

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

Industry	----- Second Quarter Sales -----		% Change
	2013	2012	
<b>Hawaii</b>			
Hotels	\$ 130,520,494	\$ 108,256,287	20.57%
Shipping	\$ 17,550,266	\$ 15,440,864	13.66%
Insurance	\$ 11,029,735	\$ 9,812,350	12.41%
Utilities, Communications	\$ 58,056,011	\$ 51,850,795	11.97%
Home Improvement	\$ 36,269,788	\$ 32,707,262	10.89%
Convenience Stores	\$ 18,872,749	\$ 17,167,769	9.93%
Automotive Parts, Services & Accessories	\$ 15,410,797	\$ 14,019,764	9.92%
Medical Services	\$ 30,411,449	\$ 28,071,848	8.33%
Other	\$ 71,946,912	\$ 66,939,613	7.48%
Home Furnishing	\$ 25,540,590	\$ 23,888,839	6.91%
Supermarkets	\$ 12,077,034	\$ 11,376,991	6.15%
Restaurants	\$ 112,292,793	\$ 106,584,027	5.36%
Travel Agencies	\$ 27,617,003	\$ 26,311,741	4.96%
Automotive	\$ 38,168,348	\$ 37,198,088	2.61%
Retail	\$ 87,191,336	\$ 86,672,957	0.60%
Travel Activities	\$ 33,854,255	\$ 34,212,337	-1.05%
<b>Total Sales</b>	<b>\$ 726,809,561</b>	<b>\$ 670,511,531</b>	<b>8.40%</b>

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