

FIRST HAWAIIAN BANK
Business Activity Report
2011 to 2012 Comparison*
(Fourth Quarter 2011 vs. 2012)

Industry	----- Fourth Quarter Sales -----		% Change
	2012	2011	
Guam			
Hotels	\$ 7,047,749	\$ 5,140,168	37.11%
Restaurants	\$ 8,519,434	\$ 6,988,908	21.90%
Utilities, Communications	\$ 7,118,198	\$ 5,973,640	19.16%
Travel Activities	\$ 2,211,460	\$ 1,920,119	15.17%
Other	\$ 7,609,384	\$ 6,732,078	13.03%
Insurance	\$ 3,188,499	\$ 2,824,934	12.87%
Travel Agencies	\$ 2,766,113	\$ 2,574,472	7.44%
Supermarkets	\$ 3,392,655	\$ 3,178,510	6.74%
Home Improvement	\$ 7,029,719	\$ 6,976,581	0.76%
Retail	\$ 21,350,212	\$ 21,469,907	-0.56%
Total Sales	\$ 70,233,423	\$ 63,779,317	10.12%

* Only includes card sales by the same company, year over year.