

FIRST HAWAIIAN BANK
Business Activity Report
2011 to 2012 Comparison*
(Third Quarter 2011 vs. 2012)

Industry	----- Third Quarter Sales -----		% Change
	2012	2011	
Hawaii			
Hotels	\$ 151,001,015	\$ 126,603,119	19.27%
Shipping	\$ 16,430,776	\$ 13,937,460	17.89%
Convenience Stores	\$ 16,981,256	\$ 15,289,578	11.06%
Utilities, Communications	\$ 54,605,907	\$ 49,205,804	10.97%
Other	\$ 78,470,561	\$ 70,834,188	10.78%
Travel Activities	\$ 37,073,254	\$ 33,517,947	10.61%
Restaurants	\$ 112,317,515	\$ 103,194,625	8.84%
Home Improvement	\$ 33,869,933	\$ 31,353,347	8.03%
Retail	\$ 92,581,355	\$ 86,202,648	7.40%
Automotive	\$ 36,203,211	\$ 33,812,130	7.07%
Home Furnishing	\$ 25,878,921	\$ 24,281,225	6.58%
Medical Services	\$ 28,535,110	\$ 27,228,204	4.80%
Supermarkets	\$ 11,385,621	\$ 11,067,129	2.88%
Insurance	\$ 10,499,529	\$ 10,275,405	2.18%
Automotive Parts, Services & Accessories	\$ 14,606,485	\$ 14,372,913	1.63%
Travel Agencies	\$ 28,325,780	\$ 33,025,703	-14.23%
Total Sales	\$ 748,766,229	\$ 684,201,426	9.44%

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