

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

Industry	----- Fourth Quarter Sales -----		% Change
	2013	2012	
Hawaii			
Medical Services	\$ 34,399,711	\$ 28,031,517	22.72%
Home Improvement	\$ 38,506,037	\$ 34,094,070	12.94%
Home Furnishing	\$ 28,820,371	\$ 26,092,073	10.46%
Insurance	\$ 10,940,816	\$ 10,065,866	8.69%
Utilities, Communications	\$ 60,404,235	\$ 56,508,496	6.89%
Convenience Stores	\$ 18,797,521	\$ 17,917,080	4.91%
Restaurants	\$ 115,312,774	\$ 112,717,611	2.30%
Other	\$ 69,781,695	\$ 68,540,826	1.81%
Automotive	\$ 37,454,196	\$ 36,996,951	1.24%
Travel Activities	\$ 30,373,870	\$ 30,100,861	0.91%
Shipping	\$ 16,324,220	\$ 16,290,131	0.21%
Automotive Parts, Services & Accessories	\$ 14,184,150	\$ 14,193,205	-0.06%
Supermarkets	\$ 13,189,335	\$ 13,230,765	-0.31%
Hotels	\$ 128,590,241	\$ 130,239,767	-1.27%
Retail	\$ 95,135,929	\$ 98,496,304	-3.41%
Travel Agencies	\$ 25,772,280	\$ 27,974,056	-7.87%
Total Sales	\$ 737,987,381	\$ 721,489,579	2.29%

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