

FIRST HAWAIIAN BANK
Business Activity Report
2013 to 2014 Comparison*
(First Quarter 2013 vs. 2014)

| Industry | ----- First Quarter Sales ----- | | % Change |
|--|---------------------------------|-----------------------|--------------|
| | 2014 | 2013 | |
| Hawaii | | | |
| Medical Services | \$ 32,690,951 | \$ 28,639,099 | 14.15% |
| Home Improvement | \$ 37,323,903 | \$ 32,764,008 | 13.92% |
| Other | \$ 75,912,245 | \$ 68,771,109 | 10.38% |
| Automotive Parts, Services & Accessories | \$ 14,804,174 | \$ 13,867,847 | 6.75% |
| Convenience Stores | \$ 18,143,053 | \$ 17,058,670 | 6.36% |
| Utilities, Communications | \$ 62,901,889 | \$ 59,261,968 | 6.14% |
| Restaurants | \$ 126,122,859 | \$ 119,483,300 | 5.56% |
| Supermarkets | \$ 12,148,123 | \$ 11,520,124 | 5.45% |
| Shipping | \$ 15,007,074 | \$ 14,385,818 | 4.32% |
| Automotive | \$ 39,491,015 | \$ 38,098,749 | 3.65% |
| Home Furnishing | \$ 26,195,543 | \$ 25,323,501 | 3.44% |
| Insurance | \$ 10,823,431 | \$ 10,780,593 | 0.40% |
| Travel Activities | \$ 29,980,757 | \$ 29,876,906 | 0.35% |
| Hotels | \$ 165,304,678 | \$ 165,840,552 | -0.32% |
| Retail | \$ 86,962,402 | \$ 87,279,229 | -0.36% |
| Travel Agencies | \$ 28,671,036 | \$ 30,763,547 | -6.80% |
| Total Sales | \$ 782,483,133 | \$ 753,715,018 | 3.82% |

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