88	241.8	2.4	3.89		244.6	2.4	3.91	
Total Investment Securities	6,179.3	34.5	2.23	6,117.7	33.5	2.19		6,195.6	33.4	2.16	
Loans Held for Sale	23.8	0.2	4.04	30.4	0.3	3.99		19.9	0.2	3.64	
Loans and Leases <sup>1</sup>											
Commercial and Industrial	1,251.2	10.9	3.51	1,263.7	10.5	3.38		1,176.0	9.8	3.36	
Commercial Mortgage	1,946.3	18.4	3.80	1,881.5	17.5	3.76		1,686.7	16.4	3.91	
Construction	240.0	2.8	4.70	259.1	2.9	4.54		210.8	2.3	4.44	
Commercial Lease Financing	208.0	1.2	2.27	208.7	1.1	2.18		196.4	1.2	2.36	
Residential Mortgage	3,272.7	31.1	3.80	3,201.7	30.9	3.86		3,005.4	30.1	4.01	
Home Equity	1,445.8	13.1	3.62	1,367.4	12.0	3.56		1,170.9	10.5	3.61	
Automobile	474.1	5.9	4.97	461.7	5.8	5.04		405.9	5.2	5.18	
Other <sup>2</sup>	379.7	7.6	8.06	376.6	7.3	7.89		353.0	6.9	7.78	
Total Loans and Leases	9,217.8	91.0	3.96	9,020.4	88.0	3.94		8,205.1	82.4	4.03	
Other	41.0	0.2	2.03	40.1	0.2	2.30		38.1	0.1	1.61	
Total Earning Assets <sup>3</sup>	15,819.0	126.6	3.21	15,756.0	122.9	3.14		14,989.5	116.7	3.12	
Cash and Due from Banks	120.8			132.2				120.4			
Other Assets	556.1			546.4				529.7			
Total Assets	\$ 16,495.9			\$ 16,434.6			\$	15,639.6			
								·			
Interest-Bearing Liabilities											
Interest-Bearing Deposits											
Demand	\$ 2,862.7	0.5	0.07	\$ 2,866.4	0.3	0.04	\$	2,738.1	0.3	0.04	
Savings	5,376.9	1.6	0.12	5,406.2	1.3	0.09		5,184.8	1.1	0.09	
Time	1,480.5	2.9	0.78	1,313.7	2.1	0.65		1,214.8	1.7	0.57	
Total Interest-Bearing Deposits	9,720.1	5.0	0.21	9,586.3	3.7	0.16		9,137.7	3.1	0.14	
Short-Term Borrowings	36.5	0.1	1.10	9.5	-	0.15		7.3	-	0.15	
Securities Sold Under Agreements to Repurchase	505.3	5.1	3.98	512.2	5.2	4.05		586.8	6.1	4.14	
Other Debt	267.9	1.1	1.66	267.9	1.1	1.66		226.8	1.0	1.80	
Total Interest-Bearing Liabilities	10,529.8	11.3	0.43	10,375.9	10.0	0.39		9,958.6	10.2	0.41	
Net Interest Income	,	\$ 115.3		, -	\$ 112.9			•	\$ 106.5		
Interest Rate Spread			2.78	%		2.75	%	•		2.71	
Net Interest Margin				%		2.89	%			2.85	
Noninterest-Bearing Demand Deposits	4,533.0		-	4,632.6			-	4,316.3			
Other Liabilities	228.3			248.8				220.8			
Shareholders' Equity	1,204.8			1,177.3				1,143.9			
Total Liabilities and Shareholders' Equity	\$ 16,495.9			\$ 16,434.6			\$	15,639.6			

<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>&</sup>lt;sup>3</sup> Interest income includes taxable-equivalent basis adjustments, based upon a federal statutory tax rate of 35%, of \$3,054,000, \$3,061,000 and \$2,977,000 for the three months ended June 30, 2017, March 31, 2017, and June 30, 2016, respectively.

		Six M	onths Ended			Six M	Vonth	s Ended	
		Jur	ne 30, 2017			Ju	ıne 30	), 2016	
		Average	Income/	Yield/		Average	ı	ncome/	Yield/
(dollars in millions)		Balance	Expense	Rate		Balance	E	xpense	Rate
Earning Assets									
Interest-Bearing Deposits in Other Banks	\$	3.5	\$ -	0.42 %	\$	4.2	\$	-	0.30
Funds Sold		448.3	1.6	0.70		587.3		1.4	0.46
Investment Securities									
Available-for-Sale									
Taxable		1,654.6	15.9	1.93		1,604.1		14.1	1.76
Non-Taxable		659.8	10.7	3.26		703.4		11.1	3.16
Held-to-Maturity									
Taxable		3,592.9	36.6	2.04		3,659.5		37.5	2.05
Non-Taxable		241.4	4.7	3.88		245.1		4.8	3.91
Total Investment Securities		6,148.7	67.9	2.21		6,212.1		67.5	2.17
Loans Held for Sale		27.1	0.6	4.01		16.0		0.3	3.74
Loans and Leases <sup>1</sup>									
Commercial and Industrial		1,257.4	21.5	3.44		1,151.7		20.6	3.59
Commercial Mortgage		1,914.1	35.9	3.78		1,687.9		32.1	3.82
Construction		249.5	5.7	4.62		190.4		4.3	4.53
Commercial Lease Financing		208.3	2.3	2.22		197.7		2.5	2.53
Residential Mortgage		3,237.4	62.0	3.83		2,962.0		59.6	4.03
Home Equity		1,406.8	25.0	3.59		1,137.2		20.6	3.65
Automobile		467.9	11.6	5.01		397.2		10.2	5.19
Other <sup>2</sup>		378.2	15.0	7.98		348.5		13.4	7.71
Total Loans and Leases		9,119.6	179.0	3.95		8,072.6		163.3	4.06
Other		40.5	0.4	2.16		38.2		0.4	1.91
Total Earning Assets <sup>3</sup>		15,787.7	249.5	3.17		14,930.4		232.9	3.13
Cash and Due from Banks		126.5	210.0	0.11		125.7		202.0	0.10
Other Assets		551.2				532.2			
Total Assets	\$	16,465.4			\$	15,588.3	•		
		. 0, . 00				.0,000.0	:		
Interest-Bearing Liabilities									
Interest-Bearing Deposits									
Demand Deposits	\$	2,864.6	0.8	0.06	\$	2,749.9		0.5	0.04
Savings	Ψ	5,391.4	2.9	0.11	Ψ	5,161.2		2.3	0.09
Time		1,397.5	5.0	0.72		1,211.6		3.2	0.53
Total Interest-Bearing Deposits		9,653.5	8.7	0.18		9,122.7		6.0	0.13
Short-Term Borrowings		23.1	0.1	0.91		7.5		0.0	0.15
Securities Sold Under Agreements to Repurchase		508.8	10.2	4.01		594.9		12.3	4.09
Other Debt		267.9	2.2	1.66		229.5		2.0	1.77
Total Interest-Bearing Liabilities		10,453.3	21.2	0.41		9,954.6		20.3	0.41
Net Interest Income				0.41		-	\$		0.41
Interest Rate Spread		=	\$ 228.3	276 0/		:	Ψ	212.6	2.72
'				2.76 %					2.72
Net Interest Margin		4 E00 6		2.90 %	)	4 0 <del>7</del> 4 0			2.86
Noninterest-Bearing Demand Deposits		4,582.6				4,271.6			
Other Liabilities		238.3				225.4			
Shareholders' Equity		1,191.2				1,136.7			
Total Liabilities and Shareholders' Equity	\$	16,465.4			\$	15,588.3			

<sup>&</sup>lt;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.

Interest income includes taxable-equivalent basis adjustments, based upon a federal statutory tax rate of 35%, of \$6,115,000 and \$5,990,000 for the six months ended June 30, 2017 and June 30, 2016, respectively.

	Three Months I	Ended June 30, 201	17
	 Compared t	o March 31, 2017	
(dollars in millions)	Volume <sup>1</sup>	Rate 1	Total
Change in Interest Income:			
Funds Sold	\$ (0.3) \$	0.1 \$	(0.2)
Investment Securities			
Available-for-Sale			
Taxable	0.4	0.5	0.9
Held-to-Maturity			
Taxable	-	0.2	0.2
Non-Taxable	(0.1)	-	(0.1)
Total Investment Securities	0.3	0.7	1.0
Loans Held for Sale	(0.1)	-	(0.1)
Loans and Leases			
Commercial and Industrial	(0.1)	0.5	0.4
Commercial Mortgage	0.7	0.2	0.9
Construction	(0.2)	0.1	(0.1)
Commercial Lease Financing	-	0.1	0.1
Residential Mortgage	0.7	(0.5)	0.2
Home Equity	0.8	0.3	1.1
Automobile	0.2	(0.1)	0.1
Other <sup>2</sup>	0.1	0.2	0.3
Total Loans and Leases	2.2	0.8	3.0
Total Change in Interest Income	2.1	1.6	3.7
Change in Interest Expense:			
Interest-Bearing Deposits			
Demand	_	0.2	0.2
Savings	_	0.3	0.2
Time	0.3	0.5	0.8
Total Interest-Bearing Deposits	0.3	1.0	1.3
Short-Term Borrowings	-	0.1	0.1
Securities Sold Under Agreements to Repurchase	-	(0.1)	(0.1)
Total Change in Interest Expense	0.3	1.0	1.3
Total Ollange in interest Expense	0.5	1.0	1.5
Change in Net Interest Income	\$ 1.8 \$	0.6 \$	2.4

<sup>&</sup>lt;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.

		Three Months E	Ended June 30, 201	17
		Compared	to June 30, 2016	
(dollars in millions)		Volume <sup>1</sup>	Rate 1	Total
Change in Interest Income:				
Funds Sold	\$	(0.2) \$	0.3 \$	0.1
Investment Securities				
Available-for-Sale				
Taxable		0.4	1.1	1.5
Non-Taxable		(0.3)	0.2	(0.1)
Held-to-Maturity				
Taxable		(0.2)	-	(0.2)
Non-Taxable		(0.1)	-	(0.1)
Total Investment Securities		(0.2)	1.3	1.1
Loans and Leases				
Commercial and Industrial		0.6	0.5	1.1
Commercial Mortgage		2.5	(0.5)	2.0
Construction		0.4	0.1	0.5
Commercial Lease Financing		0.1	(0.1)	-
Residential Mortgage		2.6	(1.6)	1.0
Home Equity		2.5	0.1	2.6
Automobile		0.9	(0.2)	0.7
Other <sup>2</sup>		0.4	0.3	0.7
Total Loans and Leases		10.0	(1.4)	8.6
Other		-	0.1	0.1
Total Change in Interest Income		9.6	0.3	9.9
Change in Interest Expense:				
Interest-Bearing Deposits				
Demand		-	0.2	0.2
Savings		-	0.5	0.5
Time		0.4	0.8	1.2
Total Interest-Bearing Deposits		0.4	1.5	1.9
Short-Term Borrowings		-	0.1	0.1
Securities Sold Under Agreements to Repurchase		(0.8)	(0.2)	(1.0)
Other Debt		0.2	(0.1)	0.1
Total Change in Interest Expense		(0.2)	1.3	1.1
Change in Net Interest Income	\$	9.8 \$	(1.0) \$	8.8
	Ψ	¥	\ ··-=/ Ψ	

<sup>&</sup>lt;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.

		Six Months E	nded June 30, 2017	7
		Compared	to June 30, 2016	
(dollars in millions)		Volume <sup>1</sup>	Rate 1	Total
Change in Interest Income:				
Funds Sold	\$	(0.4) \$	0.6 \$	0.2
Investment Securities				
Available-for-Sale				
Taxable		0.4	1.4	1.8
Non-Taxable		(0.7)	0.3	(0.4)
Held-to-Maturity				
Taxable		(0.7)	(0.2)	(0.9)
Non-Taxable		(0.1)	-	(0.1)
Total Investment Securities		(1.1)	1.5	0.4
Loans Held for Sale		0.3	-	0.3
Loans and Leases				
Commercial and Industrial		1.8	(0.9)	0.9
Commercial Mortgage		4.2	(0.4)	3.8
Construction		1.3	0.1	1.4
Commercial Lease Financing		0.1	(0.3)	(0.2)
Residential Mortgage		5.5	(3.1)	2.4
Home Equity		4.7	(0.3)	4.4
Automobile		1.7	(0.3)	1.4
Other <sup>2</sup>		1.1	0.5	1.6
Total Loans and Leases		20.4	(4.7)	15.7
Other		-	-	-
Total Change in Interest Income		19.2	(2.6)	16.6
Change in Interest Expense:				
Interest-Bearing Deposits				
Demand		-	0.3	0.3
Savings		0.1	0.5	0.6
Time		0.6	1.2	1.8
Total Interest-Bearing Deposits		0.7	2.0	2.7
Short-Term Borrowings		-	0.1	0.1
Securities Sold Under Agreements to Repurchase		(1.9)	(0.2)	(2.1)
Other Debt		0.3	(0.1)	0.2
Total Change in Interest Expense		(0.9)	1.8	0.9
Change in Net Interest Income	\$	20.1 \$	(4.4) \$	15.7
g	Ψ	-υ.ι ψ	( ι. τ ) Ψ	10.7

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

Salaries and Benefits Table 9

	 TI	Six Months Ended						
	June 30,	ı	March 31,	June 30,		Jun	e 30	),
(dollars in thousands)	2017		2017	2016		2017		2016
Salaries	\$ 30,553	\$	29,425	\$ 28,7	97	\$ 59,978	\$	57,938
Incentive Compensation	5,125		5,774	5,9	17	10,899		11,882
Share-Based Compensation	2,879		2,303	2,7	46	5,182		5,056
Commission Expense	1,791		1,836	2,1	51	3,627		3,508
Retirement and Other Benefits	4,159		5,041	4,0	92	9,200		9,046
Payroll Taxes	2,427		3,944	2,2	88	6,371		5,865
Medical, Dental, and Life Insurance	3,136		3,279	3,8	72	6,415		6,764
Separation Expense	43		-	4	26	43		744
Total Salaries and Benefits	\$ 50,113	\$	51,602	\$ 50,2	89	\$ 101,715	\$	100,803

### **Loan and Lease Portfolio Balances**

Table 10

	June 30,	March 31,	December 31,	September 30,	June 30,
(dollars in thousands)	2017	2017	2016	2016	2016
Commercial					
Commercial and Industrial	\$ 1,241,953 \$	1,250,006 \$	1,249,791	1,217,849 \$	1,174,879
Commercial Mortgage	2,009,886	1,909,064	1,889,551	1,807,190	1,712,271
Construction	248,030	262,660	270,018	263,079	226,062
Lease Financing	205,043	208,765	208,332	201,436	192,630
Total Commercial	3,704,912	3,630,495	3,617,692	3,489,554	3,305,842
Consumer					
Residential Mortgage	3,317,179	3,224,206	3,163,073	3,098,936	3,032,981
Home Equity	1,473,123	1,411,489	1,334,163	1,295,993	1,213,154
Automobile	484,092	468,078	454,333	437,659	417,017
Other <sup>1</sup>	408,307	379,541	380,524	371,955	362,475
Total Consumer	5,682,701	5,483,314	5,332,093	5,204,543	5,025,627
Total Loans and Leases	\$ 9,387,613 \$	9,113,809 \$	8,949,785 \$	8,694,097 \$	8,331,469

## Deposits

	June 30,	March 31,	December 31,	September 30,	June 30,
(dollars in thousands)	2017	2017	2016	2016	2016
Consumer	\$ 7,278,536	\$ 7,196,781	\$ 6,997,482	\$ 6,781,371	\$ 6,618,164
Commercial	5,903,639	6,051,721	6,110,189	5,751,184	5,697,490
Public and Other	1,602,474	1,228,031	1,212,569	1,275,810	1,328,153
Total Deposits	\$ 14,784,649	\$ 14,476,533	\$ 14,320,240	\$ 13,808,365	\$ 13,643,807

 $<sup>^{\</sup>rm 1}\,$  Comprised of other revolving credit, installment, and lease financing.

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

Table 11

Non-Performing Assets and Accruing Loans and Leas	es r	asi Due 90	Da	ys or work	е					Table 11
		June 30,		March 31,		December 31,	Sep	otember 30,		June 30,
(dollars in thousands)		2017		2017		2016		2016		2016
Non-Performing Assets										
Non-Accrual Loans and Leases										
Commercial										
Commercial and Industrial	\$	175	\$	228	\$	151	\$	201	\$	269
Commercial Mortgage		1,460		973		997		1,023		1,194
Total Commercial		1,635		1,201		1,148		1,224		1,463
Consumer										
Residential Mortgage		9,337		11,756		13,780		12,735		9,979
Home Equity		3,405		3,517		3,147		2,966		3,110
Total Consumer		12,742		15,273		16,927		15,701		13,089
Total Non-Accrual Loans and Leases		14,377		16,474		18,075		16,925		14,552
Foreclosed Real Estate		1,991		2,529		1,686		1,747		1,728
Total Non-Performing Assets	\$	16,368	\$	19,003	\$	19,761	\$	18,672	\$	16,280
Accruing Loans and Leases Past Due 90 Days or More										
Consumer										
Residential Mortgage	\$	2,269	\$	2,313	\$	3,127	\$	2,583	\$	5,640
Home Equity	*	2,343	*	1,133	•	1,457	*	1,210	•	1,128
Automobile		539		673		894		578		464
Other <sup>1</sup>		1,859		1,738		1,592		1,273		1,518
Total Consumer		7,010		5,857		7,070		5,644		8,750
Total Accruing Loans and Leases Past Due 90 Days or More	\$	7,010	\$	5,857	\$	7,070	\$	5,644	\$	8,750
Restructured Loans on Accrual Status	Ψ	7,010	Ψ	3,037	Ψ	7,070	Ψ	3,044	Ψ	0,730
and Not Past Due 90 Days or More	\$	53,158	Ф	52,965	\$	52,208	æ	52,095	¢	50 1 <b>7</b> 0
•										52,173
Total Loans and Leases	\$	9,387,613	Ф	9,113,809	Ф	8,949,785	Ъ	8,694,097	Þ	8,331,469
5 (N A U U T U U T U U		0.450/		0.400/		0.000/		0.400/		0.470/
Ratio of Non-Accrual Loans and Leases to Total Loans and Leases		0.15%		0.18%		0.20%		0.19%		0.17%
Ratio of Non-Performing Assets to Total Loans and Leases										
and Foreclosed Real Estate		0.17%		0.21%		0.22%		0.21%		0.20%
Ratio of Commercial Non-Performing Assets to Total Commercial										
Loans and Leases and Commercial Foreclosed Real Estate		0.04%		0.03%		0.03%		0.04%		0.04%
Ratio of Consumer Non-Performing Assets to Total Consumer										
Loans and Leases and Consumer Foreclosed Real Estate		0.26%		0.32%		0.35%		0.34%		0.29%
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		0.25%		0.27%		0.30%		0.28%		0.30%
Quarter to Quarter Changes in Non-Performing Assets										
Balance at Beginning of Quarter	\$	19,003	Ф	19,761	Ф	18,672	æ	16,280	¢	22,015
	φ		Φ		Φ		Φ		φ	
Additions		1,572		1,221		2,142		3,730		1,300
Reductions										
Payments		(497)		(1,017)		(252)		(501)		(3,401)
Return to Accrual Status		(1,370)		(645)		(653)		(701)		(3,560)
Sales of Foreclosed Real Estate		(1,883)		-		(61)		-		-
Charge-offs/Write-downs		(457)		(317)		(87)		(136)		(74)
Total Reductions		(4,207)		(1,979)		(1,053)		(1,338)		(7,035)

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

Reserve for Credit Losses Table 12

		Thre	е Мо	Six Months Ended						
	Jun	ne 30,	Mar	ch 31,	J	June 30,		June	e 30	),
(dollars in thousands)	20	017	2	017		2016		2017		2016
Balance at Beginning of Period	\$ 1 <sup>-</sup>	11,636	\$ 1	10,845	\$	111,249	\$	110,845		108,952
Loans and Leases Charged-Off										
Commercial										
Commercial and Industrial		(124)		(174)		(204)		(298)		(461)
Consumer										
Residential Mortgage		(506)		(183)		(79)		(689)		(284)
Home Equity		(282)		(363)		17		(645)		(626)
Automobile		(1,512)		(2,290)		(1,372)		(3,802)		(2,932)
Other <sup>1</sup>		(3,063)		(2,694)		(2,117)		(5,757)		(4,339)
Total Loans and Leases Charged-Off		(5,487)		(5,704)		(3,755)		(11,191)		(8,642)
Recoveries on Loans and Leases Previously Charged-Off										
Commercial										
Commercial and Industrial		265		336	\$	403		601		7,270
Commercial Mortgage		-		-		14		-		28
Construction		-		-		-		-		23
Lease Financing		1		-		1		1		2
Consumer										
Residential Mortgage		264		104		279		368		480
Home Equity		838		508		322		1,346		835
Automobile		607		620		541		1,227		1,133
Other <sup>1</sup>		551		527		450		1,078		923
Total Recoveries on Loans and Leases Previously Charged-Off		2,526		2,095		2,010		4,621		10,694
Net Loans and Leases Recovered (Charged-Off)		(2,961)		(3,609)		(1,745)		(6,570)		2,052
Provision for Credit Losses		4,250		4,400		1,000		8,650		(1,000)
Provision for Unfunded Commitments		250		-		-		250		500
Balance at End of Period <sup>2</sup>	\$ 1 <sup>-</sup>	13,175	\$ 1	11,636	\$	110,504	\$	113,175	\$	110,504
Components										
Allowance for Loan and Lease Losses	\$ 10	06,353	\$ 1	05,064		103,932	\$	106,353		103,932
Reserve for Unfunded Commitments		6,822		6,572		6,572		6,822		6,572
Total Reserve for Credit Losses	\$ 1 <sup>-</sup>	13,175	\$ 1	11,636	\$	110,504	\$	113,175	\$	110,504
Average Loans and Leases Outstanding	\$9,2	17,779	\$9,0	20,351	\$8	3,205,104	\$ 9	9,119,610	\$ 8	3,072,600
Ratio of Net Loans and Leases Charged-Off (Recovered) to										
Average Loans and Leases Outstanding (annualized)		0.13%		0.16%		0.09%		0.15%		-0.05%
Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding		1.13%		1.15%		1.25%		1.13%		1.25%

 $<sup>^{\</sup>rm 1}\,$  Comprised of other revolving credit, installment, and lease financing.

<sup>&</sup>lt;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.

## **Business Segments Selected Financial Information**

	Retail	Commercial	Investment	Treasury	C	onsolidated
(dollars in thousands)	Banking	Banking	Services	and Other		Total
Three Months Ended June 30, 2017						
Net Interest Income	\$ 66,348	\$ 41,737	\$ 6,714	\$ (2,520)	\$	112,279
Provision for Credit Losses	3,099	(132)	(6)	1,289		4,250
Net Interest Income After Provision for Credit Losses	63,249	41,869	6,720	(3,809)		108,029
Noninterest Income	21,920	5,876	15,247	2,193		45,236
Noninterest Expense	(52,018)	(18,407)	(15,295)	(2,469)		(88,189)
Income Before Provision for Income Taxes	33,151	29,338	6,672	(4,085)		65,076
Provision for Income Taxes	(11,741)	(10,325)	(2,469)	4,121		(20,414)
Net Income	\$ 21,410	\$ 19,013	\$ 4,203	\$ 36	\$	44,662
Total Assets as of June 30, 2017	\$ 5,626,767	\$ 3,658,867	\$ 307,529	\$ 7,388,129	\$	16,981,292
Three Months Ended June 30, 2016 1						
Net Interest Income	\$ 60,041	\$ 38,151	\$ 6,037	\$ (679)	\$	103,550
Provision for Credit Losses	2,006	(258)	(5)	(743)		1,000
Net Interest Income After Provision for Credit Losses	58,035	38,409	6,042	64		102,550
Noninterest Income	21,771	6,438	15,946	2,364		46,519
Noninterest Expense	(50,758)	(17,762)	(14,780)	(2,771)		(86,071)
Income Before Provision for Income Taxes	29,048	27,085	7,208	(343)		62,998
Provision for Income Taxes	(10,402)	(9,608)	(2,667)	3,924		(18,753)
Net Income	\$ 18,646	\$ 17,477	\$ 4,541	\$ 3,581	\$	44,245
Total Assets as of June 30, 2016 <sup>1</sup>	\$ 5,076,204	\$ 3,239,572	\$ 282,143	\$ 7,262,982	\$	15,860,901

<sup>&</sup>lt;sup>1</sup> 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
Six Months Ended June 30, 2017						
Net Interest Income	\$ 131,505	\$ 83,668	\$ 13,364	\$ (6,386)	\$	222,151
Provision for Credit Losses	6,900	(320)	(11)	2,081		8,650
Net Interest Income After Provision for Credit Losses	124,605	83,988	13,375	(8,467)		213,501
Noninterest Income	42,845	11,314	29,796	17,197		101,152
Noninterest Expense	(104,278)	(36,762)	(30,766)	(4,951)		(176,757)
Income Before Provision for Income Taxes	63,172	58,540	12,405	3,779		137,896
Provision for Income Taxes	(22,415)	(20,581)	(4,590)	5,528		(42,058)
Net Income	\$ 40,757	\$ 37,959	\$ 7,815	\$ 9,307	\$	95,838
Total Assets as of June 30, 2017	\$ 5,626,767	\$ 3,658,867	\$ 307,529	\$ 7,388,129	\$	16,981,292
Six Months Ended June 30, 2016 <sup>1</sup>						
Net Interest Income	\$ 118,051	\$ 76,499	\$ 12,489	\$ (465)	\$	206,574
Provision for Credit Losses	4,842	(6,883)	(11)	1,052		(1,000)
Net Interest Income After Provision for Credit Losses	113,209	83,382	12,500	(1,517)		207,574
Noninterest Income	42,577	14,038	29,971	16,140		102,726
Noninterest Expense	(103,498)	(35,029)	(30,207)	(4,723)		(173,457)
Income Before Provision for Income Taxes	52,288	62,391	12,264	9,900		136,843
Provision for Income Taxes	(18,629)	(22,264)	(4,537)	3,042		(42,388)
Net Income	\$ 33,659	\$ 40,127	\$ 7,727	\$ 12,942	\$	94,455
Total Assets as of June 30, 2016 <sup>1</sup>	\$ 5,076,204	\$ 3,239,572	\$ 282,143	\$ 7,262,982	\$	15,860,901

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

						Three M	Months En	ded						
		June 30,		March		Dec	ember 31,	,	epter	mber 30,			June 30,	
(dollars in thousands, except per share amounts)		2017		2	2017		2016	<u> </u>		2016			2016	-
Quarterly Operating Results														
Interest Income	•			• •=			00 500		•	00 400		•		
Interest and Fees on Loans and Leases	\$	90,909		\$ 87,9	937	\$	86,532		\$	83,489		\$	82,323	
Income on Investment Securities		44.005		44.	004		40.044			40.040			40.504	
Available-for-Sale		11,835		11,0			10,244			10,313			10,521	
Held-to-Maturity		19,918		19,7			19,213			19,315			20,168	
Deposits		2		,	5		2			1			2	
Funds Sold		696			890		795			695			618	
Other Total Interest Income		208			230		281			166	—		153	-
		123,568		119,8	332		117,067			113,979			113,785	-
Interest Expense		4,998		2 (	691		3,448			3,232			3,081	
Deposits Securities Sold Under Agreements to Repurchase		5,079			185		5,406			5,713			6,134	
Securities Sold Under Agreements to Repurchase Funds Purchased		39		5,	3		3,400			3,713			0,134	
Short-Term Borrowings		64			-		-			-				
Other Debt		1,109			101		1,117			1,119			1,017	
Total Interest Expense		11,289			980		9,974			10,067			10,235	-
Net Interest Income		112,279		109,8			107,093			103,912			103,550	-
Provision for Credit Losses		4,250			400		3,250			2,500			1,000	
Net Interest Income After Provision for Credit Losses		108,029		105,4			103,843			101,412			102,550	_
Noninterest Income		100,023		100,	7/2		100,040			101,412			102,000	-
Trust and Asset Management		11,796		11,4	479		11,232			11,008			12,707	
Mortgage Banking		3,819			300		6,256			6,362			4,088	
Service Charges on Deposit Accounts		8,009			325		8,537			8,524			8,150	
Fees, Exchange, and Other Service Charges		13,965		13,3			13,731			14,023			13,978	
Investment Securities Gains (Losses), Net		(520)		12,			(337)	١		(328)			(312)	,
Annuity and Insurance		2,161			995		1,457			1,653			2,006	
Bank-Owned Life Insurance		1,550			497		1,551			1,911			1,551	
Other		4,456			855		4,076			4,961			4,351	
Total Noninterest Income		45,236		55,9			46,503			48,114			46,519	-
Noninterest Expense		,					,							-
Salaries and Benefits		50,113		51,6	602		50,622			49,725			50,289	
Net Occupancy		8,131			168		7,581			8,510			7,158	
Net Equipment		5,706			501		5,191			4,913			5,065	
Data Processing		3,881			410		3,665			3,620			3,972	
Professional Fees		2,592			779		2,990			2,396			2,047	
FDIC Insurance		2,097			209		2,015			2,104			2,144	
Other		15,669		14,8	899		17,525			16,264			15,396	
Total Noninterest Expense		88,189		88,			89,589			87,532			86,071	-
Income Before Provision for Income Taxes		65,076		72,8	820		60,757			61,994			62,998	-
Provision for Income Taxes		20,414		21,6	644		17,244			18,501			18,753	
Net Income	\$	44,662		\$ 51,	176	\$	43,513		\$	43,493		\$	44,245	_
														-
Basic Earnings Per Share	\$	1.05		\$ 1	.21	\$	1.03		\$	1.02		\$	1.04	
Diluted Earnings Per Share	\$	1.05		\$ 1	.20	\$	1.02		\$	1.02		\$	1.03	
Balance Sheet Totals														
Loans and Leases	¢ (	9,387,613		\$ 9,113,8	900	¢	8,949,785		¢ o	694,097		¢ o	,331,469	
Total Assets														
		6,981,292 4,784,640		16,664,2			6,492,367			014,643			,860,901	
Total Shareholders' Equity		4,784,649		14,476,			4,320,240			808,365			,643,807	
Total Shareholders' Equity		1,213,757		1,193,	13/		1,161,537		1,	163,859		1,	,157,219	
Performance Ratios														
Return on Average Assets		1.09	%	1	.26	%	1.07	%		1.09	%		1.14	9
•		14.87		17	7.63		14.90			14.89			15.56	
Return on Average Shareholders' Equity		14.07		17	.00		14.90			14.03				
Return on Average Shareholders' Equity  Efficiency Ratio <sup>1</sup>		55.99			3.42		58.33			57.58			57.35	

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

<sup>&</sup>lt;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 Table 15

											· ubic
Fiv	Five Months Ended Year Ended										
	May 31, 20 <sup>-</sup>	17			December	31, 2016			Decemb	er 31, 2015	
\$	2,673.5	2.8	%	\$	6,215.4	3.6	%	\$	5,998.6	8.4	%
\$	1,384.2	2.4	%	\$	3,205.7	2.0	%	\$	3,141.5	5.4	%
	673.1				671.7				658.8		
		\$ 2,673.5 \$ 1,384.2	\$ 2,673.5 2.8 \$ 1,384.2 2.4	\$ 2,673.5 2.8 % \$ 1,384.2 2.4 %	\$ 2,673.5 2.8 % \$ 1,384.2 2.4 % \$	May 31, 2017       December         \$ 2,673.5       2.8       %       \$ 6,215.4         \$ 1,384.2       2.4       %       \$ 3,205.7	May 31, 2017     December 31, 2016       \$ 2,673.5     2.8     %     \$ 6,215.4     3.6       \$ 1,384.2     2.4     %     \$ 3,205.7     2.0	May 31, 2017     December 31, 2016       \$ 2,673.5     2.8     %     \$ 6,215.4     3.6     %       \$ 1,384.2     2.4     %     \$ 3,205.7     2.0     %	May 31, 2017     December 31, 2016       \$ 2,673.5     2.8     %     \$ 6,215.4     3.6     %     \$ \$ 1,384.2     2.4     %     \$ 3,205.7     2.0     %     \$ \$	May 31, 2017         December 31, 2016         December 31, 2016           \$ 2,673.5         2.8         %         \$ 6,215.4         3.6         %         \$ 5,998.6           \$ 1,384.2         2.4         %         \$ 3,205.7         2.0         %         \$ 3,141.5	May 31, 2017         December 31, 2016         December 31, 2015           \$ 2,673.5         2.8         %         \$ 6,215.4         3.6         %         \$ 5,998.6         8.4           \$ 1,384.2         2.4         %         \$ 3,205.7         2.0         %         \$ 3,141.5         5.4

	June 30,	December 31,					
oot rates)	2017	2016	2015				
Inemployment <sup>3</sup>							
Statewide, seasonally adjusted	2.7 %	2.9 %	3.2 %				
Oahu	3.1	2.4	2.7				
Island of Hawaii	4.0	3.1	3.7				
Maui	3.4	2.7	3.1				
Kauai	3.2	2.8	3.5				

	June 30,	_		December 31,							
(percentage change, except months of inventory)	2017		2016		2015		2014				
Housing Trends (Single Family Oahu) 4											
Median Home Price	3.2	%	5.0	%	3.7	%	3.8	%			
Home Sales Volume (units)	4.4	%	6.5	%	5.2	%	(8.0)	%			
Months of Inventory	2.7		2.5		2.6		2.6				

in thousands)	Monthly Visitor Arrivals, Not Seasonally Adjusted	Percentage Change from Previous Year				
ourism <sup>5</sup>						
May 31, 2017	751.2	4.5				
April 30, 2017	753.0	7.5				
March 31, 2017	802.8	2.1				
February 28, 2017	700.4	1.7				
January 31, 2017	756.3	4.9				
December 31, 2016	828.5	3.6				
November 30, 2016	696.9	4.7				
October 31, 2016	717.5	4.3				
September 30, 2016	666.6	3.0				
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	799.5	4.4				
November 30, 2015	665.9	4.4				
October 31, 2015	687.7	4.0				
September 30, 2015	647.2	3.9				
August 31, 2015	757.5	3.1				
July 31, 2015	818.5	5.9				
June 30, 2015	767.9	6.0				
May 31, 2015	709.7	9.3				
April 30, 2015	677.8	2.3				
March 31, 2015	780.1	7.0				
February 28, 2015	661.7	2.3				
January 31, 2015	678.9	(0.6)				

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

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

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

<sup>&</sup>lt;sup>3</sup> Source: Hawaii Department of Labor and Industrial Relations, County jobs data not seasonally adjusted.

<sup>&</sup>lt;sup>4</sup> Source: Honolulu Board of REALTORS

<sup>&</sup>lt;sup>5</sup> Source: Hawaii Tourism Authority