## Bank of Hawaii Corporation First Quarter 2019 Financial Results

- Diluted Earnings Per Share $\$ 1.43$
- Net Income \$58.8 Million
- Board of Directors Increases Dividend to \$0.65 Per Share


## FOR IMMEDIATE RELEASE

HONOLULU, HI (April 22, 2019) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of $\$ 1.43$ for the first quarter of 2019, an increase from diluted earnings per share of $\$ 1.30$ in the previous quarter and $\$ 1.28$ in the same quarter last year. Net income for the first quarter of 2019 was $\$ 58.8$ million, an increase of $\$ 4.9$ million compared with net income of $\$ 53.9$ million in the fourth quarter of 2018 and up $\$ 4.8$ million from net income of $\$ 54.0$ million in the first quarter of 2018.
"We were pleased with our financial performance during the first quarter of 2019," said Peter S. Ho, Chairman, President, and CEO. "We had growth in both loans and deposits, our net interest margin expanded, asset quality remained strong, and expenses were well controlled."

The return on average assets for the first quarter of 2019 was 1.38 percent, up from 1.26 percent during the previous quarter and 1.29 percent in the same quarter last year. The return on average equity for the first quarter of 2019 was 18.81 percent, up from 17.05 percent in the fourth quarter of 2018 and 17.74 percent in the first quarter of 2018.

## Financial Highlights

Net interest income, on a taxable-equivalent basis, for the first quarter of 2019 was $\$ 125.8$ million, an increase of $\$ 0.6$ million from net interest income of $\$ 125.2$ million in the fourth quarter of 2018 and an increase of $\$ 5.5$ million from net interest income of $\$ 120.3$ million in the first quarter of 2018. The net interest margin was 3.12 percent for the first quarter of 2019, up 2 basis points compared with the net interest margin of 3.10 percent in the previous quarter and up 12 basis points from the net interest margin of 3.00 percent for the first quarter last year. Analyses of the changes in net interest income are included in Tables 8a and 8b.

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Results for the first quarter of 2019 included a provision for credit losses of $\$ 3.0$ million compared with a provision for credit losses of $\$ 2.0$ million in the fourth quarter of 2018 and $\$ 4.1$ million in the first quarter of 2018. The lower provision for credit losses during the fourth quarter of 2018 was largely due to the release of credit loss reserves related to the sale of the credit card portfolio.

Noninterest income was $\$ 43.7$ million in the first quarter of 2019, an increase of $\$ 1.6$ million compared with noninterest income of $\$ 42.1$ million in the fourth quarter of 2018 and a decrease of $\$ 0.3$ million compared with noninterest income of $\$ 44.0$ million in the first quarter of 2018. Noninterest income in the first quarter of 2019 included a $\$ 1.4$ million commission related to insurance products offered through a third-party administrator Noninterest income in the first quarter of 2018 included $\$ 2.8$ million from a low-income housing investment sale. There were no significant items in noninterest income during the fourth quarter of 2018.

Noninterest expense was $\$ 93.1$ million in the first quarter of 2019, a decrease of $\$ 2.8$ million compared with noninterest expense of $\$ 95.9$ million in the fourth quarter of 2018 and a decrease of $\$ 1.3$ million from noninterest expense of $\$ 94.4$ million in the same quarter last year. Noninterest expense in the first quarter of 2019 included seasonal payroll expenses of approximately $\$ 2.7$ million. Noninterest expense in the fourth quarter of 2018 included $\$ 3.0$ million in one-time significant items related to a medical expense, an operational loss, and legal expenses. Noninterest expense in the first quarter of 2018 included seasonal payroll expenses of approximately $\$ 2.5$ million in addition to a legal reserve of $\$ 2.0$ million. An analysis of noninterest expenses related to salaries and benefits is included in Table 9.

The efficiency ratio during the first quarter of 2019 declined to 55.22 percent compared with 57.75 percent in the previous quarter and 57.91 percent in the same quarter last year.

The effective tax rate for the first quarter of 2019 was 18.85 percent compared with an effective tax rate of 20.92 percent in the previous quarter and 16.19 percent during the same quarter last year. The first quarter of 2019 included tax benefits of $\$ 1.9$ million related to a commercial customer's exercise of an early-buy-out option on a leveraged lease. There were no significant items impacting the tax rate during the fourth quarter of 2018. The tax rate during the first quarter of 2018 was favorably impacted by a $\$ 2.0$ million adjustment to the Company's low-income housing investments.

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

## Asset Quality

The Company's asset quality remained strong during the first quarter of 2019. Total nonperforming assets were $\$ 17.9$ million at March 31, 2019, compared with non-performing assets of $\$ 12.9$ million at December 31, 2018 and $\$ 15.7$ million at March 31, 2018. As a percentage of total loans and leases, including foreclosed real estate, non-performing assets were 0.17 percent at the end of the first quarter of 2019, compared with 0.12 percent at the end of the fourth quarter of 2018 and 0.16 percent at the end of the first quarter last year.

Accruing loans and leases past due 90 days or more were $\$ 6.1$ million at March 31, 2019, compared with $\$ 6.6$ million at December 31, 2018 and $\$ 8.2$ million at March 31, 2018. Restructured loans not included in non-accrual loans or accruing loans past due 90 days or more were $\$ 48.6$ million at March 31, 2019, down from $\$ 48.7$ million at December 31, 2018 and $\$ 56.7$ million at March 31, 2018. 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 first quarter of 2019 were $\$ 3.7$ million or 0.14 percent annualized of total average loans and leases outstanding. Loan and lease charge-offs of $\$ 6.8$ million during the quarter were partially offset by recoveries of $\$ 3.2$ million. Net charge-offs during the fourth quarter of 2018 were $\$ 4.0$ million or 0.15 percent annualized of total average loans and leases outstanding and were comprised of $\$ 6.9$ million in charge-offs partially offset by recoveries of $\$ 2.9$ million. Net charge-offs during the first quarter of 2018 were $\$ 3.5$ million or 0.15 percent annualized of total average loans and leases outstanding and were comprised of \$6.0 million in charge-offs partially offset by recoveries of $\$ 2.5$ million.

The allowance for loan and lease losses was $\$ 106.0$ million at March 31, 2019, a decrease from $\$ 106.7$ million at December 31, 2018 and $\$ 107.9$ million at March 31, 2018. The ratio of the allowance for loan and lease losses to total loans and leases outstanding was 1.01 percent at March 31, 2019 compared with 1.02 percent at December 31, 2018 and 1.09 percent at March 31, 2018. The reserve for unfunded commitments of $\$ 6.8$ million at March 31, 2019 was unchanged from the prior quarter and the same quarter last year. Details of loan and lease charge-offs, recoveries, and components of the total reserve for credit losses are summarized in Table 12.

## Other Financial Highlights

Total assets were $\$ 17.4$ billion at March 31, 2019, up from total assets of $\$ 17.1$ billion at December 31, 2018 and $\$ 17.1$ billion at March 31, 2018. Average total assets were $\$ 17.2$ billion during the first quarter of 2019, an increase from average total assets of $\$ 17.0$ billion during the previous quarter and the same quarter last year.

The investment securities portfolio was $\$ 5.5$ billion at March 31, 2019 compared with $\$ 5.5$ billion at December 31, 2018 and $\$ 6.0$ billion at March 31, 2018. The portfolio at March 31, 2019 remains largely comprised of securities issued by U.S. government agencies and includes \$3.7 billion in securities held to maturity and $\$ 1.9$ billion in securities available for sale.

Total loans and leases were $\$ 10.5$ billion at March 31, 2019, an increase of $\$ 99.8$ million or 1.0 percent from total loans and leases of $\$ 10.4$ billion at December 31, 2018 and up $\$ 632.0$ million or 6.4 percent from $\$ 9.9$ billion at March 31, 2018. Average total loans and leases were $\$ 10.5$ billion during the first quarter of 2019, an increase of 1.4 percent from average loans and leases of $\$ 10.3$ billion during the previous quarter and up 6.8 percent from $\$ 9.8$ billion during the same quarter last year. The commercial portfolio was $\$ 4.0$ billion at the end of the first quarter of 2019, up $\$ 20.5$ million or 0.5 percent from commercial loans of $\$ 4.0$ billion at the end of the fourth quarter of 2018 and up $\$ 207.5$ million or 5.5 percent from commercial loans of $\$ 3.8$ billion at the end of the first quarter last year. The previously mentioned early buy out of a leveraged lease during the first quarter of 2019 reduced the commercial loan portfolio by $\$ 15.0$ million in outstanding balances. Consumer loans were $\$ 6.5$ billion at March 31, 2019, up $\$ 79.4$ million or 1.2 percent from consumer loans of $\$ 6.5$ billion at the end of the fourth quarter of 2018 and up $\$ 424.5$ million or 6.9 percent from $\$ 6.1$ billion at the end of the first quarter last year. Loan and lease portfolio balances are summarized in Table 10.

Total deposits were $\$ 15.3$ billion at March 31, 2019, up $\$ 240.1$ million or 1.6 percent from total deposits of $\$ 15.0$ billion at December 31, 2018 and up $\$ 310.2$ million or 2.1 percent from total deposits of $\$ 15.0$ billion at March 31, 2018. Average total deposits were $\$ 15.0$ billion during the first quarter of 2019, an increase of $\$ 191.9$ million compared with average total deposits of $\$ 14.8$ billion during the previous quarter and an increase of $\$ 251.1$ million compared with average total deposits of $\$ 14.7$ billion during the same quarter last year. Consumer deposits increased to $\$ 7.9$ billion at March 31, 2019, up $\$ 218.1$ million or 2.8 percent from consumer deposits of $\$ 7.7$ billion at the end of the fourth quarter of 2018 and up $\$ 278.9$ million or 3.6 percent from $\$ 7.7$ billion at the end of the first quarter last year. Commercial deposits increased to $\$ 6.2$ billion at March 31, 2019, up $\$ 63.9$ million or 1.0 percent from commercial deposits of $\$ 6.1$ billion at the end of the fourth quarter of 2018 and up $\$ 264.8$ million or 4.5 percent from $\$ 5.9$ billion at the end of the first quarter last year. Other deposits, including public funds, were $\$ 1.2$ billion at March 31, 2019, down slightly from $\$ 1.2$ billion at December 31, 2018 and down from $\$ 1.4$ billion at March 31, 2018. Deposit balances are summarized in Tables 7 and 10.

Total shareholders' equity was $\$ 1.3$ billion at March 31, 2019, up slightly from December 31, 2018 and an increase from $\$ 1.2$ billion at March 31, 2018. The Tier 1 Capital Ratio was 12.75 percent at March 31, 2019 compared with 13.07 percent at December 31, 2018 and 13.37 percent at March 31, 2018. The Tier 1 Leverage Ratio at March 31, 2019 was 7.46 percent compared with 7.60 percent at December 31, 2018 and 7.46 percent at March 31, 2018.

During the first quarter of 2019, the Company repurchased 513.4 thousand shares of common stock at a total cost of $\$ 39.9$ million under its share repurchase program. The average cost was $\$ 77.79$ per share repurchased. From the beginning of the share repurchase program initiated during July 2001 through March 31, 2019, the Company has repurchased 55.8 million shares and returned over $\$ 2.2$ billion to shareholders at an average cost of $\$ 39.50$ per share. Remaining buyback authority under the share repurchase program was $\$ 121.8$ million at March 31, 2019. From April 1 through April 18, 2019 the Company repurchased an additional 114.0 thousand shares of common stock at an average cost of $\$ 80.79$ per share.

The Company's Board of Directors declared a quarterly cash dividend of $\$ 0.65$ per share on the Company's outstanding shares, an increase of 4.8 percent from the cash dividend of $\$ 0.62$ per share in the previous quarter. The dividend will be payable on June 14, 2019 to shareholders of record at the close of business on May 31, 2019.

## Hawaii Economy

General economic conditions in Hawaii remained healthy during the first quarter of 2019. The statewide seasonally-adjusted unemployment continues to remain low at 2.8 percent in March 2019, well below the 3.8 percent unemployment rate nationally.

The real estate market on Oahu remained strong during the first quarter of 2019 with a moderate decrease in home sales. Single-family home sales declined 5.7 percent and condominium sales declined 10.5 percent compared with sales during the first quarter of 2018. The median sales price of a single-family home increased 2.0 percent and the median sales price of a condominium decreased 3.2 percent compared with the same quarter last year. As of March 31, 2019, the inventory of single-family homes and condominiums on Oahu was 3.4 months and 3.6 months, respectively.

For the first two months of 2019, total visitor arrivals increased 1.8 percent although visitor spending declined 2.4 percent compared to the same period in 2018 . Tourism during 2019 is expected to continue performing well. Scheduled air seats to Hawaii are projected to expand as Southwest Airlines began flying to Hawaii in March and Hawaiian Airlines began offering the first non-stop flights between Hawaii and Boston in April. More information on current Hawaii economic trends is presented in Table 15.

## Conference Call Information

The Company will review its first quarter financial results today at 2:00 p.m. Eastern Daylight 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 Canada and 1 (703) 318-2209 for other international callers. Use the pass code "Bank of Hawaii" to access the call. A replay will be available for one week beginning approximately 10:00 a.m. Hawaii Time on Monday, April 22, 2019. The replay number is 1 (855) 859-2056 in the United States and Canada and 1 (404) 5373406 from other international locations. Enter the pass code 4456158 when prompted. In addition, a replay will be available on the Company's website, www.boh.com.

## Forward-Looking Statements

This news release, and other statements made by the Company in connection with it may contain "forward-looking statements," such as forecasts of our financial results and condition, expectations for our operations and business prospects, and our assumptions used in those forecasts and expectations. Do not unduly rely on forward-looking statements. Actual results might differ significantly from our forecasts and expectations because of a variety of factors. More information about these factors is contained in Bank of Hawaii Corporation's Annual Report on Form 10-K for the year ended December 31, 2018, 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 website, www.boh.com.


## Bank of Hawaii Corporation and Subsidiaries

Reconciliation of Non-GAAP Financial Measures

| (dollars in thousands) |  | $\begin{array}{r} \text { March 31, } \\ 2019 \\ \hline \end{array}$ | December 31,2018 |  |  | $\begin{array}{r} \text { March 31, } \\ 2018 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Shareholders' Equity | \$ | 1,269,690 | \$ | 1,268,200 | \$ | 1,241,193 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |
| Tangible Common Equity | \$ | 1,238,173 | \$ | 1,236,683 | \$ | 1,209,676 |
| Total Assets | \$ | 17,446,413 | \$ | 17,143,974 | \$ | 17,136,030 |
| Less: Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |
| Tangible Assets | \$ | 17,414,896 | \$ | 17,112,457 | \$ | 17,104,513 |

Risk-Weighted Assets, determined in accordance
with prescribed regulatory requirements

Total Shareholders' Equity to Total Assets
Tangible Common Equity to Tangible Assets (Non-GAAP)

Tier 1 Capital Ratio
Tangible Common Equity to Risk-Weighted Assets (Non-GAAP)
\$ 10,079,858 \$ 9,878,904 \$ 9,452,847

| $7.28 \%$ | $7.40 \%$ | $7.24 \%$ |
| :---: | :---: | :---: |
| $7.11 \%$ | $7.23 \%$ | $7.07 \%$ |
|  |  |  |
| $12.75 \%$ | $13.07 \%$ | $13.37 \%$ |
| $12.28 \%$ | $12.52 \%$ | $12.80 \%$ |


| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2019 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2018 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2018 \\ \hline \end{gathered}$ |  |
| Interest Income |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 108,511 | \$ | 107,404 | \$ | 97,634 |
| Income on Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  | 13,432 |  | 13,043 |  | 12,141 |
| Held-to-Maturity |  | 21,921 |  | 21,482 |  | 21,296 |
| Deposits |  | 15 |  | 10 |  | 18 |
| Funds Sold |  | 1,444 |  | 727 |  | 757 |
| Other |  | 319 |  | 352 |  | 300 |
| Total Interest Income |  | 145,642 |  | 143,018 |  | 132,146 |
| Interest Expense |  |  |  |  |  |  |
| Deposits |  | 15,284 |  | 13,172 |  | 7,581 |
| Securities Sold Under Agreements to Repurchase |  | 4,571 |  | 4,671 |  | 4,564 |
| Funds Purchased |  | 157 |  | 440 |  | 53 |
| Short-Term Borrowings |  | 36 |  | 88 |  | 16 |
| Other Debt |  | 757 |  | 674 |  | 976 |
| Total Interest Expense |  | 20,805 |  | 19,045 |  | 13,190 |
| Net Interest Income |  | 124,837 |  | 123,973 |  | 118,956 |
| Provision for Credit Losses |  | 3,000 |  | 2,000 |  | 4,125 |
| Net Interest Income After Provision for Credit Losses |  | 121,837 |  | 121,973 |  | 114,831 |
| Noninterest Income |  |  |  |  |  |  |
| Trust and Asset Management |  | 10,761 |  | 10,558 |  | 11,181 |
| Mortgage Banking |  | 2,287 |  | 2,148 |  | 2,145 |
| Service Charges on Deposit Accounts |  | 7,364 |  | 7,562 |  | 7,129 |
| Fees, Exchange, and Other Service Charges |  | 14,208 |  | 14,576 |  | 14,333 |
| Investment Securities Gains (Losses), Net |  | (835) |  | (841) |  | (666) |
| Annuity and Insurance |  | 2,578 |  | 1,409 |  | 1,206 |
| Bank-Owned Life Insurance |  | 1,710 |  | 1,941 |  | 1,842 |
| Other |  | 5,606 |  | 4,755 |  | 6,865 |
| Total Noninterest Income |  | 43,679 |  | 42,108 |  | 44,035 |
| Noninterest Expense |  |  |  |  |  |  |
| Salaries and Benefits |  | 56,586 |  | 54,856 |  | 54,422 |
| Net Occupancy |  | 7,594 |  | 8,918 |  | 8,534 |
| Net Equipment |  | 6,833 |  | 6,364 |  | 5,527 |
| Data Processing |  | 4,526 |  | 5,151 |  | 3,891 |
| Professional Fees |  | 2,453 |  | 2,467 |  | 2,773 |
| FDIC Insurance |  | 1,269 |  | 1,336 |  | 2,157 |
| Other |  | 13,796 |  | 16,819 |  | 17,080 |
| Total Noninterest Expense |  | 93,057 |  | 95,911 |  | 94,384 |
| Income Before Provision for Income Taxes |  | 72,459 |  | 68,170 |  | 64,482 |
| Provision for Income Taxes |  | 13,660 |  | 14,259 |  | 10,442 |
| Net Income | \$ | 58,799 | \$ | 53,911 | \$ | 54,040 |
| Basic Earnings Per Share | \$ | 1.44 | \$ | 1.30 | \$ | 1.29 |
| Diluted Earnings Per Share | \$ | 1.43 | \$ | 1.30 | \$ | 1.28 |
| Dividends Declared Per Share | \$ | 0.62 | \$ | 0.62 | \$ | 0.52 |
| Basic Weighted Average Shares |  | 40,938,318 |  | 41,325,456 |  | 42,038,573 |
| Diluted Weighted Average Shares |  | 41,213,453 |  | 41,601,649 |  | 42,358,425 |

## Bank of Hawaii Corporation and Subsidiaries

Consolidated Statements of Comprehensive Income
Table 4

| (dollars in thousands) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2019 \end{gathered}$ |  | December 31, 2018 |  | $\begin{gathered} \text { March 31, } \\ 2018 \\ \hline \end{gathered}$ |  |
| Net Income | \$ | 58,799 | \$ | 53,911 | \$ | 54,040 |
| Other Comprehensive Income (Loss), Net of Tax: |  |  |  |  |  |  |
| Net Unrealized Gains (Losses) on Investment Securities |  | 6,919 |  | 11,169 |  | $(9,121)$ |
| Defined Benefit Plans |  | 246 |  | $(2,974)$ |  | 216 |
| Other Comprehensive Income (Loss) |  | 7,165 |  | 8,195 |  | $(8,905)$ |
| Comprehensive Income | \$ | 65,964 | \$ | 62,106 | \$ | 45,135 |


| (dollars in thousands) |  | $\begin{array}{r} \text { March 31, } \\ 2019 \\ \hline \end{array}$ | December 31,2018 |  | $\begin{array}{r} \text { March 31, } \\ 2018 \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ | 3,550 | \$ | 3,028 | \$ | 2,589 |
| Funds Sold |  | 243,867 |  | 198,860 |  | 387,766 |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  | 1,859,256 |  | 2,007,942 |  | 2,184,187 |
| Held-to-Maturity (Fair Value of \$3,637,496; \$3,413,994; and \$3,711,149) |  | 3,668,811 |  | 3,482,092 |  | 3,789,092 |
| Loans Held for Sale |  | 17,909 |  | 10,987 |  | 23,548 |
| Loans and Leases |  | 10,548,609 |  | 10,448,774 |  | 9,916,628 |
| Allowance for Loan and Lease Losses |  | $(106,023)$ |  | $(106,693)$ |  | $(107,938)$ |
| Net Loans and Leases |  | 10,442,586 |  | 10,342,081 |  | 9,808,690 |
| Total Earning Assets |  | 16,235,979 |  | 16,044,990 |  | 16,195,872 |
| Cash and Due from Banks |  | 293,871 |  | 324,081 |  | 174,871 |
| Premises and Equipment, Net |  | 159,344 |  | 151,837 |  | 137,201 |
| Operating Lease Right-of-Use Assets |  | 104,166 |  | - |  | - |
| Accrued Interest Receivable |  | 52,820 |  | 51,230 |  | 52,941 |
| Foreclosed Real Estate |  | 3,225 |  | 1,356 |  | 2,768 |
| Mortgage Servicing Rights |  | 24,149 |  | 24,310 |  | 24,493 |
| Goodwill |  | 31,517 |  | 31,517 |  | 31,517 |
| Bank-Owned Life Insurance |  | 285,155 |  | 283,771 |  | 280,537 |
| Other Assets |  | 256,187 |  | 230,882 |  | 235,830 |
| Total Assets | \$ | 17,446,413 | \$ | 17,143,974 | \$ | 17,136,030 |

Liabilities
Deposits

| Noninterest-Bearing Demand | \$ | 4,595,915 | \$ | 4,739,596 | \$ | 4,759,777 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-Bearing Demand |  | 2,961,444 |  | 3,002,925 |  | 3,028,373 |
| Savings |  | 5,946,881 |  | 5,539,199 |  | 5,397,291 |
| Time |  | 1,763,070 |  | 1,745,522 |  | 1,771,692 |
| Total Deposits |  | 15,267,310 |  | 15,027,242 |  | 14,957,133 |
| Short-Term Borrowings |  | - |  | 199 |  | - |
| Securities Sold Under Agreements to Repurchase |  | 504,299 |  | 504,296 |  | 505,293 |
| Other Debt |  | 110,624 |  | 135,643 |  | 235,699 |
| Operating Lease Liabilities |  | 111,230 |  | - |  | - |
| Retirement Benefits Payable |  | 40,343 |  | 40,494 |  | 37,046 |
| Accrued Interest Payable |  | 8,474 |  | 8,253 |  | 8,229 |
| Taxes Payable and Deferred Taxes |  | 29,935 |  | 19,736 |  | 29,557 |
| Other Liabilities |  | 104,508 |  | 139,911 |  | 121,880 |
| Total Liabilities |  | 16,176,723 |  | 15,875,774 |  | 15,894,837 |
| Shareholders' Equity |  |  |  |  |  |  |
| Common Stock (\$. 01 par value; authorized 500,000,000 shares; issued / outstanding: March 31, 2019-58,166,535 / 41,078,688; December 31, 2018-58,063,689 / 41,499,898; and March 31, 2018 - 58,051,646 / 42,314,414) |  | 578 |  | 577 |  | 577 |
| Capital Surplus |  | 574,594 |  | 571,704 |  | 563,598 |
| Accumulated Other Comprehensive Loss |  | $(43,878)$ |  | $(51,043)$ |  | $(51,097)$ |
| Retained Earnings |  | 1,674,264 |  | 1,641,314 |  | 1,551,900 |
| Treasury Stock, at Cost (Shares: March 31, 2019-17,087,847; December 31, 2018-16,563,791; and March 31, 2018-15,737,232) |  | $(935,868)$ |  | $(894,352)$ |  | $(823,785)$ |
| Total Shareholders' Equity |  | 1,269,690 |  | 1,268,200 |  | 1,241,193 |
| Total Liabilities and Shareholders' Equity | \$ | 17,446,413 | \$ | 17,143,974 | \$ | 17,136,030 |



Average Balances and Interest Rates - Taxable-Equivalent Basis

|  | Three Months Ended March 31, 2019 |  |  | Three Months Ended <br> December 31, 2018 |  |  | Three Months End <br> March 31, 2018 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | Average Balance | Incomel Expense | Yield/ Rate | Average Balance | Incomel <br> Expense | Yield/ Rate | Average <br> Balance | Incomel Expense |

## Earning Assets

|  |  | $\$$ | 3.0 | $\$$ | - | 2.05 | $\%$ | $\$$ | 3.3 | $\$$ | - | 1.21 | $\%$ | $\$$ | 3.0 | $\$$ |
| :--- | ---: | ---: | ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Interest-Bearing Deposits in Other Banks |  | 241.6 |  | 1.5 | 2.39 |  | 128.2 |  | 0.7 | 2.22 |  | 204.7 |  | 0.8 |  |  |

Investment Securities

| Available-for-Sale |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Taxable | 1,595.8 | 11.5 | 2.90 | 1,480.5 | 10.0 | 2.70 | 1,595.1 | 8.9 |
| Non-Taxable | 279.1 | 2.4 | 3.45 | 556.4 | 3.8 | 2.77 | 604.7 | 4.1 |
| Held-to-Maturity |  |  |  |  |  |  |  |  |
| Taxable | 3,373.5 | 20.5 | 2.43 | 3,360.5 | 20.0 | 2.38 | 3,631.2 | 19.8 |
| Non-Taxable | 234.1 | 1.8 | 3.15 | 235.1 | 1.9 | 3.16 | 238.0 | 1.9 |
| Total Investment Securities | 5,482.5 | 36.2 | 2.65 | 5,632.5 | 35.7 | 2.53 | 6,069.0 | 34.7 |
| Loans Held for Sale | 12.4 | 0.1 | 4.35 | 12.1 | 0.2 | 4.63 | 14.1 | 0.1 |
| Loans and Leases ${ }^{1}$ |  |  |  |  |  |  |  |  |
| Commercial and Industrial | 1,357.8 | 15.3 | 4.57 | 1,351.1 | 14.3 | 4.21 | 1,280.9 | 11.8 |
| Commercial Mortgage | 2,310.4 | 24.9 | 4.36 | 2,256.0 | 24.2 | 4.25 | 2,096.4 | 20.6 |
| Construction | 150.4 | 1.9 | 5.08 | 179.8 | 2.2 | 4.79 | 189.4 | 2.1 |
| Commercial Lease Financing | 160.9 | 0.9 | 2.28 | 173.2 | 1.0 | 2.42 | 179.6 | 1.0 |
| Residential Mortgage | 3,680.2 | 35.5 | 3.86 | 3,615.8 | 35.1 | 3.88 | 3,478.2 | 33.3 |
| Home Equity | 1,690.0 | 16.1 | 3.87 | 1,652.4 | 15.7 | 3.78 | 1,595.4 | 14.6 |
| Automobile | 668.2 | 6.0 | 3.66 | 641.8 | 6.0 | 3.73 | 541.5 | 5.6 |
| Other ${ }^{2}$ | 449.4 | 7.9 | 7.13 | 450.0 | 8.8 | 7.72 | 442.4 | 8.6 |
| Total Loans and Leases | 10,467.3 | 108.5 | 4.18 | 10,320.1 | 107.3 | 4.14 | 9,803.8 | 97.6 |
| Other | 35.5 | 0.3 | 3.60 | 36.8 | 0.4 | 3.82 | 40.7 | 0.3 |
| Total Earning Assets ${ }^{3}$ | 16,242.3 | 146.6 | 3.64 | 16,133.0 | 144.3 | 3.56 | 16,135.3 | 133.5 |
| Cash and Due from Banks | 240.8 |  |  | 234.3 |  |  | 228.6 |  |
| Other Assets | 753.0 |  |  | 621.3 |  |  | 593.5 |  |
| Total Assets | \$ 17,236.1 |  |  | \$ 16,988.6 |  |  | \$ 16,957.4 |  |

Interest-Bearing Liabilities
Interest-Bearing Deposits

| Demand | \$ | 2,939.9 |  | 1.5 | 0.20 |  | \$ 2,888.3 |  | 1.5 | 0.20 |  | \$ 2,978.1 |  | 0.8 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings |  | 5,760.8 |  | 6.7 | 0.47 |  | 5,494.5 |  | 4.5 | 0.32 |  | 5,366.3 |  | 2.1 |
| Time |  | 1,703.4 |  | 7.1 | 1.69 |  | 1,800.7 |  | 7.2 | 1.59 |  | 1,713.5 |  | 4.7 |
| Total Interest-Bearing Deposits |  | 10,404.1 |  | 15.3 | 0.60 |  | 10,183.5 |  | 13.2 | 0.51 |  | 10,057.9 |  | 7.6 |
| Short-Term Borrowings |  | 31.1 |  | 0.2 | 2.49 |  | 89.6 |  | 0.5 | 2.31 |  | 19.1 |  | 0.1 |
| Securities Sold Under Agreements to Repurchase |  | 504.3 |  | 4.6 | 3.63 |  | 504.3 |  | 4.7 | 3.62 |  | 505.3 |  | 4.5 |
| Other Debt |  | 120.0 |  | 0.7 | 2.55 |  | 145.2 |  | 0.7 | 1.85 |  | 257.1 |  | 1.0 |
| Total Interest-Bearing Liabilities |  | 11,059.5 |  | 20.8 | 0.76 |  | 10,922.6 |  | 19.1 | 0.69 |  | 10,839.4 |  | 13.2 |
| Net Interest Income |  |  | \$ | 125.8 |  |  |  | \$ | 125.2 |  |  |  | \$ | 120.3 |
| Interest Rate Spread |  |  |  |  | 2.88 | \% |  |  |  | 2.87 | \% |  |  |  |
| Net Interest Margin |  |  |  |  | 3.12 | \% |  |  |  | 3.10 | \% |  |  |  |
| Noninterest-Bearing Demand Deposits |  | 4,567.3 |  |  |  |  | 4,596.0 |  |  |  |  | 4,662.4 |  |  |
| Other Liabilities |  | 341.9 |  |  |  |  | 215.3 |  |  |  |  | 220.0 |  |  |
| Shareholders' Equity |  | 1,267.4 |  |  |  |  | 1,254.7 |  |  |  |  | 1,235.6 |  |  |
| Total Liabilities and Shareholders' Equity |  | 17,236.1 |  |  |  |  | \$ 16,988.6 |  |  |  |  | \$ 16,957.4 |  |  |

[^0]| (dollars in millions) | Three Months Ended March 31, 2019 <br> Compared to December 31, 2018 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | 0.7 | \$ | 0.1 | \$ | 0.8 |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |
| Taxable |  | 0.8 |  | 0.7 |  | 1.5 |
| Non-Taxable |  | (2.2) |  | 0.8 |  | (1.4) |
| Held-to-Maturity |  |  |  |  |  |  |
| Taxable |  | 0.1 |  | 0.4 |  | 0.5 |
| Non-Taxable |  | (0.1) |  | - |  | (0.1) |
| Total Investment Securities |  | (1.4) |  | 1.9 |  | 0.5 |
| Loans Held for Sale |  | - |  | (0.1) |  | (0.1) |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | 0.1 |  | 0.9 |  | 1.0 |
| Commercial Mortgage |  | 0.3 |  | 0.4 |  | 0.7 |
| Construction |  | (0.4) |  | 0.1 |  | (0.3) |
| Commercial Lease Financing |  | (0.1) |  | - |  | (0.1) |
| Residential Mortgage |  | 0.6 |  | (0.2) |  | 0.4 |
| Home Equity |  | 0.2 |  | 0.2 |  | 0.4 |
| Automobile |  | 0.2 |  | (0.2) |  | - |
| Other ${ }^{2}$ |  | (0.1) |  | (0.8) |  | (0.9) |
| Total Loans and Leases |  | 0.8 |  | 0.4 |  | 1.2 |
| Other |  | - |  | (0.1) |  | (0.1) |
| Total Change in Interest Income |  | 0.1 |  | 2.2 |  | 2.3 |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Savings |  | 0.2 |  | 2.0 |  | 2.2 |
| Time |  | (0.5) |  | 0.4 |  | (0.1) |
| Total Interest-Bearing Deposits |  | (0.3) |  | 2.4 |  | 2.1 |
| Short-Term Borrowings |  | (0.4) |  | 0.1 |  | (0.3) |
| Securities Sold Under Agreements to Repurchase |  | - |  | (0.1) |  | (0.1) |
| Other Debt |  | (0.1) |  | 0.1 |  | - |
| Total Change in Interest Expense |  | (0.8) |  | 2.5 |  | 1.7 |
| Change in Net Interest Income | \$ | 0.9 | \$ | (0.3) | \$ | 0.6 |

[^1]| (dollars in millions) | Three Months Ended March 31, 2019 <br> Compared to March 31, 2018 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Funds Sold | \$ | 0.2 | \$ | 0.5 | \$ | 0.7 |
| Investment Securities |  |  |  |  |  |  |
| Available-for-Sale |  |  |  |  |  |  |
| Taxable |  | - |  | 2.6 |  | 2.6 |
| Non-Taxable |  | (2.6) |  | 0.9 |  | (1.7) |
| Held-to-Maturity |  |  |  |  |  |  |
| Taxable |  | (1.4) |  | 2.1 |  | 0.7 |
| Non-Taxable |  | (0.1) |  | - |  | (0.1) |
| Total Investment Securities |  | (4.1) |  | 5.6 |  | 1.5 |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | 0.8 |  | 2.7 |  | 3.5 |
| Commercial Mortgage |  | 2.2 |  | 2.1 |  | 4.3 |
| Construction |  | (0.5) |  | 0.3 |  | (0.2) |
| Commercial Lease Financing |  | (0.1) |  | - |  | (0.1) |
| Residential Mortgage |  | 2.0 |  | 0.2 |  | 2.2 |
| Home Equity |  | 0.8 |  | 0.7 |  | 1.5 |
| Automobile |  | 1.2 |  | (0.8) |  | 0.4 |
| Other ${ }^{2}$ |  | 0.2 |  | (0.9) |  | (0.7) |
| Total Loans and Leases |  | 6.6 |  | 4.3 |  | 10.9 |
| Other |  | (0.2) |  | 0.2 |  | - |
| Total Change in Interest Income |  | 2.5 |  | 10.6 |  | 13.1 |

Change in Interest Expense:
Interest-Bearing Deposits

| Demand | - | 0.7 | 0.7 |
| :--- | :--- | :--- | :--- |
| Savings | 0.2 | 4.4 | 4.6 |
| Time | - | 2.4 | 2.4 |
| Total Interest-Bearing Deposits | 0.2 | 7.5 | 7.7 |
| Short-Term Borrowings | 0.1 | - | 0.1 |
| Securities Sold Under Agreements to Repurchase | - | 0.1 | 0.1 |
| Other Debt | $(0.7)$ | 0.4 | $(0.3)$ |
| Total Change in Interest Expense | $(0.4)$ | 8.0 | 7.6 |
|  |  |  |  |
| Change in Net Interest Income | 2.9 | $\$$ | 2.6 |

[^2]| (dollars in thousands) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2019 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2018 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2018 \end{gathered}$ |  |
| Salaries | \$ | 32,480 | \$ | 33,603 | \$ | 32,704 |
| Incentive Compensation |  | 5,904 |  | 5,715 |  | 5,178 |
| Share-Based Compensation |  | 3,079 |  | 1,417 |  | 2,081 |
| Commission Expense |  | 930 |  | 1,158 |  | 954 |
| Retirement and Other Benefits |  | 5,107 |  | 4,369 |  | 4,841 |
| Payroll Taxes |  | 4,247 |  | 2,277 |  | 4,172 |
| Medical, Dental, and Life Insurance |  | 4,465 |  | 5,237 |  | 3,461 |
| Separation Expense |  | 374 |  | 1,080 |  | 1,031 |
| Total Salaries and Benefits | \$ | 56,586 | \$ | 54,856 | \$ | 54,422 |

## Bank of Hawaii Corporation and Subsidiaries

Loan and Lease Portfolio Balances
Table 10

| (dollars in thousands) |  | $\begin{array}{r} \text { March 31, } \\ 2019 \\ \hline \end{array}$ | December 31,2018 |  | September 30, 2018 |  |  | $\begin{array}{r} \text { June } 30, \\ 2018 \\ \hline \end{array}$ |  | $\begin{array}{r} \text { March 31, } \\ 2018 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 1,331,345 | \$ | 1,331,149 | \$ | 1,314,609 | \$ | 1,282,967 | \$ | 1,329,096 |
| Commercial Mortgage |  | 2,381,213 |  | 2,302,356 |  | 2,237,020 |  | 2,169,357 |  | 2,097,339 |
| Construction |  | 132,775 |  | 170,061 |  | 176,447 |  | 185,350 |  | 186,530 |
| Lease Financing |  | 154,919 |  | 176,226 |  | 172,232 |  | 178,598 |  | 179,771 |
| Total Commercial |  | 4,000,252 |  | 3,979,792 |  | 3,900,308 |  | 3,816,272 |  | 3,792,736 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 3,702,553 |  | 3,673,796 |  | 3,596,627 |  | 3,548,444 |  | 3,505,239 |
| Home Equity |  | 1,698,666 |  | 1,681,442 |  | 1,625,208 |  | 1,622,314 |  | 1,601,698 |
| Automobile |  | 676,730 |  | 658,133 |  | 625,086 |  | 592,705 |  | 558,468 |
| Other ${ }^{1}$ |  | 470,408 |  | 455,611 |  | 483,833 |  | 473,588 |  | 458,487 |
| Total Consumer |  | 6,548,357 |  | 6,468,982 |  | 6,330,754 |  | 6,237,051 |  | 6,123,892 |
| Total Loans and Leases | \$ | 10,548,609 | \$ | 10,448,774 | \$ | 10,231,062 | \$ | 10,053,323 | \$ | 9,916,628 |

## Deposits

|  |  | March 31, | December 31, | September 30, | June 30, | March 31, |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| (dollars in thousands) |  | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 8}$ |  |  |  |
| Consumer | $\$$ | $7,944,793$ | $\$$ | $7,726,731$ | $\$$ | $7,627,527$ | $\$$ | $7,672,435$ |
| Commercial |  | $6,162,042$ |  | $6,098,186$ | $5,967,343$ | $5,921,414$ | $5,897,194$ |  |
| Public and Other |  | $1,160,475$ | $1,202,325$ | $1,248,465$ | $1,349,509$ | $1,394,013$ |  |  |
| Total Deposits | $\$$ | $15,267,310$ | $\$$ | $15,027,242$ | $\$$ | $14,843,335$ | $\$$ | $14,943,358$ |

[^3]|  | March 31, | December 31, September 30, | June 30, | March 31, |
| :--- | ---: | ---: | ---: | ---: |
| (dollars in thousands) | 2019 | 2018 | 2018 | 2018 |


| Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Accrual Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 393 | \$ | 542 | \$ | 1,205 | \$ | 917 | \$ | 986 |
| Commercial Mortgage |  | 5,911 |  | 2,040 |  | 652 |  | 659 |  | 1,367 |
| Total Commercial |  | 6,304 |  | 2,582 |  | 1,857 |  | 1,576 |  | 2,353 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 5,599 |  | 5,321 |  | 6,359 |  | 6,722 |  | 6,725 |
| Home Equity |  | 2,797 |  | 3,671 |  | 3,673 |  | 3,933 |  | 3,890 |
| Total Consumer |  | 8,396 |  | 8,992 |  | 10,032 |  | 10,655 |  | 10,615 |
| Total Non-Accrual Loans and Leases |  | 14,700 |  | 11,574 |  | 11,889 |  | 12,231 |  | 12,968 |
| Foreclosed Real Estate |  | 3,225 |  | 1,356 |  | 1,909 |  | 2,926 |  | 2,768 |
| Total Non-Performing Assets | \$ | 17,925 | \$ | 12,930 | \$ | 13,798 | \$ | 15,157 | \$ | 15,736 |

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

Commercial

| Commercial and Industrial | \$ | 66 | \$ | 10 | \$ | - | \$ | 2 | \$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial Mortgage |  | - |  | - |  | - |  | 5,680 |  | - |
| Total Commercial |  | 66 |  | 10 |  | - |  | 5,682 |  | - |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage | \$ | 903 | \$ | 2,446 | \$ | 2,426 | \$ | 2,281 | \$ | 2,927 |
| Home Equity |  | 3,381 |  | 2,684 |  | 3,112 |  | 3,016 |  | 3,013 |
| Automobile |  | 734 |  | 513 |  | 829 |  | 674 |  | 333 |
| Other ${ }^{1}$ |  | 1,033 |  | 914 |  | 1,727 |  | 1,660 |  | 1,895 |
| Total Consumer |  | 6,051 |  | 6,557 |  | 8,094 |  | 7,631 |  | 8,168 |
| Total Accruing Loans and Leases Past Due 90 Days or More | \$ | 6,117 | \$ | 6,567 | \$ | 8,094 | \$ | 13,313 | \$ | 8,168 |
| Restructured Loans on Accrual Status |  |  |  |  |  |  |  |  |  |  |
| Total Loans and Leases | \$ | 10,548,609 | \$ | 10,448,774 | \$ | 10,231,062 | \$ | 10,053,323 | \$ | 9,916,628 |
| $\underline{\text { Ratio of Non-Accrual Loans and Leases to Total Loans and Leases }}$ |  | 0.14\% |  | 0.11\% |  | 0.12\% |  | 0.12\% |  | 0.13\% |
| Ratio of Non-Performing Assets to Total Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Ratio of Commercial Non-Performing Assets to Total Commercial Loans |  |  |  |  |  |  |  |  |  | 0.06\% |
| Ratio of Consumer Non-Performing Assets to Total Consumer Loans |  |  |  |  |  |  |  |  |  | 0.22\% |
| 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 |  | 0.23\% |  | 0.19\% |  | 0.21\% |  | 0.28\% |  | 0.24\% |
| Quarter to Quarter Changes in Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Balance at Beginning of Quarter | \$ | 12,930 | \$ | 13,798 | \$ | 15,157 | \$ | 15,736 | \$ | 16,120 |
| Additions |  | 8,217 |  | 4,509 |  | 2,030 |  | 1,949 |  | 2,332 |
| Reductions |  |  |  |  |  |  |  |  |  |  |
| Payments |  | (989) |  | $(3,759)$ |  | (415) |  | $(1,847)$ |  | $(1,251)$ |
| Return to Accrual Status |  | (316) |  | (605) |  | $(1,420)$ |  | (126) |  | $(1,270)$ |
| Sales of Foreclosed Real Estate |  | - |  | (653) |  | $(1,301)$ |  | (421) |  | - |
| Charge-offs/Write-downs |  | $(1,917)$ |  | (360) |  | (253) |  | (134) |  | (195) |
| Total Reductions |  | $(3,222)$ |  | $(5,377)$ |  | $(3,389)$ |  | $(2,528)$ |  | $(2,716)$ |
| Balance at End of Quarter | \$ | 17,925 | \$ | 12,930 | \$ | 13,798 | \$ | 15,157 | \$ | 15,736 |

[^4]| (dollars in thousands) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2019 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2018 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2018 \\ \hline \end{gathered}$ |  |
| Balance at Beginning of Period | \$ | 113,515 | \$ | 115,512 | \$ | 114,168 |
| Loans and Leases Charged-Off |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |
| Commercial and Industrial |  | (370) |  | (365) |  | (206) |
| Commercial Mortgage |  | $(1,616)$ |  | - |  | - |
| Consumer |  |  |  |  |  |  |
| Residential Mortgage |  | (4) |  | (1) |  | (97) |
| Home Equity |  | (295) |  | (406) |  | (91) |
| Automobile |  | $(1,753)$ |  | $(2,335)$ |  | $(2,254)$ |
| Other ${ }^{1}$ |  | $(2,790)$ |  | $(3,781)$ |  | $(3,340)$ |
| Total Loans and Leases Charged-Off |  | $(6,828)$ |  | $(6,888)$ |  | $(5,988)$ |

Recoveries on Loans and Leases Previously Charged-Off

| Commercial |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and Industrial |  | 501 | 803 |  |  | 328 |
| Consumer |  |  |  |  |  |  |
| Residential Mortgage |  | 484 |  | 112 |  | 220 |
| Home Equity |  | 588 |  | 367 |  | 625 |
| Automobile |  | 881 |  | 949 |  | 599 |
| Other ${ }^{1}$ |  | 704 |  | 660 |  | 683 |
| Total Recoveries on Loans and Leases Previously Charged-Off |  | 3,158 |  | 2,891 |  | 2,455 |
| Net Loans and Leases Charged-Off |  | $(3,670)$ |  | $(3,997)$ |  | $(3,533)$ |
| Provision for Credit Losses |  | 3,000 |  | 2,000 |  | 4,125 |
| Provision for Unfunded Commitments |  | - |  | - |  | - |
| Balance at End of Period ${ }^{2}$ | \$ | 112,845 | \$ | 113,515 | \$ | 114,760 |

## Components

| Allowance for Loan and Lease Losses | $\$$ | 106,023 | $\$$ | 106,693 |
| :--- | ---: | ---: | ---: | ---: |
| Reserve for Unfunded Commitments | $\$$ | 107,938 |  |  |
| Total Reserve for Credit Losses | $\$, 822$ | 112,845 | $\$$ | 113,515 |
|  | $\$, 822$ |  |  |  |
| Average Loans and Leases Outstanding | $\$$ |  |  |  |

Ratio of Net Loans and Leases Charged-Off to

| Average Loans and Leases Outstanding (annualized) | $0.14 \%$ | $0.15 \%$ |
| :---: | :--- | :--- |
| Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding | $1.01 \%$ | $1.02 \%$ |

[^5]| (dollars in thousands) |  | Retail Banking | Commercial Banking |  | Investment Services and Private Banking |  |  | Treasury and Other | Consolidated <br> Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |
| Three Months Ended March 31, 2019 |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 66,154 | \$ | 47,290 |  |  | \$ | 10,198 | \$ | 1,195 | \$ | 124,837 |
| Provision for Credit Losses |  | 2,241 |  | 1,446 |  | (17) |  | (670) |  | 3,000 |
| Net Interest Income After Provision for Credit Losses |  | 63,913 |  | 45,844 |  | 10,215 |  | 1,865 |  | 121,837 |
| Noninterest Income |  | 21,233 |  | 7,061 |  | 13,245 |  | 2,140 |  | 43,679 |
| Noninterest Expense |  | $(52,524)$ |  | $(20,955)$ |  | $(16,903)$ |  | $(2,675)$ |  | $(93,057)$ |
| Income Before Provision for Income Taxes |  | 32,622 |  | 31,950 |  | 6,557 |  | 1,330 |  | 72,459 |
| Provision for Income Taxes |  | $(8,105)$ |  | $(6,002)$ |  | $(1,729)$ |  | 2,176 |  | $(13,660)$ |
| Net Income | \$ | 24,517 | \$ | 25,948 | \$ | 4,828 | \$ | 3,506 | \$ | 58,799 |
| Total Assets as of March 31, 2019 | \$ | 6,454,127 | \$ | 4,004,176 | \$ | 341,979 | \$ | 6,646,131 | \$ | 17,446,413 |

Three Months Ended March 31, 2018

| Net Interest Income | \$ | 64,397 | \$ | 42,898 | \$ | 9,887 | \$ | 1,774 | \$ | 118,956 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for Credit Losses |  | 3,743 |  | (151) |  | (60) |  | 593 |  | 4,125 |
| Net Interest Income After Provision for Credit Losses |  | 60,654 |  | 43,049 |  | 9,947 |  | 1,181 |  | 114,831 |
| Noninterest Income |  | 19,253 |  | 5,642 |  | 13,670 |  | 5,470 |  | 44,035 |
| Noninterest Expense |  | $(54,599)$ |  | $(20,332)$ |  | $(16,207)$ |  | $(3,246)$ |  | $(94,384)$ |
| Income Before Provision for Income Taxes |  | 25,308 |  | 28,359 |  | 7,410 |  | 3,405 |  | 64,482 |
| Provision for Income Taxes |  | $(6,291)$ |  | $(6,824)$ |  | $(1,954)$ |  | 4,627 |  | $(10,442)$ |
| Net Income | \$ | 19,017 | \$ | 21,535 | \$ | 5,456 | \$ | 8,032 | \$ | 54,040 |
| Total Assets as of March 31, 2018 | \$ | 6,041,271 | \$ | 3,771,678 | \$ | 332,454 | \$ | 6,990,627 | \$ | 17,136,030 |


| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{array}{r} \text { March 31, } \\ 2019 \end{array}$ |  |  | $\begin{array}{r} \text { ecember 31, } \\ 2018 \end{array}$ |  |  | $\begin{array}{r} \text { ptember 30, } \\ 2018 \end{array}$ |  |  | $\begin{array}{r} \text { June } 30, \\ 2018 \\ \hline \end{array}$ |  |  | $\begin{array}{r} \text { March 31, } \\ 2018 \\ \hline \end{array}$ |
| Quarterly Operating Results |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 108,511 |  | \$ | 107,404 |  | \$ | 104,248 |  | \$ | 101,311 |  | \$ | 97,634 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 13,432 |  |  | 13,043 |  |  | 12,588 |  |  | 12,380 |  |  | 12,141 |
| Held-to-Maturity |  | 21,921 |  |  | 21,482 |  |  | 20,821 |  |  | 20,711 |  |  | 21,296 |
| Deposits |  | 15 |  |  | 10 |  |  | 10 |  |  | (4) |  |  | 18 |
| Funds Sold |  | 1,444 |  |  | 727 |  |  | 1,393 |  |  | 846 |  |  | 757 |
| Other |  | 319 |  |  | 352 |  |  | 364 |  |  | 341 |  |  | 300 |
| Total Interest Income |  | 145,642 |  |  | 143,018 |  |  | 139,424 |  |  | 135,585 |  |  | 132,146 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 15,284 |  |  | 13,172 |  |  | 10,931 |  |  | 9,459 |  |  | 7,581 |
| Securities Sold Under Agreements to Repurchase |  | 4,571 |  |  | 4,671 |  |  | 4,667 |  |  | 4,617 |  |  | 4,564 |
| Funds Purchased |  | 157 |  |  | 440 |  |  | 33 |  |  | 83 |  |  | 53 |
| Short-Term Borrowings |  | 36 |  |  | 88 |  |  | 28 |  |  | 13 |  |  | 16 |
| Other Debt |  | 757 |  |  | 674 |  |  | 838 |  |  | 917 |  |  | 976 |
| Total Interest Expense |  | 20,805 |  |  | 19,045 |  |  | 16,497 |  |  | 15,089 |  |  | 13,190 |
| Net Interest Income |  | 124,837 |  |  | 123,973 |  |  | 122,927 |  |  | 120,496 |  |  | 118,956 |
| Provision for Credit Losses |  | 3,000 |  |  | 2,000 |  |  | 3,800 |  |  | 3,500 |  |  | 4,125 |
| Net Interest Income After Provision for Credit Losses |  | 121,837 |  |  | 121,973 |  |  | 119,127 |  |  | 116,996 |  |  | 114,831 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 10,761 |  |  | 10,558 |  |  | 10,782 |  |  | 11,356 |  |  | 11,181 |
| Mortgage Banking |  | 2,287 |  |  | 2,148 |  |  | 1,965 |  |  | 2,179 |  |  | 2,145 |
| Service Charges on Deposit Accounts |  | 7,364 |  |  | 7,562 |  |  | 7,255 |  |  | 6,865 |  |  | 7,129 |
| Fees, Exchange, and Other Service Charges |  | 14,208 |  |  | 14,576 |  |  | 14,173 |  |  | 14,400 |  |  | 14,333 |
| Investment Securities Gains (Losses), Net |  | (835) |  |  | (841) |  |  | (729) |  |  | $(1,702)$ |  |  | (666) |
| Annuity and Insurance |  | 2,578 |  |  | 1,409 |  |  | 1,360 |  |  | 1,847 |  |  | 1,206 |
| Bank-Owned Life Insurance |  | 1,710 |  |  | 1,941 |  |  | 1,620 |  |  | 1,796 |  |  | 1,842 |
| Other |  | 5,606 |  |  | 4,755 |  |  | 5,056 |  |  | 4,557 |  |  | 6,865 |
| Total Noninterest Income |  | 43,679 |  |  | 42,108 |  |  | 41,482 |  |  | 41,298 |  |  | 44,035 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 56,586 |  |  | 54,856 |  |  | 51,782 |  |  | 52,148 |  |  | 54,422 |
| Net Occupancy |  | 7,594 |  |  | 8,918 |  |  | 8,702 |  |  | 8,588 |  |  | 8,534 |
| Net Equipment |  | 6,833 |  |  | 6,364 |  |  | 6,116 |  |  | 5,845 |  |  | 5,527 |
| Data Processing |  | 4,526 |  |  | 5,151 |  |  | 4,241 |  |  | 4,563 |  |  | 3,891 |
| Professional Fees |  | 2,453 |  |  | 2,467 |  |  | 2,206 |  |  | 2,546 |  |  | 2,773 |
| FDIC Insurance |  | 1,269 |  |  | 1,336 |  |  | 2,057 |  |  | 2,182 |  |  | 2,157 |
| Other |  | 13,796 |  |  | 16,819 |  |  | 15,434 |  |  | 14,919 |  |  | 17,080 |
| Total Noninterest Expense |  | 93,057 |  |  | 95,911 |  |  | 90,538 |  |  | 90,791 |  |  | 94,384 |
| Income Before Provision for Income Taxes |  | 72,459 |  |  | 68,170 |  |  | 70,071 |  |  | 67,503 |  |  | 64,482 |
| Provision for Income Taxes |  | 13,660 |  |  | 14,259 |  |  | 13,138 |  |  | 12,785 |  |  | 10,442 |
| Net Income | \$ | 58,799 |  | \$ | 53,911 |  | \$ | 56,933 |  | \$ | 54,718 |  | \$ | 54,040 |
| Basic Earnings Per Share | \$ | 1.44 |  | \$ | 1.30 |  | \$ | 1.37 |  | \$ | 1.31 |  | \$ | 1.29 |
| Diluted Earnings Per Share | \$ | 1.43 |  | \$ | 1.30 |  | \$ | 1.36 |  | \$ | 1.30 |  | \$ | 1.28 |
| Balance Sheet Totals |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans and Leases | \$ | 10,548,609 |  | \$ | 10,448,774 |  | \$ | 10,231,062 |  | \$ | 10,053,323 |  |  | 9,916,628 |
| Total Assets |  | 17,446,413 |  |  | 17,143,974 |  |  | 16,991,734 |  |  | 17,124,162 |  |  | 17,136,030 |
| Total Deposits |  | 15,267,310 |  |  | 15,027,242 |  |  | 14,843,335 |  |  | 14,943,358 |  |  | 14,957,133 |
| Total Shareholders' Equity |  | 1,269,690 |  |  | 1,268,200 |  |  | 1,253,327 |  |  | 1,247,717 |  |  | 1,241,193 |
| Performance Ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on Average Assets |  | 1.38 | \% |  | 1.26 | \% |  | 1.33 | \% |  | 1.30 | \% |  | 1.29 |
| Return on Average Shareholders' Equity |  | 18.81 |  |  | 17.05 |  |  | 18.06 |  |  | 17.68 |  |  | 17.74 |
| Efficiency Ratio ${ }^{1}$ |  | 55.22 |  |  | 57.75 |  |  | 55.07 |  |  | 56.12 |  |  | 57.91 |
| Net Interest Margin ${ }^{2}$ |  | 3.12 |  |  | 3.10 |  |  | 3.07 |  |  | 3.04 |  |  | 3.00 |


|  | Two Months Ended |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | February 28, 2019 millions; jobs in thousands) |  | December 31, 2018 | December 31, 2017 |

Hawaii Economic Trends

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| State General Fund Revenues ${ }^{1}$ | $\$$ | $1,200.3$ | $(2.9)$ | $\%$ | $\$$ | $6,933.1$ | 6.9 | $\%$ | $\$$ | $6,485.0$ | 4.3 | $\%$ |
| General Excise and Use Tax Revenue $^{1}$ | $\$$ | 640.5 | $(5.2)$ | $\%$ | $\$$ | $3,426.5$ | 2.3 | $\%$ | $\$$ | $3,349.8$ | 4.5 | $\%$ |
| Jobs $^{2}$ |  | 656.5 |  |  |  | 660.0 |  |  |  |  |  |  |


|  | March 31, | December 31, |
| :--- | :---: | :---: |
|  | 2019 | 2018 |


| Unemployment ${ }^{3}$ |  |  |
| :--- | :--- | :--- |
| Statewide, seasonally adjusted | 2.8 | $\%$ |
|  | 2.1 |  |
| Oahu | 2.7 | 2.2 |
| Island of Hawaii | 3.7 | 1.7 |
| Maui | 2.8 | 2.9 |
| Kauai | 3.0 | 2.3 |


| (percentage change, except months of inventory) | March 31, | December 31, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2018 |  | 2017 |  | 2016 |  |
| Housing Trends (Single Family Oahu) ${ }^{4}$ |  |  |  |  |  |  |  |
| Median Home Price | 2.0 \% | 4.6 | \% | 2.7 | \% | 5.0 | \% |
| Home Sales Volume (units) | (5.7) \% | (7.7) | \% | 6.3 | \% | 6.5 | \% |
| Months of Inventory | 3.4 | 2.8 |  | 2.1 |  | 2.5 |  |
| (in thousands) | Monthly Visitor Arrivals, Not Seasonally Adjusted |  |  | Percentage Change from Previous Year |  |  |  |

Tourism ${ }^{5}$
February 28, $2019 \quad 782.6$
January 31, $2019 \quad 820.6$
December 31, $2018 \quad 9.4$
November 30, $2018 \quad 482.04$
October 31, $2018 \quad 7.4$
September 30, $2018 \quad 3.5$

| August 31, 2018 | 845.1 |
| :--- | :--- |

July 31, $2018 \quad 939.4$
June 30, $2018 \quad 897.18$
May 31, $2018 \quad 804.18$
April 30, $2018 \quad 803.0 \quad 6.6$
March 31, $2018 \quad 903.6$
February 28, $2018 \quad 778.6$
January 31, $2018 \quad 796.54$
December 31, $2017 \quad 880.48 .3$
November 30, $2017 \quad 749.54$
October 31, $2017 \quad 2.9$
September 30, $2017 \quad 400.54$

August 31, $2017 \quad 818.64$
July 31, 2017
$891.9 \quad 6.8$
$835.9 \quad 4.5$
751.2 4.5

May 31, 2017
$753.0 \quad 7.5$
$\begin{array}{lll}\text { March 31, 2017 } & 802.8 & 2.1 \\ \text { February 28, } 2017 & 706.1 & 2.5\end{array}$

| January 31, 2017 | 756.0 |
| :--- | :--- |

[^6]
[^0]:    ${ }^{1}$ Non-performing loans and leases are included in the respective average loan and lease balances. Income, if any, on such loans and leases is recognized on a cash basis.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing
    ${ }^{3}$ Interest income includes taxable-equivalent basis adjustments, based upon a federal statutory tax rate of $21 \%$, of $\$ 981,000, \$ 1,263,000$, and $\$ 1,344,000$
    for the three months ended March 31, 2019, December 31, 2018, and March 31, 2018, respectively.

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

[^2]:    ${ }^{1}$ The change in interest income and expense not solely due to changes in volume or rate has been allocated on a pro-rata basis to the volume and rate columns
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.

[^3]:    ${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.

[^4]:    ${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.

[^5]:    ${ }^{1}$ Comprised of other revolving credit, installment, and lease financing.
    ${ }^{2}$ Included in this analysis is activity related to the Company's reserve for unfunded commitments, which is separately recorded in other liabilities in the Consolidated Statements of Condition.

[^6]:    ${ }^{1}$ Source: Hawaii Department of Business, Economic Development \& Tourism
    ${ }^{2}$ Source: U. S. Bureau of Labor Statistics
    ${ }^{3}$ Source: Hawaii Department of Labor and Industrial Relations, County jobs data not seasonally adjusted
    ${ }^{4}$ Source: Honolulu Board of REALTORS
    ${ }^{5}$ Source: Hawaii Tourism Authority

