

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

Industry	----- Third Quarter Sales -----		% Change
	2012	2011	
Guam			
Restaurants	\$ 8,235,861	\$ 6,653,466	23.78%
Utilities, Communications	\$ 6,893,686	\$ 5,649,617	22.02%
Travel Activities	\$ 2,279,255	\$ 1,925,939	18.35%
Hotels	\$ 8,237,582	\$ 7,066,694	16.57%
Supermarkets	\$ 3,253,281	\$ 2,951,623	10.22%
Travel Agencies	\$ 3,467,053	\$ 3,211,442	7.96%
Insurance	\$ 3,582,610	\$ 3,376,251	6.11%
Retail	\$ 22,308,760	\$ 21,202,105	5.22%
Other	\$ 7,633,368	\$ 7,486,265	1.96%
Home Improvement	\$ 6,722,351	\$ 7,717,201	-12.89%
Total Sales	\$ 72,613,807	\$ 67,240,603	7.99%

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