

**FIRST HAWAIIAN BANK**  
**Business Activity Report**  
2012 to 2013 Comparison\*  
(First Quarter 2012 vs. 2013)

Industry	----- First Quarter Sales -----		% Change
	2013	2012	
<b>Guam</b>			
Shipping	\$ 5,333,283	\$ 3,985,587	33.81%
Other	\$ 10,255,007	\$ 8,295,915	23.62%
Hotels	\$ 7,310,195	\$ 6,206,962	17.77%
Insurance	\$ 3,258,291	\$ 2,861,323	13.87%
Utilities, Communications	\$ 6,832,869	\$ 6,192,167	10.35%
Restaurants	\$ 8,616,104	\$ 8,049,811	7.03%
Supermarkets	\$ 3,527,577	\$ 3,452,413	2.18%
Travel Activities	\$ 2,613,840	\$ 2,611,307	0.10%
Home Improvement	\$ 6,204,001	\$ 6,502,030	-4.58%
Travel Agencies	\$ 3,227,325	\$ 3,452,293	-6.52%
Retail	\$ 19,790,522	\$ 22,310,273	-11.29%
<b>Total Sales</b>	<b>\$ 76,969,015</b>	<b>\$ 73,920,082</b>	<b>4.12%</b>

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