

NYSE: BOH

Ah Bank of Hawaii

Corporation

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### Bank of Hawaii Corporation Second Quarter 2004 Financial Results

- Diluted Earnings Per Share Increases to \$0.79, Up 65 Percent
- Net Income of \$44.2 Million for the Quarter, Up 47 Percent
- Additional Share Repurchase Authorization of \$100 Million
- Board of Directors Declares Dividend of \$0.30 Per Share

#### FOR IMMEDIATE RELEASE

**HONOLULU, HI** (July 26, 2004) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of \$0.79 for the second quarter of 2004, up \$0.10 or 14.5 percent from \$0.69 in the first quarter of 2004, and up \$0.31 or 64.6 percent from \$0.48 in the comparable quarter last year. Net income for the second quarter of 2004 was \$44.2 million, up \$4.4 million or 11.1 percent from \$39.8 million in the previous quarter and up \$14.2 million or 47.3 percent from \$30.0 million reported in the same quarter last year.

Return on average assets for the second quarter of 2004 was 1.80 percent, up from 1.65 percent in the first quarter of 2004, and up from 1.27 percent in the second quarter of 2003. Return on average equity was 24.28 percent for the second quarter of 2004, up from 19.98 percent in the previous quarter and a significant improvement from 12.93 percent in the same quarter last year.

For six months ended June 30, 2004, net income was \$84.0 million, up \$24.2 million or 40.4 percent from net income of \$59.8 million for the same period last year. Diluted earnings per share were \$1.48 for the first half of 2004, an increase of 55.8 percent from diluted earnings per share of \$0.95 for the first half of 2003. The year-to-date return on average assets was 1.73 percent, up from 1.29 percent for the same six months in 2003. The year-to-date return on average equity was 22.03 percent, up from 12.67 percent for the six months ended June 30, 2003.

"I am pleased to report that we continue to make solid progress in improving our operating efficiency, asset quality and customer service levels," said Michael E. O'Neill, Chairman and CEO. "The Hawaii economy continues to strengthen, and our leadership team remains keenly focused on growing our businesses in our key markets and achieving the goals of our new three-year plan."

In a separate news release issued today, Bank of Hawaii Corporation announced that the Board of Directors elected Allan Landon, President and COO, to succeed Michael E. O'Neill as Chairman and CEO on September 1, 2004. Mr. O'Neill will be leaving Bank of Hawaii.

#### **Financial Highlights**

Net interest income, on a taxable equivalent basis, for the second quarter of 2004 was \$95.9 million, down \$0.2 million from net interest income of \$96.1 million in the first quarter of 2004, and up \$5.4 million from net interest income of \$90.5 million in the second quarter of 2003. The increase from the previous year was largely the result of lower interest rates paid on deposits and a reduction in long-term debt. An analysis of the change in net interest income is included in Table 6.

The net interest margin was 4.17 percent for the second quarter of 2004, down 13 basis points from the net interest margin of 4.30 percent in the previous quarter and up 5 basis points from 4.12 percent in the same quarter last year. The decrease in the net interest margin compared to the previous quarter was largely due to a decrease in the average yield on the loan portfolio.

Credit quality continued to improve during the second quarter of 2004. The Company recognized a \$3.5 million negative provision for loan and lease losses during the quarter and did not record a provision for the previous seven quarters. The allowance for loan and lease losses was reduced \$2.3 million from March 31, 2004, reflecting the reduced credit risk profile.

Non-interest income was \$54.8 million for the second quarter of 2004 compared to non-interest income of \$48.8 million in the first quarter of 2004 and \$50.7 million in the second quarter of 2003. The improvement from the previous quarter was largely due to a partnership distribution of \$3.2 million, a gain of \$2.5 million on the sale of land, and increased mortgage banking income. Growth in fee income, including annuity and brokerage fees, was partially offset by a seasonal decline in tax service income and service charges on deposits.

Non-interest expense for the second quarter of 2004 was \$85.1 million, up \$2.1 million from \$83.0 million in the previous quarter and down \$10.3 million or 10.8 percent from non-interest expense of \$95.4 million in the second quarter of 2003. The increase from the previous quarter was largely the result of charges of \$2.2 million to settle litigation and a contribution of \$1.0 million to the Bank of Hawaii Charitable Foundation. Non-interest expense in the second quarter of 2003 included \$10.1 million in systems replacement costs. Excluding these items, non-interest expense in the second quarter of 2004 was down \$2.8 million or 3.3 percent from the same quarter last year.

The efficiency ratio was 56.5 percent for the second quarter of 2004, down from 57.3 percent in the first quarter of 2004. Excluding systems replacement costs, the efficiency ratio was 60.4 percent in the second quarter of 2003. For six months ended June 30, 2004, the efficiency ratio was 56.9 percent compared to 67.0 percent for the same period in 2003. Excluding systems replacement costs, the efficiency ratio was 60.7 percent for the first six months of last year.

The Company's business segments are defined as Retail Banking, Commercial Banking, Investment Services Group, and Treasury and Other Corporate. Results are determined based on the Company's internal financial management reporting process and organizational structure. Business segment performance details are summarized in Table 11a and 11b.

#### **Asset Quality**

Bank of Hawaii Corporation's credit quality remained strong during the second quarter of 2004. Non-performing assets declined to \$21.2 million at the end of the second quarter of 2004, a decrease of \$6.7 million, or 24.1 percent, from non-performing assets of \$27.9 million at the end of the first quarter of 2004. Non-performing assets decreased \$20.8 million, or 49.6 percent, compared to non-performing assets of \$42.0 million at the end of the same quarter last year. At June 30, 2004, the ratio of non-performing assets to total loans and foreclosed real estate was 0.37 percent, down from 0.49 percent at March 31, 2004 and down from 0.77 percent at June 30, 2003.

Non-accrual loans were \$16.3 million at June 30, 2004, a reduction of \$7.2 million, or 30.6 percent, from \$23.5 million at March 31, 2004 and down \$16.4 million, or 50.2 percent, from \$32.7 million at June 30, 2003. Non-accrual loans as a percentage of total loans were 0.28 percent at June 30, 2004, down from 0.41 percent at the end of the previous quarter and down from 0.60 percent at the end of the comparable quarter last year.

Net charge-offs were in a net recovery position of \$1.2 million in the second quarter of 2004 as charge-offs of \$8.8 million were more than offset by recoveries of \$10.0 million. Net charge-offs in the first quarter of 2004 were \$1.9 million, or 0.13 percent (annualized) of total average loans. Net charge-offs during the second quarter of 2003 were \$2.1 million, or 0.15 percent (annualized) of total average loans. Net charge-offs for the first six months of 2004 were \$0.7 million, or 0.02 percent (annualized) of total average loans compared to \$4.9 million, or 0.18 percent (annualized) of total average loans for the same period last year.

The allowance for loan and lease losses was \$124.9 million at June 30, 2004. The ratio of the allowance for loan and lease losses to total loans was 2.16 percent at June 30, 2004 compared with 2.23 percent at March 31, 2004 and 2.52 percent at the end of the same quarter last year.

Concentrations of credit exposure to selected components of the portfolio are summarized in Table 8.

#### **Other Financial Highlights**

Total assets decreased to \$9.7 billion at June 30, 2004, compared to total assets of \$10.0 billion at March 31, 2004 and were slightly up from \$9.6 billion at June 30, 2003. The decrease in total assets from the previous quarter was primarily due to a lower level of funding resulting from securities sold under agreements to repurchase by public entities.

Total deposits at June 30, 2004 were \$7.5 billion, up from total deposits of \$7.4 billion at March 31, 2004 and up from total deposits of \$7.1 billion at June 30, 2003 due to continued strong growth in demand and savings deposits.

During the second quarter of 2004, Bank of Hawaii Corporation repurchased 2.1 million shares of common stock at a total cost of \$92.9 million under the share repurchase program. The average cost per share was \$43.91 during the quarter. From the beginning of the share repurchase program in July 2001 through June 30, 2004, the Company repurchased a total of 33.2 million shares and returned a total of \$1,005.7 million to the shareholders at an average cost of \$30.27 per share.

The Company's Board of Directors has increased the authorization under the share repurchase program by an additional \$100 million of common stock. This new authorization, combined with the previously announced authorizations of \$1,050 million, brings the total repurchase authority to \$1,150 million. From July 1, 2004 through July 23, 2004, the Company repurchased an additional 0.2 million shares of common stock at an average cost of \$45.50 per share. Remaining buyback authority was \$137.0 million at July 23, 2004.

The Company's capital and liquidity remain strong. At June 30, 2004, the Tier 1 leverage ratio was 7.16 percent compared to 7.88 percent at March 31, 2004 and 9.29 percent at June 30, 2003.

The Company's Board of Directors has declared a quarterly cash dividend of \$0.30 per share on the Company's outstanding shares. The dividend will be payable on September 15, 2004 to shareholders of record at the close of business on August 30, 2004.

#### **Economic Outlook**

Tourism in Hawaii may reach record levels during the summer of 2004. Total visitor counts were up 9.0 percent year-to-date through May 2004 and up 13.0 percent in June compared to last year. Growth in tourism is a result of the continued strength in domestic visitors to Hawaii and increased international visitors, partially due to the improving Japan economy and favorable yen/dollar exchange rates. Hotel revenues rose 6.0 percent, matched by growth in overall business receipts, during the State fiscal year ending in June 2004.

Hawaii's seasonally-adjusted unemployment rate declined to 3.0 percent in May, one percentage point below a year ago, as labor markets tightened. Seasonally-adjusted payrolls grew at a 1.7 percent annualized rate in the most recent six-month period, and were up 2.1 percent on a year-over-year basis in May 2004.

Hawaii real estate investment continues to dominate near-term growth prospects. Home sales volumes in Honolulu have grown at annual rates of more than 15.0 percent since 1997 and record volumes are expected to be reached this summer. Military housing privatization is anticipated to double annual homebuilding on Oahu beginning in the fourth quarter of 2004. Overall, construction employment is expected to return to early-1990s cyclical peaks.

Honolulu's semiannual inflation rate for the first half of 2004 is expected to repeat the 3.0 percent recorded in the second half of 2003, up from 1.0 percent a year earlier. Strong China, Eastern Asia and Southern California economies, and recoveries in Northern California and the Pacific Northwest, put Hawaii at the center of regional economic strength once again.

### **Earnings Outlook**

Bank of Hawaii Corporation currently anticipates net income for the full year of 2004 will be approximately \$163 million to \$167 million. Based on present conditions, the Company does not expect to record a provision for loan and lease losses for the remainder of 2004. However, the actual amount of the provision for loan and lease losses depends on determinations of credit risk that are made near the end of each quarter. Earnings per share and return on equity projections continue to be dependent upon the terms and timing of share repurchases.

#### **Conference Call Information**

The Company will review its second quarter 2004 financial results today at 8:00 a.m. Hawaii Time (2:00 p.m. Eastern Time). The presentation will be accessible via teleconference and via the Investor Relations link of Bank of Hawaii Corporation's web site, <a href="www.boh.com">www.boh.com</a>. The conference call number is 800-299-9630 in the United States or 617-786-2904 for international callers. No confirmation code is required to access the call. A replay will be available for one week beginning at 10:00 a.m. Hawaii Time (4:00 p.m. Eastern Time) on Monday, July 26, 2004 by calling 888-286-8010 in the United States or 617-801-6888 for international callers and entering the number 11335073 when prompted. A replay of the presentation will also be available via the Investor Relations link of the Company's web site.

Bank of Hawaii Corporation is a regional financial services company serving businesses, consumers and governments in Hawaii, American Samoa and the West Pacific. The Company's principal subsidiary, Bank of Hawaii, was founded in 1897 and is the largest independent financial institution in Hawaii. For more information about Bank of Hawaii Corporation, see the Company's web site, www.boh.com.

### **Forward-Looking Statements**

This news release contains forward-looking statements concerning, among other things, the economic environment in our service area, the expected level of loan loss provisioning, and anticipated net income, dividends, revenues and expenses during 2004 and beyond. Our forwardlooking statements are based on numerous assumptions, any of which could prove to be inaccurate and actual results may differ materially from those projected for a variety of reasons, including, but not limited to: 1) unanticipated changes in business and economic conditions, the competitive environment, fiscal and monetary policies, or legislation in Hawaii and the other markets we serve; 2) changes in our credit quality or risk profile which may increase or decrease the required level of allowance for loan and lease losses; 3) changes in market interest rates that may affect our credit markets and ability to maintain our net interest margin; 4) changes to the amount and timing of our proposed equity repurchases; 5) inability to achieve expected benefits of our business process changes due to adverse changes in implementation processes or costs, operational savings, or timing; 6) real or threatened acts of war or terrorist activity affecting business conditions; and 7) adverse weather and other natural conditions impacting our and our customers' operations. We do not undertake any obligation to update forward-looking statements to reflect later events or circumstances.

####

Highlights (Unaudited) Table 1

(dollars in thousands except per share amounts)	Three Months	Six Months Ended						
	June 3	0,		Jur	ne 30	,		
Earnings Highlights and Performance Ratios	 2004	2003		2004		2003		
Net Income	\$ 44,232 \$	30,034	\$	84,031	\$	59,835		
Basic Earnings Per Share	0.84	0.50		1.57		0.99		
Diluted Earnings Per Share	0.79	0.48		1.48		0.95		
Cash Dividends	15,804	11,370		32,222		22,932		
Net Income to Average Total Assets (ROA)	1.80%	1.27%		1.73%		1.29%		
Net Income to Average Shareholders' Equity (ROE)	24.28%	12.93%		22.03%		12.67%		
Net Interest Margin	4.17%	4.12%		4.23%		4.21%		
Efficiency Ratio <sup>1</sup>	56.49%	67.55%		56.89%		67.01%		
Efficiency Ratio excluding System Replacement Costs	56.49%	60.39%		56.89%		60.68%		

			Jur	ne 30	),
Statement of Condition Highlights and Performance Ratios			2004		2003
		<u> </u>			
Total Assets		\$	9,688,769	\$	9,550,934
Net Loans			5,662,410		5,333,896
Total Deposits			7,469,288		7,140,849
Total Shareholders' Equity			699,438		913,010
Book Value Per Common Share		\$	13.34	\$	15.50
Allowance / Loans and Leases Outstanding			2.16%		2.52%
Average Equity / Average Assets			7.84%		10.16%
Employees (FTE)			2,683		2,879
Branches and offices			89		91
Market Price Per Share of Common Stock for the Quarter Ended:					
	Closing	\$	45.22	\$	33.15
	High	\$	46.84	\$	35.90
	Low	\$	40.97	\$	30.75

<sup>&</sup>lt;sup>1</sup> The efficiency ratio is defined as non-interest expense divided by total revenue (net interest income and non-interest income).

	Three Mon	ths Ended	Six Months Ended					
	June	30,		June	30	),		
(dollars in thousands except per share amounts)	2004	2003	20	004		2003		
Interest Income								
Interest and Fees on Loans and Leases	\$ 80,346	\$ 85,954	\$	161,774	\$	171,727		
Income on Investment Securities - Held to Maturity	6,711	3,083		13,687		5,366		
Income on Investment Securities - Available for Sale	21,745	19,815		42,591		42,278		
Deposits	1,646	1,161		2,877		2,468		
Funds Sold	177	822		594		1,586		
Other	865	1,016		1,723		2,205		
Total Interest Income	111,490	111,851		223,246		225,630		
Interest Expense								
Deposits	8,560	13,309		17,760		27,756		
Securities Sold Under Agreements to Repurchase	2,222	2,391		4,148		4,633		
Funds Purchased	506	219		737		424		
Short-Term Borrowings	13	25		28		49		
Long-Term Debt	4,340	5,422		8,693		11,283		
Total Interest Expense	15,641	21,366		31,366		44,145		
Net Interest Income	95,849	90,485		191,880		181,485		
Provision for Loan and Lease Losses	(3,500)	-		(3,500)		-		
Net Interest Income After Provision for Loan and Lease Losses	99,349	90,485		195,380		181,485		
Non-Interest Income								
Trust and Asset Management	12,995	12,545		26,859		25,726		
Mortgage Banking	2,808	6,061		4,785		6,344		
Service Charges on Deposit Accounts	9,540	8,645		19,490		17,595		
Fees, Exchange, and Other Service Charges	14,243	13,473		27,482		26,462		
Investment Securities Gains (Losses)	(37)	587		(37)		1,170		
Insurance	3,303	3,015		6,946		6,095		
Other	11,996	6,413		18,165		12,100		
Total Non-Interest Income	54,848	50,739		103,690		95,492		
Non-Interest Expense								
Salaries and Benefits	46,689	47,711		92,690		94,140		
Net Occupancy Expense	9,543	9,628		18,929		19,241		
Net Equipment Expense	5,799	9,208		11,763		18,956		
Information Technology Systems Replacement Project	-	10,105		-		17,522		
Other	23,094	18,742		44,765		35,735		
Total Non-Interest Expense	85,125	95,394		168,147		185,594		
Income Before Income Taxes	69,072	45,830		130,923		91,383		
Provision for Income Taxes	24,840	15,796		46,892		31,548		
Net Income	\$ 44,232	\$ 30,034	\$	84,031	\$	59,835		
Basic Earnings Per Share	\$0.84	\$0.50		\$1.57		\$0.99		
Diluted Earnings Per Share	\$0.79	\$0.48		\$1.48		\$0.95		
Dividends Declared Per Share	\$0.30	\$0.19		\$0.60		\$0.38		
Basic Weighted Average Shares	52,491,874	59,566,970	53,	389,261		60,425,943		
Diluted Weighted Average Shares	55,662,415	62,301,337	56,	710,653		62,907,697		

Consolidated Statements of Condition	luma 20	Dagambar 24	Table 3
(dollars in thousands)	June 30, 2004	December 31, 2003	June 30 2003
	(Unaudited)		(Unaudited
Assets			
Interest-Bearing Deposits	\$ 179,680 \$	154,735 \$	307,552
Investment Securities - Held to Maturity			
(Market Value of \$663,534, \$720,699, and \$555,878)	679,382	727,233	548,719
Investment Securities - Available for Sale	2,275,272	1,991,116	2,140,607
Funds Sold	-	-	250,000
Loans Held for Sale	9,565	9,211	71,892
Loans and Leases	5,787,314	5,757,175	5,471,870
Allowance for Loan and Lease Losses	(124,904)	(129,080)	(137,974)
Net Loans	5,662,410	5,628,095	5,333,896
Total Earning Assets	8,806,309	8,510,390	8,652,666
Cash and Non-Interest-Bearing Deposits	339,486	363,495	297,868
Premises and Equipment	149,128	160,005	165,542
Customers' Acceptance Liability	1,213	1,707	1,371
Accrued Interest Receivable	36,378	32,672	35,849
Foreclosed Real Estate	4,889	4,377	9,285
Mortgage Servicing Rights	20,819	22,178	24,841
Goodwill	36,216	36,216	36,216
Other Assets	294,331	330,607	327,296
Total Assets	\$ 9,688,769 \$	9,461,647 \$	9,550,934
Liabilities			
Deposits			
Non-Interest-Bearing Demand	\$ 1,939,580 \$	1,933,928 \$	1,843,750
Interest-Bearing Demand	1,464,207	1,356,330	1,161,409
Savings	2,976,108	2,833,379	2,754,607
Time	1,089,393	1,209,142	1,381,083
Total Deposits	7,469,288	7,332,779	7,140,849
Securities Sold Under Agreements to Repurchase	687,816	472,757	699,256
Funds Purchased	139,055	109,090	90,200
Short-Term Borrowings	11,055	12,690	22,424
Current Maturities of Long-Term Debt	80,000	96,505	34,000
Banker's Acceptances Outstanding	1,213	1,707	1,371
Retirement Benefits Payable	62,821	61,841	62,678
Accrued Interest Payable	7,169	7,483	9,755
Taxes Payable and Deferred Taxes	225,989	207,101	196,868
Other Liabilities	87,325	138,999	81,988
Long-Term Debt	217,600	227,563	298,535
Total Liabilities	8,989,331	8,668,515	8,637,924
Shareholders' Equity			
Common Stock (\$.01 par value); authorized 500,000,000 shares;			
issued / outstanding: June 2004 - 81,711,599 / 52,426,010,			
December 2003 - 81,647,729 / 54,928,480,			
June 2003 - 81,588,394 / 58,896,230	813	807	807
Capital Surplus	403,150	391,701	386,565
Accumulated Other Comprehensive Income (Loss)	(27,258)	(5,711)	12,412
Retained Earnings	1,251,689	1,199,077	1,151,623
Deferred Stock Grants	(9,391)	(8,309)	(8,168)
		• • •	• •

(919,565)

699,438

9,688,769 \$

\$

(784,433)

793,132

9,461,647 \$

(630,229)

913,010

9,550,934

Treasury Stock, at Cost (Shares: June 2004 - 29,285,589, December 2003 - 26,719,249, June 2003 - 22,692,164)

Total Shareholders' Equity

Total Liabilities and Shareholders' Equity

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					Accum.						
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					hensive		I	Deferred		(	Compre-
		С	ommon	Capital	Income	Retained		Stock	Treasury		hensive
(dollars in thousands)	Total		Stock	Surplus	(Loss)	Earnings		Grants	Stock		Income
Balance at December 31, 2003	\$ 793,132	\$	807	\$ 391,701	\$ (5,711)	\$ 1,199,077	\$	(8,309)	\$ (784,433)		
Comprehensive Income:											
Net Income	84,031		-	-	-	84,031		-	-	\$	84,031
Other Comprehensive Income, Net of Tax:											
Change in Unrealized Gains and Losses on Investment Securities	(21,547)		-	-	(21,547)	-		-			(21,547)
Total Comprehensive Income									=	\$	62,484
Common Stock Issued under Stock Plans and											
Related Tax Benefits (908,502 shares)	32,028		6	11,449	-	803		(1,082)	20,852		
Treasury Stock Purchased (3,527,779 shares)	(155,984)		-	-	-	-		-	(155,984)		
Cash Dividends Paid	(32,222)		-	-	-	(32,222)		-			
Balance at June 30, 2004	\$ 699,438	\$	813	\$ 403,150	\$ (27,258)	\$ 1,251,689	\$	(9,391)	\$ (919,565)		
Balance at December 31, 2002	\$ 1,015,759	\$	806	\$ 372,192	\$ 11,659	\$ 1,115,910	\$	(1,424)	\$ (483,384)		
Comprehensive Income:											
Net Income	59,835		-	-	-	59,835		-	_	\$	59,835
Other Comprehensive Income, Net of Tax:											
Change in Unrealized Gains and Losses on Investment Securities	753		-	-	753	-		-	_		753
Total Comprehensive Income									=	\$	60,588
Common Stock Issued under Stock Plans and											
Related Tax Benefits (992,802 shares)	21,785		1	14,373	-	(1,190)		(6,744)	15,345		
Treasury Stock Purchased (5,107,779 shares)	(162,190)		-	-	-	-		-	(162,190)		
Cash Dividends Paid	(22,932)		-	-	_	(22,932)		-	-		
Balance at June 30, 2003	\$ 913,010	\$	807	\$ 386,565	\$ 12,412	\$ 1,151,623	\$	(8,168)	\$ (630,229)		

	Three	e Months E	nded	Three	Months E	nded	Three	Months E	nded	Six	Months End	led
	J	une 30, 200	)4	Ma	arch 31, 200	04	J	une 30, 200	3	J	une 30, 200	4
	Average	Income/	Yield/	Average	Income/	Yield/	Average	Income/	Yield/	Average	Income/	Yield
(dollars in millions)	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate
Earning Assets												
Interest-Bearing Deposits	\$ 408.8	\$ 1.6	1.62%	\$ 249.6	\$ 1.2	1.98%	\$ 212.4	\$ 1.2	2.19%	\$ 329.2	\$ 2.8	1.76%
Funds Sold	71.3	0.2	0.99	168.9	0.4	0.99	267.3	0.9	1.23	120.1	0.6	0.99
Investment Securities												
Held to Maturity	709.8	6.8	3.80	719.6	7.0	3.90	324.8	3.1	3.85	714.8	13.8	3.85
Available for Sale	2,148.9	21.7	4.05	1,988.5	20.8	4.20	2,316.9	19.8	3.42	2,068.7	42.5	4.12
Loans Held for Sale	20.7	0.3	5.54	15.4	0.2	5.33	81.6	1.1	5.43	18.1	0.5	5.45
Loans and Leases												
Commercial and Industrial	828.0	10.2	4.97	844.4	10.1	4.81	834.6	10.0	4.81	836.2	20.3	4.89
Construction	100.4	0.9	3.80	100.4	1.1	4.31	83.0	0.9	4.50	100.4	2.0	4.05
Commercial Mortgage	638.9	8.6	5.39	634.1	8.6	5.45	682.5	10.1	5.93	636.5	17.2	5.42
Residential Mortgage	2,281.8	32.2	5.65	2,317.5	33.3	5.75	2,295.1	37.3	6.50	2,299.6	65.5	5.70
Installment	700.4	14.5	8.34	651.0	14.3	8.84	535.6	13.6	10.18	675.7	28.8	8.58
Home Equity	534.6	6.1	4.63	489.2	5.8	4.75	442.7	5.6	5.06	511.9	11.9	4.68
Purchased Home Equity	178.8	1.9	4.16	204.9	2.7	5.18	162.3	2.0	4.96	191.8	4.6	4.70
Lease Financing	510.1	5.6	4.38	500.9	5.4	4.33	482.6	5.3	4.42	505.5	11.0	4.35
Total Loans and Leases	5,773.0	80.0	5.56	5,742.4	81.3	5.68	5,518.4	84.8	6.16	5,757.6	161.3	5.62
Other	78.1	0.9	4.45	77.5	0.9	4.45	75.3	1.0	5.41	77.8	1.8	4.45
Total Earning Assets	9,210.6	111.5	4.86	8,961.9	111.8	5.00	8,796.7	111.9	5.09	9,086.3	223.3	4.93
Cash and Non-Interest-Bearing Deposits	306.3			327.6			325.6			316.9		
Other Assets	376.4			388.4			385.9			382.4		
Total Assets	\$ 9,893.3			\$ 9,677.9			\$ 9,508.2	:		\$ 9,785.6		
Interest-Bearing Liabilities												
Interest-Bearing Deposits												
Demand	\$ 1,390.2	0.6	0.17	\$ 1,370.0	0.5	0.15	\$ 1,169.4	0.7	0.25	\$ 1,380.1	1.1	0.16
Savings	2,911.5	3.1	0.43	2,871.6	3.3	0.46	2,744.1	4.5	0.65	2,891.6	6.4	0.44
Time	1,129.5	4.9	1.74	1,188.8	5.4	1.83	1,427.1	8.2	2.28	1,159.1	10.3	1.79
Total Interest-Bearing Deposits	5,431.2	8.6	0.63	5,430.4	9.2	0.68	5,340.6	13.4	1.00	5,430.8	17.8	0.66
Short-Term Borrowings	1,082.5	2.7	1.02	862.3	2.2	1.01	810.2	2.6	1.30	972.4	4.9	1.02
Long-Term Debt	317.3	4.3	5.48	320.9	4.3	5.44	371.5	5.4	5.84	319.1	8.6	5.46
Total Interest-Bearing Liabilities	6,831.0	15.6	0.92	6,613.6	15.7	0.96	6,522.3	21.4	1.31	6,722.3	31.3	0.94
Net Interest Income		\$ 95.9			\$ 96.1			\$ 90.5			\$ 192.0	
Interest Rate Spread			3.94%	•		4.04%			3.78%			3.99%
Net Interest Margin			4.17%			4.30%			4.12%			4.23%
Non-Interest-Bearing Demand Deposits	1,940.2			1,889.5			1,695.3			1,914.8		
Other Liabilities	389.4			373.6			358.7			381.5		
Shareholders' Equity	732.7			801.2			931.9			767.0		
Total Liabilities and Shareholders' Equity	\$ 9,893.3			\$ 9,677.9			\$ 9,508.2			\$ 9,785.6		

Analysis of Change in Net Interest Income - Taxable Equivalent Basis (Unaudited)

Table 6

	т	hree Months Ended June 30	, 2004 Compared to March 31	2004		
(dollars in millions)		Volume <sup>1</sup>	Rate <sup>1</sup>	Total		
Change in Interest Income:						
Interest-Bearing Deposits	\$	0.6 \$	(0.2) \$	0.4		
Funds Sold		(0.2)	-	(0.2)		
Investment Securities						
Held to Maturity		-	(0.2)	(0.2)		
Available for Sale		1.6	(0.7)	0.9		
Loans Held for Sale		0.1	-	0.1		
Loans and Leases						
Commercial and Industrial		(0.2)	0.3	0.1		
Construction		-	(0.2)	(0.2)		
Commercial Mortgage		0.1	(0.1)			
Residential Mortgage		(0.5)	(0.6)	(1.1)		
Installment		1.0	(0.8)	0.2		
Home Equity		0.5	(0.2)	0.3		
Purchased Home Equity		(0.3)	(0.5)	(0.8)		
Lease Financing		0.1	0.1	0.2		
Total Loans and Leases		0.7	(2.0)	(1.3)		
Total Change in Interest Income		2.8	(3.1)	(0.3)		
Change in Interest Expense:						
Interest-Bearing Deposits						
Demand		-	0.1	0.1		
Savings		-	(0.2)	(0.2)		
Time		(0.2)	(0.3)	(0.5)		
Total Interest-Bearing Deposits		(0.2)	(0.4)	(0.6)		
Short-Term Borrowings		0.5	-	0.5		
Total Change in Interest Expense		0.3	(0.4)	(0.1)		
Change in Net Interest Income	\$	2.5 \$	(2.7) \$	(0.2)		

<sup>&</sup>lt;sup>1</sup> The changes for each category of interest income and expense are allocated between the portion of changes attributable to the variance in volume or rate for that category.

### Salaries and Benefits (Unaudited)

Salaries and Benefits (Unaudited)								Table 7		
		Three Mor	nths	Ended	Six Months Ended					
		Jun	e 30,			Jun	e 30,			
(dollars in thousands)		2004		2003		2004		2003		
	_									
Salaries	\$	27,904	\$	29,783	\$	55,108	\$	58,297		
Incentive Compensation		3,260		2,993		7,076		6,584		
Stock Based Compensation		3,233		2,206		6,129		3,324		
Commission Expense		2,284		2,925		3,911		5,412		
Retirement and Other Benefits		4,214		4,091		8,571		8,542		
Payroll Taxes		3,103		2,708		6,533		6,157		
Medical, Dental, and Life Insurance		2,136		1,679		4,240		3,749		
Separation Expense		555		1,326		1,122		2,075		
Total Salaries and Benefits	\$	46,689	\$	47,711	\$	92,690	\$	94,140		

Loan Portfolio Balances (Unaudited)

Loan Portfolio Balances (Unaudited)					Table 8
	June 30,	March 31,	De	ecember 31,	June 30,
(dollars in thousands)	2004	2004		2003	2003
Domestic Loans					
Commercial					
Commercial and Industrial	\$ 776,815	\$ 793,293	\$	816,246	\$ 808,503
Commercial Mortgage	643,382	650,566		639,354	689,759
Construction	98,916	91,002		101,321	83,583
Lease Financing	447,673	442,590		435,934	416,920
Total Commercial	1,966,786	1,977,451		1,992,855	1,998,765
Consumer					
Residential Mortgage	2,257,624	2,254,654		2,320,410	2,222,003
Home Equity	559,225	510,378		467,019	450,273
Purchased Home Equity	162,730	191,066		212,514	145,588
Other Consumer	721,386	671,893		658,831	554,795
Lease Financing	34,676	34,816		35,320	33,972
Total Consumer	3,735,641	3,662,807		3,694,094	3,406,631
Total Domestic Loans	5,702,427	5,640,258		5,686,949	5,405,396
Foreign Loans	84,887	74,738		70,226	66,474
Total Loans and Leases	\$ 5,787,314	\$ 5,714,996	\$	5,757,175	\$ 5,471,870

Table 9

**Selected Concentrations of Credit Exposure (Unaudited)** 

			Ju	ne 30, 2004			Dec. 31, 2003 <sup>1</sup>			June 30, 2003 <sup>1</sup>
				Unused		Total	Total			Total
(dollars in thousands)	C	Outstanding	С	ommitments	Exposure			Exposure		Exposure
Air Transportation										
United States Regional Passenger Carriers	\$	45,308	\$	13,183	\$	58,491	\$	59,231	\$	59,702
United States National Passenger Carriers		37,581		-		37,581		37,259		37,557
Passenger Carriers Based Outside United States		30,325		-		30,325		31,549		31,794
Cargo Carriers		14,122		-		14,122		14,405		14,739
Total Air Transportation	\$	127,336	\$	13,183	\$	140,519	\$	142,444	\$	143,792
Guam										
Hotel	\$	15,614	\$	-	\$	15,614	\$	17,733	\$	42,806
Other Commercial		146,872		42,441		189,313		184,129		183,765
Consumer		306,002		12,075		318,077		288,831		265,851
Total Guam	\$	468,488	\$	54,516	\$	523,004	\$	490,693	\$	492,422
Syndicated Exposure	\$	265,908	\$	636,293	\$	902,201	\$	912,896	\$	930,118
Other Large Borrowers <sup>2</sup>	\$	62,734	\$	216,048	\$	278,782	\$	336,748	\$	372,924

 $\label{thm:exposure includes loans, leveraged leases and operating leases.}$ 

<sup>&</sup>lt;sup>1</sup> For three borrowers, reclassifications have occurred between Regional and National Carriers. Syndicated Exposure has been restated to include a purchased participation.

<sup>&</sup>lt;sup>2</sup> Other Large Borrowers is defined as exposure with commitments of \$25 million and greater, excluding those collateralized by cash and those separately identified as Air Transportation, Guam, and Syndicated Exposure.

Consolidated Non-Performing Assets and Accruir		ans Past Due	e 90	Days or N	lor	e (Unaudite	d)		Table 9		
		June 30,		March 31,		December 31,	;	September 30,		June 30,	
(dollars in thousands)		2004		2004		2003		2003		2003	
Non-Performing Assets											
Non-Accrual Loans											
Commercial											
Commercial and Industrial	\$	680 \$	\$	6,009	\$	6,015	\$	7,856	\$	8,832	
Commercial Mortgage		5,649		7,388		9,337		10,977		11,216	
Lease Financing		1,948		1,962		2,181		2,388		2,423	
Total Commercial		8,277		15,359		17,533		21,221		22,471	
Consumer											
Residential Mortgage		7,688		7,685		9,354		9,669		10,196	
Home Equity		306		406		460		497		-	
Total Consumer		7,994		8,091		9,814		10,166		10,196	
Total Non-Accrual Loans		16,271		23,450		27,347		31,387		32,667	
Foreclosed Real Estate		4,889		4,416		4,377		8,757		9,285	
Total Non-Performing Assets	\$	· ·	\$	27,866	\$	31,724	\$	40,144	\$	41,952	
Accruing Loans Past Due 90 Days or More											
Commercial											
Commercial and Industrial	\$	19 \$	\$	707	\$	725	\$	695	\$	523	
Commercial Mortgage		693		702		_		-		-	
Lease Financing		-		-		117		_		-	
Total Commercial		712		1,409		842		695		523	
Consumer				.,							
Residential Mortgage		698		595		1,430		2,027		1,817	
Home Equity		-		-		-		-,		84	
Purchased Home Equity		32		107		_		107		98	
Other Consumer		1,142		1,180		1,210		1,059		368	
Lease Financing		57		-,				-		19	
Total Consumer		1,929		1,882		2,640		3,193		2,386	
Total Accruing and Past Due	\$		\$	3,291	\$	3,482	\$	3,888	\$	2,909	
Total Loans and Leases	\$	5,787,314	\$	5,714,996	\$	5,757,175	\$	5,570,405	\$	5,471,870	
Ratio of Non-Accrual Loans to Total Loans		0.28%		0.41%		0.48%		0.56%		0.60%	
Ratio of Non-Performing Assets to Total Loans and Foreclosed											
Real Estate		0.37%		0.49%		0.55%		0.72%		0.77%	
Ratio of Non-Performing Assets and Accruing Loans											
Past Due 90 Days or More to Total Loans		0.41%		0.55%		0.61%		0.79%		0.82%	
Quarter to Quarter Changes in Non-Performing Assets											
Balance at Beginning of Quarter	\$	27,866	\$	31,724	\$	40,144	\$	41,952	\$	44,217	
Additions	Ψ	3,909	7	3,293	Ψ	2,340	Ψ	3,199	Ψ	11,603	
Reductions		3,303		5,255		2,040		0,100		11,000	
Payments		(4,232)		(4,555)		(3,416)		(1,782)		(4,279)	
Return to Accrual		(2,700)		(1,444)		(839)		(1,464)		(7,556)	
Sales of Foreclosed Assets		(2,700)		(310)		(4,418)		(1,464)		(672)	
Charge-offs/Write-downs		(3,536)		(842)		(2,087)		(736)		(1,361)	
Total Reductions	Ф.	(10,615)	<b>c</b>	(7,151)	ø	(10,760)	¢.	(5,007)	¢.	(13,868)	
Balance at End of Quarter	\$	21,160	Φ	27,866	\$	31,724	\$	40,144	ቕ	41,95	

	Th	ree	Months En	Six Months Ended					
	June 30,		March 31,	June 30,	June 3			30,	
(dollars in thousands)	2004		2004	2003		2004		2003	
Balance at Beginning of Period	\$ 127,185	\$	129,080	\$ 140,028	\$	129,080	\$	142,853	
Loans Charged-Off									
Commercial									
Commercial and Industrial	3,328		387	565		3,715		2,182	
Commercial Mortgage	-		574	400		574		400	
Construction	-		-	-		-		529	
Lease Financing	379		228	325		607		340	
Consumer									
Residential Mortgage	319		145	687		464		1,376	
Home Equity	9		-	7		9		89	
Purchased Home Equity	201		90	-		291		-	
Other Consumer	4,564		4,655	3,619		9,219		6,708	
Lease Financing	28		36	50		64		117	
Total Loans Charged-Off	8,828		6,115	5,653		14,943		11,741	
Recoveries on Loans Previously Charged-Off									
Commercial									
Commercial and Industrial	1,245		954	1,819		2,199		2,391	
Commercial Mortgage	151		689	57		840		74	
Construction	-		435	55		435		955	
Lease Financing	1		15	-		16		17	
Consumer									
Residential Mortgage	304		294	254		598		457	
Home Equity	101		39	50		140		103	
Purchased Home Equity	57		-	-		57		-	
Other Consumer	1,703		1,663	1,342		3,366		2,669	
Lease Financing	16		55	8		71		53	
Foreign	6,469		76	14		6,545		143	
Total Recoveries on Loans Previously Charged-Off	10,047		4,220	3,599		14,267		6,862	
Net Loan Recoveries (Charge-Offs)	1,219		(1,895)	(2,054)		(676)		(4,879)	
Provision for Loan and Lease Losses	(3,500)		-	-		(3,500)		-	
Balance at End of Period	\$ 124,904	\$	127,185	\$ 137,974	\$	124,904	\$	137,974	
Average Loans Outstanding	\$ 5,772,926	\$	5,742,368	\$ 5,518,401	\$	5,757,647	\$	5,489,783	
Ratio of Net Loan Charge-Offs to Average Loans Outstanding (annualized)	(0.08)%		0.13%	0.15%		0.02%		0.18%	
Ratio of Allowance to Loans and Leases Outstanding	2.16%		2.23%	2.52%		2.16%		2.52%	

Business Segment Selected Financial Information	(Unau	aitea)				i abie 11a	
				Investment	Treasury		
		Retail	Commercial	Services	and Other	Consolidated	
(dollars in thousands)		Banking	Banking	Group	Corporate	Tota	
Three Months Ended June 30, 2004							
Net Interest Income	\$	49,568 \$	33,607 \$	2,844 \$	9,830	95,849	
Provision for Loan and Lease Losses	*	2,587	2,730	(1)	(8,816)	(3,500)	
Net Interest Income After Provision for Loan and Lease Losses		46,981	30,877	2,845	18,646	99,349	
Non-Interest Income		24,388	12,188	12,938	5,334	54,848	
The state of the s		71,369	43,065	15,783	23,980	154,197	
Non-Interest Expense		(44,560)	(23,009)	(13,145)	(4,411)	(85,125)	
Income Before Income Taxes		26,809	20,056	2,638	19,569	69,072	
Provision for Income Taxes		(9,919)	(7,421)	(976)	(6,524)	(24,840)	
Allocated Net Income		16,890	12,635	1,662	13,045	44,232	
Allowance Funding Value		(148)	(688)	(6)	842		
GAAP Provision		2,587	2,730	(1)	(8,816)	(3,500)	
Economic Provision		(3,510)	(2,821)	(99)	(3)	(6,433)	
Tax Effect of Adjustments		396	288	39	2,951	3,674	
Income Before Capital Charge		16,215	12,144	1,595	8,019	37,973	
Capital Charge		(5,485)	(5,134)	(1,302)	(8,231)	(20,152)	
Net Income (Loss) After Capital Charge (NIACC)	\$	10,730 \$	7,010 \$		· · · · · · · ·		
Net income (Loss) Arter Capital Griange (NIACC)	Ψ	10,730 ψ	7,010 ψ	295 ψ	(212)	17,021	
RAROC (ROE for the Company)		33%	26%	14%	28%	24%	
NANOO (NOE 101 the company)		3370	2070	1470	2070	2470	
Total Assets at June 30, 2004	\$	3,693,382 \$	2,331,968 \$	114,021 \$	3,549,398	9,688,769	
There Mouths Forded June 20, 2002 1							
Three Months Ended June 30, 2003 <sup>1</sup>	•	50.400 M	04004 0	0.005 #	047	00.405	
Net Interest Income	\$	53,139 \$	34,394 \$	2,635 \$		90,485	
Provision for Loan and Lease Losses		1,321	1,022		(2,343)		
Net Interest Income After Provision for Loan and Lease Losses		51,818	33,372	2,635	2,660	90,485	
Non-Interest Income		26,613	8,302	12,355	3,469	50,739	
I Continue To the Continue Building to the		78,431	41,674	14,990	6,129	141,224	
Information Technology Systems Replacement Project		(368)	- (00.00.1)	(90)	(9,647)	(10,105)	
Non-Interest Expense		(45,238)	(23,884)	(12,145)	(4,022)	(85,289)	
Income (Loss) Before Income Taxes		32,825	17,790	2,755	(7,540)	45,830	
Provision for Income Taxes		(12,145)	(6,465)	(1,019)	3,833	(15,796)	
Allocated Net Income (Loss)		20,680	11,325	1,736	(3,707)	30,034	
Allowance Funding Value		(161)	(1,100)	(7)	1,268	-	
GAAP Provision		1,321	1,022	-	(2,343)	-	
Economic Provision		(2,901)	(3,031)	(108)	(5)	(6,045)	
Tax Effect of Adjustments		644	1,150	42	401	2,237	
Income (Loss) Before Capital Charge		19,583	9,366	1,663	(4,386)	26,226	
Capital Charge		(5,683)	(5,418)	(1,255)	(13,275)	(25,631)	
Net Income (Loss) After Capital Charge (NIACC)	\$	13,900 \$	3,948 \$	408 \$	(17,661)	595	
RAROC (ROE for the Company)		38%	19%	15%	(12)%	13%	
Total Assats at June 20, 2003	¢	2 107 555 6	2 242 005 Ф	07 44 A	2 722 050 (	0 FEO 024	
Total Assets at June 30, 2003	\$	3,487,565 \$	2,242,905 \$	97,414 \$	3,723,050	9,550,934	

 $<sup>^{\</sup>rm 1}\,$  Certain 2003 information has been reclassified to conform to 2004 presentation.

	•	Retail	Commercial	Investment Services	Treasury and Other		Consolidated
(dollars in thousands)		Banking	Banking	Group	Corporate		Total
Six Months Ended June 30, 2004							
Net Interest Income	\$	99,807 \$	67,671 \$	5,679	\$ 18,723	\$	191,880
Provision for Loan and Lease Losses	*	5,334	2,477	48	(11,359)	•	(3,500)
Net Interest Income After Provision for Loan and Lease Losses		94,473	65,194	5,631	30,082		195,380
Non-Interest Income		45,403	22,660	27,338	8,289		103,690
THE THE PROPERTY OF THE PROPER		139,876	87,854	32,969	38,371		299,070
Non-Interest Expense		(87,777)	(46,247)	(26,082)	(8,041)		(168,147)
Income Before Income Taxes		52,099	41,607	6,887	30,330		130,923
Provision for Income Taxes		(19,277)	(15,376)	(2,548)	(9,691)		(46,892
Allocated Net Income		32,822	26,231	4,339	20,639		84,031
Allowance Funding Value		(277)	(1,425)	(14)	1,716		- 0.,00.
GAAP Provision		5,334	2,477	48	(11,359)		(3,500
Economic Provision		(6,906)	(5,598)	(193)	(5)		(12,702)
Tax Effect of Adjustments		684	1,682	59	3,570		5,995
Income Before Capital Charge		31,657	23,367	4,239	14,561		73,824
Capital Charge		(11,255)	(10,405)	(2,580)	(17,950)		(42,190)
Net Income (Loss) After Capital Charge (NIACC)	\$	20,402 \$	12,962 \$	· · · · · · · · · · · · · · · · · · ·	\$ (3,389)		31,634
DADOO (DOE ( ) ( ) O ( ) ( )		240/	0.507	4004	0=0/		
RAROC (ROE for the Company)		31%	25%	18%	27%		22%
Taraba	•	0 000 000 <b>h</b>	0.004.000 Ф	444.004	<b>A</b> 0.540.000	•	0 000 700
Total Assets at June 30, 2004	\$	3,693,382 \$	2,331,968 \$	114,021	\$ 3,549,398	\$	9,688,769
Six Months Ended June 30, 2003 <sup>1</sup>							
Net Interest Income	\$	105,331 \$	69,353 \$	5,955	\$ 846	\$	181,485
Provision for Loan and Lease Losses	*	2,169	3,173	-,	(5,342)		-
Net Interest Income After Provision for Loan and Lease Losses		103,162	66,180	5,955	6,188		181,485
Non-Interest Income		46,310	17,100	25,342	6,740		95,492
Tron morest monite		149,472	83,280	31,297	12,928		276,977
Information Technology Systems Replacement Project		(950)	(23)	(334)	(16,215)		(17,522
Non-Interest Expense		(88,878)	(47,308)	(24,374)	(7,512)		(168,072
Income (Loss) Before Income Taxes		59,644	35,949	6,589	(10,799)		91,383
Provision for Income Taxes		(22,068)	(13,087)	(2,438)	6,045		(31,548
Allocated Net Income (Loss)		37,576	22,862	4,151	(4,754)		59,835
Allowance Funding Value		(313)	(2,241)	(17)	2,571		
GAAP Provision		2,169	3,173	-	(5,342)		_
Economic Provision		(5,609)	(6,094)	(236)	(10)		(11,949
Tax Effect of Adjustments		1,389	1,910	93	1,029		4,421
Income (Loss) Before Capital Charge		35,212	19,610	3,991	(6,506)		52,307
Capital Charge		(11,255)	(10,865)	(2,523)	(27,740)		(52,383)
Net Income (Loss) After Capital Charge (NIACC)	\$	23,957 \$	8,745 \$		\$ (34,246)		(76
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RAROC (ROE for the Company)		35%	20%	18%	(9)%		13%
Total Assets at June 30, 2003	\$	3,487,565 \$	2,242,905 \$	97,414	\$ 3,723,050	\$	9,550,934

<sup>&</sup>lt;sup>1</sup> Certain 2003 information has been reclassified to conform to 2004 presentation.

Quarterly Summary of Selected Consolidated Finance	ciai Data (Unat	iaitea)						Table 12
	luma 20				Months Ended			l 20
(dollars in thousands except per share amounts)	June 30, 2004		March 31, 2004		December 31, 2003	September 30, 2003		June 30 2003
Quarterly Operating Results								
Interest Income								
Interest and Fees on Loans and Leases	\$ 80,346	\$	81,428	\$	80,351	\$ 82,715	\$	85,954
Income on Investment Securities - Held to Maturity	6,711		6,976		7,183	6,407		3,083
Income on Investment Securities - Available for Sale	21,745		20,846		19,032	16,483		19,815
Deposits	1,646		1,231		1,169	1,179		1,161
Funds Sold	177		417		85	248		822
Other	865		858		1,007	1,032		1,016
Total Interest Income	111,490		111,756		108,827	108,064		111,851
Interest Expense								
Deposits	8,560		9,200		9,433	10,284		13,309
Securities Sold Under Agreements to Repurchase	2,222		1,926		1,359	1,947		2,391
Funds Purchased	506		231		249	271		219
Short-Term Borrowings	13		15		17	26		25
Long-Term Debt	4,340		4,353		4,417	4,431		5,422
Total Interest Expense	15,641		15,725		15,475	16,959		21,366
Net Interest Income	95,849		96,031		93,352	91,105		90,485
Provision for Loan and Lease Losses	(3,500)		-		-	-		
Net Interest Income After Provision for Loan and Lease Losses	99,349		96,031		93,352	91,105		90,485
Non-Interest Income	10.005		40.004		10.750	10.511		10.515
Trust and Asset Management	12,995		13,864		12,759	12,511		12,545
Mortgage Banking	2,808		1,977		3,324	5,888		6,061
Service Charges on Deposit Accounts	9,540		9,950		9,442	8,901		8,645
Fees, Exchange, and Other Service Charges	14,243		13,239		13,725	16,034		13,473
Investment Securities Gains (Losses)	(37)		-		(20)	639		587
Insurance	3,303		3,643		3,597	3,988		3,015
Other Total Non-Interest Income	11,996 54,848		6,169 48,842		6,610 49,437	5,830 53,791		6,413 50,739
Non-Interest Expense	34,040		40,042		49,437	33,791		30,733
Salaries and Benefits	46,689		46,001		46,409	45,731		47,711
Net Occupancy Expense	9,543		9,386		9,933	9,806		9,628
Net Equipment Expense	5,799		5,964		7,395	7,301		9,208
Information Technology Systems Replacement Project	-		-		-	4,349		10,105
Other	23,094		21,671		19,667	21,690		18,742
Total Non-Interest Expense	85,125		83,022		83,404	88,877		95,394
Income Before Income Taxes	69,072		61,851		59,385	56,019		45,830
Provision for Income Taxes	24,840		22,052		20,712	19,332		15,796
Net Income	\$ 44,232	\$	39,799	\$	38,673	\$ 36,687	\$	30,034
Basic Earnings Per Share	\$0.84		\$0.73		\$0.70	\$0.64		\$0.50
Diluted Earnings Per Share	\$0.79		\$0.69		\$0.66	\$0.61		\$0.48
Balance Sheet Totals								
Total Assets	9,688,769	\$	10,013,442	\$	9,461,647	\$ 9,370,755	\$	9,550,934
Net Loans	5,662,410	Ψ	5,587,811	Ψ	5,628,095	5,437,730	Ψ	5,333,896
Total Deposits	7,469,288		7,363,922		7,332,779	7,102,116		7,140,849
Total Shareholders' Equity	699,438		785,768		793,132	823,760		913,010
Parformance Paties								
Performance Ratios  Not Income to Average Total Assets (POA)	1 000/		1 650/		1 660/	1 520/		1 270/
Net Income to Average Total Assets (ROA)	1.80%		1.65%		1.66%	1.53%		1.27%
Net Income to Average Shareholders' Equity (ROE)  Efficiency Ratio <sup>1</sup>	24.28%		19.98%		18.59%	16.69% 61.34%		12.93%
Efficiency Ratio excluding System Replacement Costs	56.49% 56.49%		57.31% 57.31%		58.41% 58.41%			67.55%
Emoleticy Natio excluding System Replacement Costs	30.49%		57.31%		30.41%	58.34%		60.39%