

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

Industry	----- Third Quarter Sales -----		% Change
	2013	2012	
Hawaii			
Convenience Stores	\$ 19,067,916	\$ 16,891,777	12.88%
Insurance	\$ 11,289,665	\$ 10,138,292	11.36%
Home Furnishing	\$ 27,605,697	\$ 25,149,561	9.77%
Other	\$ 78,468,282	\$ 71,981,760	9.01%
Home Improvement	\$ 37,347,572	\$ 34,362,321	8.69%
Automotive Parts, Services & Accessories	\$ 15,258,575	\$ 14,057,885	8.54%
Shipping	\$ 17,492,466	\$ 16,209,374	7.92%
Medical Services	\$ 29,688,122	\$ 27,721,264	7.10%
Hotels	\$ 145,829,264	\$ 136,218,240	7.06%
Supermarkets	\$ 12,024,141	\$ 11,272,674	6.67%
Restaurants	\$ 117,612,501	\$ 110,834,707	6.12%
Utilities, Communications	\$ 56,896,990	\$ 53,770,635	5.81%
Travel Agencies	\$ 30,259,126	\$ 28,908,704	4.67%
Automotive	\$ 38,080,125	\$ 36,489,212	4.36%
Travel Activities	\$ 35,973,875	\$ 35,262,511	2.02%
Retail	\$ 86,857,582	\$ 88,027,015	-1.33%
Total Sales	\$ 759,751,898	\$ 717,295,931	5.92%

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