

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

Industry	----- First Quarter Sales -----		% Change
	2013	2012	
<b>Hawaii</b>			
Shipping	\$ 15,692,509	\$ 12,370,639	26.85%
Hotels	\$ 176,122,211	\$ 144,441,173	21.93%
Travel Agencies	\$ 31,707,528	\$ 27,446,717	15.52%
Utilities, Communications	\$ 61,273,789	\$ 53,784,767	13.92%
Insurance	\$ 11,135,633	\$ 10,038,464	10.93%
Convenience Stores	\$ 17,978,381	\$ 16,289,767	10.37%
Home Furnishing	\$ 26,720,956	\$ 24,344,083	9.76%
Home Improvement	\$ 32,543,742	\$ 30,005,874	8.46%
Travel Activities	\$ 36,530,683	\$ 33,994,784	7.46%
Medical Services	\$ 29,948,965	\$ 27,911,610	7.30%
Restaurants	\$ 121,972,853	\$ 114,446,116	6.58%
Other	\$ 72,192,781	\$ 68,154,467	5.93%
Automotive	\$ 38,652,284	\$ 36,514,703	5.85%
Automotive Parts, Services & Accessories	\$ 15,234,749	\$ 14,505,040	5.03%
Retail	\$ 94,926,907	\$ 90,975,326	4.34%
Supermarkets	\$ 11,896,430	\$ 11,811,519	0.72%
<b>Total Sales</b>	<b>\$ 794,530,403</b>	<b>\$ 717,035,048</b>	<b>10.81%</b>

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