

**FIRST HAWAIIAN BANK**  
**Business Activity Report**  
2013 to 2014 Comparison\*  
(Fourth Quarter 2013 vs. 2014)

Industry	Fourth Quarter Sales		% Change
	2014	2013	
<b>Hawaii</b>			
Hotels	\$ 135,632,695	\$ 114,713,845	18.24%
Shipping	\$ 17,782,203	\$ 15,530,511	14.50%
Supermarkets	\$ 15,290,919	\$ 13,408,463	14.04%
Convenience Stores	\$ 21,038,108	\$ 18,523,264	13.58%
Home Furnishing	\$ 31,288,404	\$ 28,159,509	11.11%
Utilities, Communications	\$ 70,491,160	\$ 64,505,004	9.28%
Restaurants	\$ 124,807,424	\$ 114,281,480	9.21%
Home Improvement	\$ 29,847,228	\$ 27,768,517	7.49%
Automotive Parts, Services & Accessories	\$ 14,916,379	\$ 13,990,522	6.62%
Other	\$ 76,519,830	\$ 72,155,972	6.05%
Automotive	\$ 37,081,825	\$ 35,606,650	4.14%
Travel Activities	\$ 25,017,913	\$ 24,383,967	2.60%
Travel Agencies	\$ 30,698,885	\$ 30,217,255	1.59%
Insurance	\$ 10,945,485	\$ 10,859,882	0.79%
Retail	\$ 92,403,008	\$ 92,091,949	0.34%
Medical Services	\$ 30,026,888	\$ 34,769,016	-13.64%
<b>Total Sales</b>	<b>\$ 763,788,354</b>	<b>\$ 710,965,807</b>	<b>7.43%</b>

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