

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

Industry	----- Third Quarter Sales -----		% Change
	2013	2012	
<b>Guam</b>			
Utilities, Communications	\$ 7,652,235	\$ 6,503,393	17.67%
Shipping	\$ 5,272,745	\$ 4,525,811	16.50%
Supermarkets	\$ 3,128,487	\$ 2,838,275	10.22%
Insurance	\$ 3,796,616	\$ 3,487,882	8.85%
Other	\$ 8,476,249	\$ 7,858,451	7.86%
Hotels	\$ 8,561,616	\$ 7,971,629	7.40%
Restaurants	\$ 8,782,152	\$ 8,698,891	0.96%
Home Improvement	\$ 6,486,335	\$ 6,522,141	-0.55%
Travel Activities	\$ 2,122,166	\$ 2,226,516	-4.69%
Travel Agencies	\$ 3,090,161	\$ 3,711,146	-16.73%
Retail	\$ 17,303,139	\$ 21,235,258	-18.52%
<b>Total Sales</b>	<b>\$ 74,671,901</b>	<b>\$ 75,579,393</b>	<b>-1.20%</b>

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