# Bank of Hawaii Corporation Third Quarter 2008 Financial Results 

- Diluted Earnings Per Share \$0.99
- Net Income for the Quarter \$47.4 Million
- Board of Directors Increases Dividend to $\mathbf{\$ 0 . 4 5}$ Per Share
- Board of Directors Increases Repurchase Authorization by $\mathbf{\$ 5 0}$ Million


## FOR IMMEDIATE RELEASE

HONOLULU, HI (October 27, 2008) -- Bank of Hawaii Corporation (NYSE: BOH) today reported diluted earnings per share of $\$ 0.99$ for the third quarter of 2008, an increase of $\$ 0.03$ or 3.1 percent from diluted earnings per share of $\$ 0.96$ in the same quarter last year. Net income for the third quarter of 2008 was $\$ 47.4$ million, down slightly from net income of $\$ 47.8$ million in the third quarter of 2007. Financial results for the third quarter of 2008 included an $\$ 8.9$ million net credit related to the Company's pending resolution of Sale In/Lease Out ("SILO") leases with the Internal Revenue Service. The Company also increased the allowance for loan and lease losses by $\$ 13.0$ million during the quarter.

The return on average assets for the third quarter of 2008 was 1.82 percent, up from 1.79 percent during the same quarter last year. The return on average equity for the third quarter of 2008 was 24.17 percent compared to 26.02 percent for the third quarter of 2007.
"Bank of Hawaii Corporation had another good financial performance during the third quarter of 2008 despite a challenging environment for banks," said Allan R. Landon, Chairman and CEO. "Asset quality remained solid and we strengthened our capital ratios and reserves during the quarter. We are preparing for more challenging operating conditions as the Hawaii economy slows and Federal government programs begin to impact our market."

For the nine months ended September 30, 2008, net income was $\$ 152.9$ million, up $\$ 10.1$ million or 7.0 percent compared to $\$ 142.8$ million for the same period last year. Diluted earnings per share were $\$ 3.17$ for the nine-month period in 2008, up from $\$ 2.86$ for the same period in 2007. The year-to-date return on average assets was 1.95 percent, up from 1.82 percent for the same nine months in 2007. The year-to-date return on average equity was 26.26 percent, down slightly from 26.43 percent for the same period in 2007 as the Company further strengthened its capital levels in 2008.

## Financial Highlights

Net interest income, on a taxable equivalent basis, for the third quarter of 2008 was $\$ 103.8$ million, up $\$ 5.0$ million from net interest income of $\$ 98.8$ million in the third quarter of 2007 and down $\$ 3.6$ million from net interest income of $\$ 107.4$ million in the second quarter of 2008. Net interest income in the third quarter of 2008 included a $\$ 4.0$ million reduction related to accounting for the pending settlement of income tax issues with the SILO leases. For the nine-month period ended September 30, 2008, net interest income on a taxable equivalent basis was $\$ 313.6$ million compared to $\$ 296.3$ million for the same period in 2007. Analyses of the changes in net interest income are included in Tables 7a, 7b and 7c.

The net interest margin was 4.33 percent for the third quarter of 2008, a 30 basis point increase from 4.03 percent in the third quarter of 2007 and an 8 basis point decrease from 4.41 percent in the second quarter of 2008. The decrease in the margin compared with the previous quarter was due to accounting for the proposed settlement of the SILO leases, which reduced the margin by 17 basis points. For the nine months ended September 30, 2008, the net interest margin was 4.30 percent compared to 4.07 percent for the same nine months in 2007. The increase in the net interest margin was primarily due to lower funding costs in 2008.

Results for the third quarter of 2008 included a provision for credit losses of $\$ 20.4$ million compared with $\$ 4.1$ million in the third quarter of 2007 and $\$ 7.2$ million in the second quarter of 2008. The provision for credit losses exceeded net charge-offs of $\$ 7.4$ million by $\$ 13.0$ million in the third quarter of 2008. The provision for credit losses equaled net charge-offs in the third quarter of last year and exceeded net charge-offs by $\$ 2.5$ million in the second quarter of 2008.

Noninterest income was $\$ 57.0$ million for the third quarter of 2008, a decrease of $\$ 4.3$ million compared to $\$ 61.2$ million in the third quarter of 2007 and a decrease of $\$ 3.6$ million compared to $\$ 60.5$ million in the second quarter of 2008. The decrease in noninterest income was largely due to accounting volatility in mortgage banking income, the timing of contingent insurance commission income, and lower investment management fees.

Noninterest expense was $\$ 86.8$ million in the third quarter of 2008, up $\$ 5.3$ million from noninterest expense of $\$ 81.5$ million in the same quarter last year and up $\$ 2.9$ million from $\$ 83.9$ million in the previous quarter. Noninterest expense in the third quarter of 2008 included an additional accrual of $\$ 2.0$ million related to employee incentive awards. An analysis of salary and benefit expenses is included in Table 8.

The efficiency ratio for the third quarter of 2008 was 54.05 percent compared to 50.97 percent in the third quarter last year. For the nine months ended September 30, 2008, the efficiency ratio was 51.12 percent compared to 51.16 percent for the same period in 2007.

The 11.24 percent effective tax rate for the third quarter of 2008 includes a net credit of $\$ 12.9$ million due to the previously mentioned IRS tax settlement. The effective tax rate was 35.68 percent during the same quarter last year and 37.03 percent in the previous quarter. For the nine months ended September 30, 2008, the effective tax rate was 27.37 percent compared to 35.75 percent for the same period in 2007. Adjusted for the SILO tax settlement, the effective tax rate was 32.97 percent for the third quarter of 2008 and 32.89 percent for the nine-month period in 2008.

The Company's business segments are defined as Retail Banking, Commercial Banking, Investment Services, and Treasury. Results are determined based on the Company's internal financial management reporting process and organizational structure. Selected financial information for the business segments is included in Tables 12a and 12b.

## Asset Quality

The Company's overall asset quality remained solid during the three-month period ended September 30, 2008 with low levels of non-performing assets and accruing loans and leases past due 90 days or more. However, the Company increased the allowance for loan and lease losses by an additional $\$ 13.0$ million during the quarter due to heightened risk in three specific loan exposures and to general risk from the weakening Hawaii and U.S. mainland economy.

Non-accrual loans and leases were $\$ 5.6$ million at September 30, 2008, up from $\$ 4.2$ million at September 30, 2007 and down from $\$ 6.5$ million at June 30, 2008. As a percentage of total loans and leases, non-accrual loans at September 30, 2008 of 0.09 percent remain near historic lows.

Total non-performing assets were $\$ 5.9$ million at the end of the third quarter of 2008, up from $\$ 4.3$ million at the end of the same quarter last year and down from $\$ 6.7$ million at the end of the previous quarter. The ratio of non-performing assets to total loans and foreclosed real estate at September 30, 2008 was 0.09 percent, up from 0.06 percent at September 30, 2007 and down from 0.10 percent at June 30, 2008.

Net charge-offs during the third quarter of 2008 were $\$ 7.4$ million or 0.45 percent annualized of total average loans and leases. Net charge-offs increased $\$ 3.3$ million compared to $\$ 4.1$ million, or 0.25 percent annualized of total average loans and leases, during the same quarter last year and were up $\$ 2.7$ million compared to $\$ 4.7$ million, or 0.29 percent annualized of total average loans and leases, in the previous quarter. The increase compared to the previous quarter was largely due to higher charge-offs in the unsecured consumer installment portfolio. Net chargeoffs for the nine months ended September 30, 2008 were $\$ 17.5$ million, or 0.36 percent annualized of total average loans and leases compared to $\$ 10.1$ million, or 0.21 percent annualized of total average loans and leases for the same period last year. Net charge-offs for the first nine months of 2007 included a partial recovery of $\$ 2.1$ million on an aircraft lease charged off in 2005.

The allowance for loan and lease losses increased to $\$ 115.5$ million at September 30, 2008, up from $\$ 91.0$ million at September 30, 2007 and up from $\$ 102.5$ million at June 30, 2008. The ratio of the allowance for loan and lease losses to total loans was 1.77 percent at September 30, 2008, an increase from 1.38 percent at September 30, 2007 and from 1.57 percent at June 30, 2008. The reserve for unfunded commitments at September 30, 2008 was $\$ 5.2$ million, unchanged from September 30, 2007 and from June 30, 2008. Details of charge-offs, recoveries and the components of the total reserve for credit losses are summarized in Table 11.

## Other Financial Highlights

Total assets were $\$ 10.34$ billion at September 30, 2008, down $\$ 215$ million from $\$ 10.55$ billion at September 30, 2007 and down $\$ 36$ million from $\$ 10.37$ billion at June 30, 2008. The decrease in total assets compared with the prior quarters is largely due to a reduction in investment securities.

Total loans and leases were $\$ 6.54$ billion at September 30, 2008, down $\$ 60$ million from $\$ 6.60$ billion at September 30, 2007 and up $\$ 21$ million from $\$ 6.52$ billion at June 30, 2008. Average loans and leases were $\$ 6.51$ billion during the third quarter of 2008, down $\$ 58$ million from $\$ 6.57$ billion during the third quarter last year and down $\$ 19$ million from $\$ 6.53$ billion during the previous quarter.

Total commercial loans were $\$ 2.41$ billion at September 30, 2008, down $\$ 19$ million from $\$ 2.43$ billion at September 30, 2007 and up $\$ 34$ million from $\$ 2.37$ billion at June 30, 2008. The decrease in commercial loans is largely due to the Company's strategy to reduce construction lending exposure. Construction loans were $\$ 153$ million at September 30, 2008, down $\$ 101$ million from $\$ 254$ million at September 30, 2007 and down $\$ 15$ million from $\$ 169$ million at June 30, 2008.

Total consumer loans were $\$ 4.13$ billion at September 30, 2008, down $\$ 42$ million from $\$ 4.17$ billion at September 30, 2007 and down $\$ 12$ million from $\$ 4.14$ billion at June 30, 2008. The decrease in consumer loans compared with the previous quarter was largely due to a reduction in residential first mortgages, automobile lending, and unsecured installment loans. The trends in the consumer portfolio are consistent with the slowing Hawaii economy and the Company's disciplined approach to underwriting and credit. Loan and lease portfolio balances are summarized in Table 9.

Total deposits were $\$ 7.66$ billion at September 30, 2008, down $\$ 217$ million from $\$ 7.88$ billion at September 30, 2007 and down $\$ 246$ million from $\$ 7.90$ billion at June 30, 2008. The decrease in total deposits was largely due to a reduction in commercial escrow accounts related to construction projects nearing completion and lower public deposits due to the timing of bond payments. Average total deposits were $\$ 7.77$ billion during the third quarter of 2008, down $\$ 243$ million from $\$ 8.02$ billion during the third quarter last year and down $\$ 186$ million from $\$ 7.96$ billion during the previous quarter.

During the third quarter of 2008, the Company repurchased 332.2 thousand shares of common stock at a total cost of $\$ 16.2$ million under its share repurchase program. The average cost was $\$ 48.74$ per share repurchased. From the beginning of the share repurchase program in July 2001 through September 30, 2008, the Company has repurchased 45.6 million shares and returned over $\$ 1.6$ billion to shareholders at an average cost of $\$ 35.44$ per share. On October 24, 2008 the Company's Board of Directors increased the authorization under the share repurchase program by an additional $\$ 50$ million. This new authorization, combined with the previously announced authorizations of $\$ 1.65$ billion, brings the total repurchase authority to $\$ 1.7$ billion. Remaining buyback authority under the share repurchase program was $\$ 85.4$ million at October 24, 2008.

At September 30, 2008, the Tier 1 leverage ratio was 7.27 percent, up from 6.92 percent at September 30, 2007 and up from 7.01 percent at June 30, 2008.

The Company's Board of Directors declared a quarterly cash dividend of $\$ 0.45$ per share on the Company's outstanding shares, up from $\$ 0.44$ during the previous three quarters. The dividend will be payable on December 12, 2008 to shareholders of record at the close of business on November 28, 2008.

The Federal government and organizations have announced a number of programs to relieve distress in the financial markets, including the Emergency Economic Stabilization Act of 2008. The Company is evaluating the programs to determine its level of participation, if any.

## Hawaii Economy

During the third quarter of 2008, Hawaii's economy continued to slow. Unemployment increased to 4.5 percent in September 2008 compared with 2.6 percent at the end of 2007. Visitor arrivals, which were up in the first quarter of 2008 and down slightly through the first half of 2008, decreased 17.3 percent in August compared with 2007. Oahu single-family median home prices were down slightly compared with home prices last year, and decreased by larger proportions on the neighbor islands. Reductions in residential building during 2008 continue to be partially offset by military construction. Nonresidential construction, which was up significantly in the first half of 2008, declined 30.4 percent in August compared to prior year levels. Inflation in Hawaii was 4.9 percent in the first half of 2008, down slightly from the first half of 2007. Hawaii real personal income growth remained positive during the first half of 2008, up 0.3 percent from 2007.

## Conference Call Information

The Company will review its third quarter 2008 financial results today at 8:00 a.m. Hawaii Time (2:00 p.m. Eastern Time). The conference call will be accessible via teleconference and via the Investor Relations link of the Company's web site, www.boh.com. The conference call number for participants in the United States is 800-901-5217. International participants should call 617-786-2964. No pass code is required. A replay will be available for one week beginning Monday, October 27, 2008 by calling 888-286-8010 in the United States or 617-801-6888 internationally and entering the pass code number 74583826 when prompted. A replay will also be available via the Investor Relations link of the Company's web site.

## Forward-Looking Statements

This news release, and other statements made by the Company in connection with it may contain "forward-looking statements", such as forecasts of our financial results and condition, expectations for our operations and business prospects, and our assumptions used in those forecasts and expectations. Do not unduly rely on forward-looking statements. Actual results might differ significantly from our forecasts and expectations because of a variety of factors. More information about these factors is contained in Bank of Hawaii Corporation's Annual Report on Form 10-K for the year ended December 31, 2007, filed with the U.S. Securities and Exchange Commission. We have not committed to update forward-looking statements to reflect later events or circumstances.

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.

## Bank of Hawaii Corporation and Subsidiaries

Financial Highlights (Unaudited)
Table 1

| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  |  |  |  | Nine Months Ended <br> September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2008 |  |  | June 30, 2008 |  |  | September 30, 2007 |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  | 2008 |  | 2007 |  |
| For the Period: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 103,575 |  | \$ | 107,168 |  | \$ | 98,556 |  | \$ | 312,923 | \$ | 295,571 |
| Provision for Credit Losses |  | 20,358 |  |  | 7,172 |  |  | 4,070 |  |  | 41,957 |  | 10,064 |
| Total Noninterest Income |  | 56,986 |  |  | 60,539 |  |  | 61,242 |  |  | 203,650 |  | 180,230 |
| Total Noninterest Expense |  | 86,790 |  |  | 83,862 |  |  | 81,450 |  |  | 264,084 |  | 243,405 |
| Net Income |  | 47,409 |  |  | 48,282 |  |  | 47,779 |  |  | 152,906 |  | 142,843 |
| Basic Earnings Per Share |  | 1.00 |  |  | 1.01 |  |  | 0.98 |  |  | 3.20 |  | 2.90 |
| Diluted Earnings Per Share |  | 0.99 |  |  | 1.00 |  |  | 0.96 |  |  | 3.17 |  | 2.86 |
| Dividends Declared Per Share |  | 0.44 |  |  | 0.44 |  |  | 0.41 |  |  | 1.32 |  | 1.23 |
| Net Income to Average Total Assets |  | 1.82 | \% |  | 1.85 | \% |  | 1.79 | \% |  | 1.95 \% |  | 1.82 |
| Net Income to Average Shareholders' Equity |  | 24.17 |  |  | 24.82 |  |  | 26.02 |  |  | 26.26 |  | 26.43 |
| Efficiency Ratio ${ }^{1}$ |  | 54.05 |  |  | 50.01 |  |  | 50.97 |  |  | 51.12 |  | 51.16 |
| Operating Leverage ${ }^{2}$ |  | (12.02) |  |  | (11.62) |  |  | 1.65 |  |  | 8.65 |  | 2.97 |
| Net Interest Margin ${ }^{3}$ |  | 4.33 |  |  | 4.41 |  |  | 4.03 |  |  | 4.30 |  | 4.07 |
| Dividend Payout Ratio ${ }^{4}$ |  | 44.00 |  |  | 43.56 |  |  | 41.84 |  |  | 41.25 |  | 42.41 |
| Effective Tax Rate |  | 11.24 |  |  | 37.03 |  |  | 35.68 |  |  | 27.37 |  | 35.75 |
| Average Loans and Leases | \$ | 6,512,453 |  | \$ | 6,531,587 |  | \$ | 6,570,261 |  | \$ | 6,543,871 | \$ | 6,554,979 |
| Average Assets |  | 10,339,490 |  |  | 10,504,421 |  |  | 10,576,565 |  |  | 10,495,367 |  | 10,480,803 |
| Average Deposits |  | 7,772,535 |  |  | 7,958,171 |  |  | 8,015,594 |  |  | 7,893,972 |  | 7,916,061 |
| Average Shareholders' Equity |  | 780,334 |  |  | 782,429 |  |  | 728,372 |  |  | 777,650 |  | 722,522 |
| Average Shareholders' Equity to Average Assets |  | 7.55 | \% |  | 7.45 | \% |  | 6.89 | \% |  | 7.41 \% |  | 6.89 |

Market Price Per Share of Common Stock:

| Closing \$ | 53.45 | $\$$ | 47.80 | $\$$ | 52.85 | $\$$ | 53.45 | $\$$ | 52.85 |
| :---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| High | 70.00 |  | 57.37 |  | 55.84 |  | 70.00 |  | 55.84 |
| Low | 37.46 |  | 46.62 |  | 46.05 |  | 37.46 |  | 46.05 |


|  |  | tember 30 $2008$ |  |  | June 30 <br> 2008 |  |  | cember 31 , $2007$ |  | September 30$2007$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As of Period End: |  |  |  |  |  |  |  |  |  |  |  |
| Loans and Leases | \$ | 6,539,458 |  | \$ | 6,518,128 |  | \$ | 6,580,861 |  | \$ | 6,599,915 |
| Total Assets |  | 10,335,047 |  |  | 10,371,149 |  |  | 10,472,942 |  |  | 10,549,595 |
| Total Deposits |  | 7,658,484 |  |  | 7,903,990 |  |  | 7,942,372 |  |  | 7,875,166 |
| Long-Term Debt |  | 204,616 |  |  | 205,351 |  |  | 235,371 |  |  | 235,350 |
| Total Shareholders' Equity |  | 780,020 |  |  | 767,558 |  |  | 750,255 |  |  | 731,697 |
| Non-Performing Assets | \$ | 5,927 |  | \$ | 6,680 |  | \$ | 5,286 |  | \$ | 4,260 |
| Allowance to Loans and Leases Outstanding |  | 1.77 | \% |  | 1.57 | \% |  | 1.38 | \% |  | 1.38 |
| Leverage Ratio ${ }^{5}$ |  | 7.27 |  |  | 7.01 |  |  | 7.02 |  |  | 6.92 |
| Book Value Per Common Share | \$ | 16.35 |  | \$ | 16.01 |  | \$ | 15.44 |  | \$ | 14.91 |
| Full-Time Equivalent Employees |  | 2,573 |  |  | 2,534 |  |  | 2,594 |  |  | 2,572 |
| Branches and Offices |  | 84 |  |  | 84 |  |  | 83 |  |  | 83 |

[^0]Bank of Hawaii Corporation and Subsidiaries
Net Significant Income (Expense) Items (Unaudited)
Table 2

| (dollars in thousands) | Three Months Ended |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2008 |  | September 30, |  |  |  |
|  |  |  | 2008 |  | 2007 |  |
| SILO Leveraged Lease | \$ | $(3,981)$ | \$ | $(3,981)$ | \$ | - |
| LILO Leveraged Lease |  | - |  | - |  | 1,098 |
| Gain on Mandatory Redemption of Visa Shares |  | - |  | 13,737 |  | - |
| Gain on Disposal of Leased Equipment |  | - |  | 11,588 |  | 2,275 |
| Increase in Allowance for Loan and Lease Losses |  | $(13,000)$ |  | $(22,000)$ |  | - |
| Cash for Stock Grants |  | - |  | $(4,640)$ |  | - |
| Employee Incentive Awards |  | $(2,000)$ |  | $(6,386)$ |  | - |
| Legal Contingencies |  | - |  | $(3,016)$ |  | - |
| Bank of Hawaii Charitable Foundation and Other Contributions |  | - |  | $(2,250)$ |  | - |
| Call Premium on Capital Securities |  | - |  | (991) |  | - |
| Separation Expense |  | - |  | (615) |  | - |
| Reversal of Visa Legal Costs |  | - |  | 5,649 |  | - |
| Significant Income (Expense) Items Before the Provision (Benefit) for Income Taxes |  | $(18,981)$ |  | $(12,905)$ |  | 3,373 |
| Benefit for Income Taxes Related to SILO/LILO Transactions |  | $(12,920)$ |  | $(12,920)$ |  | (377) |
| Provision (Benefit) for Income Taxes |  | $(5,250)$ |  | $(8,631)$ |  | 827 |
| Net Significant Income (Expense) Items | \$ | (811) | \$ | 8,646 | \$ | 2,923 |


| (dollars in thousands, except per share amounts) | Three Months Ended |  |  |  |  |  |  | Nine Months Ended September 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2008 |  |  | $\begin{gathered} \text { June 30, } \\ 2008 \\ \hline \end{gathered}$ | September 30, 2007 |  |  |  |  |  |
| Interest Income |  |  |  |  |  |  |  |  |  |  |
| Interest and Fees on Loans and Leases | \$ | 92,744 | \$ | 97,959 | \$ | 112,787 | \$ | 295,116 | \$ | 335,111 |
| Income on Investment Securities |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,174 |  | 1,209 |  | 1,114 |  | 3,543 |  | 4,089 |
| Available-for-Sale |  | 35,152 |  | 35,321 |  | 33,486 |  | 104,724 |  | 96,010 |
| Held-to-Maturity |  | 2,870 |  | 3,033 |  | 3,616 |  | 9,142 |  | 11,495 |
| Deposits |  | 33 |  | 204 |  | 1,086 |  | 432 |  | 1,240 |
| Funds Sold |  | 141 |  | 420 |  | 1,103 |  | 1,553 |  | 2,694 |
| Other |  | 490 |  | 489 |  | 364 |  | 1,405 |  | 1,061 |
| Total Interest Income |  | 132,604 |  | 138,635 |  | 153,556 |  | 415,915 |  | 451,700 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 17,736 |  | 20,238 |  | 37,613 |  | 65,439 |  | 104,689 |
| Securities Sold Under Agreements to Repurchase |  | 7,675 |  | 7,488 |  | 11,726 |  | 25,780 |  | 35,277 |
| Funds Purchased |  | 507 |  | 270 |  | 1,654 |  | 1,410 |  | 4,029 |
| Short-Term Borrowings |  | 13 |  | 12 |  | 87 |  | 59 |  | 265 |
| Long-Term Debt |  | 3,098 |  | 3,459 |  | 3,920 |  | 10,304 |  | 11,869 |
| Total Interest Expense |  | 29,029 |  | 31,467 |  | 55,000 |  | 102,992 |  | 156,129 |
| Net Interest Income |  | 103,575 |  | 107,168 |  | 98,556 |  | 312,923 |  | 295,571 |
| Provision for Credit Losses |  | 20,358 |  | 7,172 |  | 4,070 |  | 41,957 |  | 10,064 |
| Net Interest Income After Provision for Credit Losses |  | 83,217 |  | 99,996 |  | 94,486 |  | 270,966 |  | 285,507 |
| Noninterest Income |  |  |  |  |  |  |  |  |  |  |
| Trust and Asset Management |  | 14,193 |  | 15,460 |  | 15,146 |  | 44,739 |  | 47,114 |
| Mortgage Banking |  | 621 |  | 2,738 |  | 3,848 |  | 7,656 |  | 9,698 |
| Service Charges on Deposit Accounts |  | 13,045 |  | 12,411 |  | 11,919 |  | 37,539 |  | 33,958 |
| Fees, Exchange, and Other Service Charges |  | 16,991 |  | 17,176 |  | 16,465 |  | 50,268 |  | 49,082 |
| Investment Securities Gains, Net |  | 159 |  | 157 |  | 789 |  | 446 |  | 1,380 |
| Insurance |  | 5,902 |  | 5,590 |  | 7,446 |  | 18,622 |  | 18,548 |
| Other |  | 6,075 |  | 7,007 |  | 5,629 |  | 44,380 |  | 20,450 |
| Total Noninterest Income |  | 56,986 |  | 60,539 |  | 61,242 |  | 203,650 |  | 180,230 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries and Benefits |  | 46,764 |  | 45,984 |  | 44,944 |  | 148,221 |  | 134,937 |
| Net Occupancy |  | 11,795 |  | 11,343 |  | 10,267 |  | 33,581 |  | 29,773 |
| Net Equipment |  | 4,775 |  | 4,474 |  | 4,871 |  | 13,570 |  | 14,529 |
| Professional Fees |  | 3,270 |  | 2,588 |  | 2,369 |  | 8,471 |  | 7,511 |
| Other |  | 20,186 |  | 19,473 |  | 18,999 |  | 60,241 |  | 56,655 |
| Total Noninterest Expense |  | 86,790 |  | 83,862 |  | 81,450 |  | 264,084 |  | 243,405 |
| Income Before Provision for Income Taxes |  | 53,413 |  | 76,673 |  | 74,278 |  | 210,532 |  | 222,332 |
| Provision for Income Taxes |  | 6,004 |  | 28,391 |  | 26,499 |  | 57,626 |  | 79,489 |
| Net Income | \$ | 47,409 | \$ | 48,282 | \$ | 47,779 | \$ | 152,906 | \$ | 142,843 |
| Basic Earnings Per Share | \$ | 1.00 | \$ | 1.01 | \$ | \$ 0.98 | \$ | 3.20 | \$ | 2.90 |
| Diluted Earnings Per Share | \$ | 0.99 | \$ | 1.00 | \$ | + 0.96 | \$ | 3.17 | \$ | 2.86 |
| Dividends Declared Per Share | \$ | 0.44 | \$ | 0.44 | \$ | \$ 0.41 | \$ | 1.32 | \$ | 1.23 |
| Basic Weighted Average Shares |  | ,518,078 |  | 47,733,278 |  | 48,913,293 |  | 47,738,245 |  | 49,204,295 |
| Diluted Weighted Average Shares |  | ,057,965 |  | 48,300,049 |  | 49,663,049 |  | 48,295,901 |  | 50,001,594 |

## Bank of Hawaii Corporation and Subsidiaries

Consolidated Statements of Condition (Unaudited)
Table 4

| (dollars in thousands) | September 30,2008 |  | $\begin{array}{r} \text { June } 30, \\ 2008 \end{array}$ |  | December 31,2007 |  | September 30$2007$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 13,845 | \$ | 6,056 | \$ | 4,870 | \$ | 35,471 |
| Funds Sold |  | - |  | - |  | 15,000 |  | - |
| Investment Securities |  |  |  |  |  |  |  |  |
| Trading |  | 90,993 |  | 94,347 |  | 67,286 |  | 92,831 |
| Available-for-Sale |  | 2,572,111 |  | 2,646,506 |  | 2,563,190 |  | 2,591,982 |
| Held-to-Maturity (Fair value of \$245,720; \$255,905; \$287,644; and \$299,191) |  | 249,083 |  | 260,592 |  | 292,577 |  | 307,653 |
| Loans Held for Sale |  | 14,903 |  | 11,183 |  | 12,341 |  | 8,016 |
| Loans and Leases |  | 6,539,458 |  | 6,518,128 |  | 6,580,861 |  | 6,599,915 |
| Allowance for Loan and Lease Losses |  | $(115,498)$ |  | $(102,498)$ |  | $(90,998)$ |  | $(90,998)$ |
| Net Loans and Leases |  | 6,423,960 |  | 6,415,630 |  | 6,489,863 |  | 6,508,917 |
| Total Earning Assets |  | 9,364,895 |  | 9,434,314 |  | 9,445,127 |  | 9,544,870 |
| Cash and Noninterest-Bearing Deposits |  | 285,762 |  | 280,635 |  | 368,402 |  | 344,267 |
| Premises and Equipment |  | 118,333 |  | 117,323 |  | 117,177 |  | 120,318 |
| Customers' Acceptances |  | 1,250 |  | 1,856 |  | 1,112 |  | 1,967 |
| Accrued Interest Receivable |  | 41,061 |  | 42,295 |  | 45,261 |  | 52,652 |
| Foreclosed Real Estate |  | 293 |  | 229 |  | 184 |  | 105 |
| Mortgage Servicing Rights |  |  |  |  |  |  |  |  |
| Measured at Fair Value |  | 27,057 |  | 30,272 |  | 27,588 |  | 28,407 |
| Amortized |  | 650 |  | - |  | - |  | - |
| Goodwill |  | 34,959 |  | 34,959 |  | 34,959 |  | 34,959 |
| Other Assets |  | 460,787 |  | 429,266 |  | 433,132 |  | 422,050 |
| Total Assets | \$ | 10,335,047 | \$ | 10,371,149 |  | 10,472,942 | \$ | 10,549,595 |

Liabilities
Deposits

| Noninterest-Bearing Demand | \$ | 1,592,251 | \$ | 1,876,782 | \$ | 1,935,639 | \$ | 1,894,933 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-Bearing Demand |  | 1,750,297 |  | 1,666,726 |  | 1,634,675 |  | 1,530,982 |
| Savings |  | 2,738,684 |  | 2,781,082 |  | 2,630,471 |  | 2,711,169 |
| Time |  | 1,577,252 |  | 1,579,400 |  | 1,741,587 |  | 1,738,082 |
| Total Deposits |  | 7,658,484 |  | 7,903,990 |  | 7,942,372 |  | 7,875,166 |
| Funds Purchased |  | 189,700 |  | 69,400 |  | 75,400 |  | 191,900 |
| Short-Term Borrowings |  | 10,621 |  | 10,180 |  | 10,427 |  | 10,749 |
| Securities Sold Under Agreements to Repurchase |  | 1,109,431 |  | 1,028,518 |  | 1,029,340 |  | 1,087,511 |
| Long-Term Debt (includes \$120,598 and \$121,326 carried at fair value as of |  |  |  |  |  |  |  |  |
| September 30, 2008 and June 30, 2008, respectively) |  | 204,616 |  | 205,351 |  | 235,371 |  | 235,350 |
| Banker's Acceptances |  | 1,250 |  | 1,856 |  | 1,112 |  | 1,967 |
| Retirement Benefits Payable |  | 22,438 |  | 29,478 |  | 29,984 |  | 41,125 |
| Accrued Interest Payable |  | 12,702 |  | 13,588 |  | 20,476 |  | 18,526 |
| Taxes Payable and Deferred Taxes |  | 240,795 |  | 250,125 |  | 278,218 |  | 271,089 |
| Other Liabilities |  | 104,990 |  | 91,105 |  | 99,987 |  | 84,515 |
| Total Liabilities |  | 9,555,027 |  | 9,603,591 |  | 9,722,687 |  | 9,817,898 |

Shareholders' Equity
Common Stock (\$. 01 par value; authorized 500,000,000 shares; issued / outstanding: September 2008-57,022,797 / 47,707,629;
June 2008-57,016,182 / 47,941,409; December 2007-56,995,447 / 48,589,645;
and September 2007-57,005,602/49,068,275) 568 568 567 5

| Capital Surplus | 491,419 | 489,335 | 484,790 |
| :--- | :---: | :---: | :---: |
| Accumulated Other Comprehensive Loss | $(18,643)$ | $(15,813)$ | $(5,091)$ |

Retained Earnings
$770,373 \quad 745,244 \quad 688,638 \quad 671,451$
Treasury Stock, at Cost (Shares: September 2008-9,315,168; June 2008-9,074,773;

| December 2007-8,405,802; and September 2007-7,937,327) | $(463,697)$ | $(451,776)$ | $(418,649)$ |  |
| :--- | ---: | ---: | ---: | ---: |
| Total Shareholders' Equity | 780,020 | 767,558 | 750,255 | 731,697 |
| Total Liabilities and Shareholders' Equity | $\$ 10,335,047$ | $\$$ | $10,371,149$ | $\$$ |


|  |  |  | Accum. <br> Other |
| :--- | :--- | :--- | :--- |


| (dollars in millions) | Three Months Ended September 30, 2008 |  |  |  | Three Months Ended June 30, 2008 |  |  | Three Months Ended September 30, $2007{ }^{1}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average <br> Balance | Income/ <br> Expense | Yield/ <br> Rate |  | Average <br> Balance | Incomel <br> Expense | Yield/ <br> Rate |  | Average <br> Balance | Incomel <br> Expense | Yield/ <br> Rate |
| Earning Assets |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ 6.4 | \$ | 2.06 | \% | \$ 33.0 | \$ 0.2 | 2.45 | \% | \$ 79.8 | \$ 1.1 | 5.35 |
| Funds Sold | 28.4 | 0.1 | 1.96 |  | 81.9 | 0.4 | 2.03 |  | 86.2 | 1.1 | 5.01 |
| Investment Securities |  |  |  |  |  |  |  |  |  |  |  |
| Trading | 92.6 | 1.2 | 5.07 |  | 97.6 | 1.2 | 4.96 |  | 111.3 | 1.1 | 4.00 |
| Available-for-Sale | 2,601.2 | 35.4 | 5.44 |  | 2,649.9 | 35.6 | 5.37 |  | 2,556.7 | 33.7 | 5.28 |
| Held-to-Maturity | 255.4 | 2.9 | 4.50 |  | 269.6 | 3.1 | 4.50 |  | 318.0 | 3.6 | 4.55 |
| Loans Held for Sale | 6.6 | 0.1 | 6.34 |  | 9.3 | 0.1 | 5.78 |  | 7.3 | 0.1 | 6.78 |
| Loans and Leases ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | 1,049.7 | 13.8 | 5.23 |  | 1,060.7 | 14.3 | 5.42 |  | 1,048.9 | 19.7 | 7.45 |
| Commercial Mortgage | 695.3 | 10.5 | 6.04 |  | 663.0 | 10.1 | 6.15 |  | 627.8 | 10.8 | 6.82 |
| Construction | 161.4 | 2.3 | 5.67 |  | 177.3 | 2.5 | 5.76 |  | 262.2 | 5.3 | 8.00 |
| Commercial Lease Financing | 472.9 | 0.2 | 0.15 |  | 470.6 | 4.1 | 3.50 |  | 479.4 | 3.6 | 2.98 |
| Residential Mortgage | 2,500.0 | 37.8 | 6.04 |  | 2,509.1 | 38.2 | 6.09 |  | 2,502.2 | 38.5 | 6.15 |
| Home Equity | 975.3 | 14.2 | 5.79 |  | 968.7 | 14.1 | 5.86 |  | 946.2 | 18.3 | 7.67 |
| Automobile | 403.6 | 8.2 | 8.09 |  | 423.1 | 8.6 | 8.16 |  | 433.0 | 9.0 | 8.23 |
| Other ${ }^{3}$ | 254.3 | 5.6 | 8.80 |  | 259.1 | 5.9 | 9.11 |  | 270.6 | 7.5 | 11.05 |
| Total Loans and Leases | 6,512.5 | 92.6 | 5.67 |  | 6,531.6 | 97.8 | 6.01 |  | 6,570.3 | 112.7 | 6.82 |
| Other | 79.6 | 0.5 | 2.46 |  | 79.6 | 0.5 | 2.46 |  | 79.4 | 0.4 | 1.83 |
| Total Earning Assets ${ }^{4}$ | 9,582.7 | 132.8 | 5.53 |  | 9,752.5 | 138.9 | 5.71 |  | 9,809.0 | 153.8 | 6.25 |
| Cash and Noninterest-Bearing Deposits | 274.3 |  |  |  | 272.9 |  |  |  | 285.3 |  |  |
| Other Assets | 482.5 |  |  |  | 479.0 |  |  |  | 482.3 |  |  |
| Total Assets | \$ 10,339.5 |  |  |  | \$ 10,504.4 |  |  |  | \$ 10,576.6 |  |  |

Interest-Bearing Liabilities
Interest-Bearing Deposits

| Demand | \$ | 1,827.9 |  | 1.5 | 0.32 | \$ | 1,617.0 | 1.2 | 0.29 | \$ | \$ 1,557.7 |  | 4.0 | 1.01 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings |  | 2,755.4 |  | 6.3 | 0.91 |  | 2,805.5 | 6.5 | 0.94 |  | 2,837.5 |  | 15.9 | 2.23 |
| Time |  | 1,594.8 |  | 9.9 | 2.48 |  | 1,646.5 | 12.5 | 3.07 |  | 1,742.0 |  | 17.7 | 4.03 |
| Total Interest-Bearing Deposits |  | 6,178.1 |  | 17.7 | 1.14 |  | 6,069.0 | 20.2 | 1.34 |  | 6,137.2 |  | 37.6 | 2.43 |
| Short-Term Borrowings |  | 116.7 |  | 0.5 | 1.74 |  | 61.2 | 0.3 | 1.82 |  | 138.8 |  | 1.8 | 4.91 |
| Securities Sold Under Agreements to Repurchase |  | 1,077.4 |  | 7.7 | 2.80 |  | 1,060.2 | 7.5 | 2.81 |  | 1,016.5 |  | 11.7 | 4.54 |
| Long-Term Debt |  | 205.1 |  | 3.1 | 6.04 |  | 224.3 | 3.5 | 6.18 |  | 251.9 |  | 3.9 | 6.22 |
| Total Interest-Bearing Liabilities |  | 7,577.3 |  | 29.0 | 1.52 |  | 7,414.7 | 31.5 | 1.70 |  | 7,544.4 |  | 55.0 | 2.89 |
| Net Interest Income |  |  | \$ | 103.8 |  |  |  | \$ 107.4 |  |  |  | \$ | 98.8 |  |
| Interest Rate Spread |  |  |  |  | 4.01 | \% |  |  | 4.01 | \% |  |  |  | 3.36 |
| Net Interest Margin |  |  |  |  | 4.33 | \% |  |  | 4.41 | \% |  |  |  | 4.03 |
| Noninterest-Bearing Demand Deposits |  | 1,594.4 |  |  |  |  | 1,889.2 |  |  |  | 1,878.4 |  |  |  |
| Other Liabilities |  | 387.5 |  |  |  |  | 418.1 |  |  |  | 425.4 |  |  |  |
| Shareholders' Equity |  | 780.3 |  |  |  |  | 782.4 |  |  |  | 728.4 |  |  |  |
| Total Liabilities and Shareholders' Equity |  | 10,339.5 |  |  |  | \$ | 10,504.4 |  |  |  | \$ 10,576.6 |  |  |  |

[^1]Average Balances and Interest Rates - Taxable Equivalent Basis (Unaudited)
Table 6b


[^2]
## Bank of Hawaii Corporation and Subsidiaries

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

| (dollars in millions) | Three Months Ended September 30, 2008 Compared to June 30, 2008 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Time ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | (0.2) | \$ | - | \$ | - | \$ | (0.2) |
| Funds Sold |  | (0.3) |  | - |  | - |  | (0.3) |
| Investment Securities |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | (0.7) |  | 0.5 |  | - |  | (0.2) |
| Held-to-Maturity |  | (0.2) |  | - |  | - |  | (0.2) |
| Loans and Leases |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | (0.2) |  | (0.5) |  | 0.2 |  | (0.5) |
| Commercial Mortgage |  | 0.5 |  | (0.2) |  | 0.1 |  | 0.4 |
| Construction |  | (0.2) |  | - |  | - |  | (0.2) |
| Commercial Lease Financing |  | - |  | (4.0) |  | 0.1 |  | (3.9) |
| Residential Mortgage |  | (0.1) |  | (0.3) |  | - |  | (0.4) |
| Home Equity |  | 0.1 |  | (0.2) |  | 0.2 |  | 0.1 |
| Automobile |  | (0.4) |  | (0.1) |  | 0.1 |  | (0.4) |
| Other ${ }^{2}$ |  | (0.1) |  | (0.2) |  | - |  | (0.3) |
| Total Loans and Leases |  | (0.4) |  | (5.5) |  | 0.7 |  | (5.2) |
| Total Change in Interest Income |  | (1.8) |  | (5.0) |  | 0.7 |  | (6.1) |

Change in Interest Expense:
Interest-Bearing Deposits
Demand
Savings
Time

[^3]
## Bank of Hawaii Corporation and Subsidiaries

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

| (dollars in millions) |  | Three Months Ended September 30, 2008 Compared to September 30, 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Volume ${ }^{1}$ |  | Rate ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | (0.7) | \$ | (0.4) | \$ | (1.1) |
| Funds Sold |  | (0.5) |  | (0.5) |  | (1.0) |
| Investment Securities |  |  |  |  |  |  |
| Trading |  | (0.2) |  | 0.3 |  | 0.1 |
| Available-for-Sale |  | 0.6 |  | 1.1 |  | 1.7 |
| Held-to-Maturity |  | (0.7) |  | - |  | (0.7) |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and Industrial |  | - |  | (5.9) |  | (5.9) |
| Commercial Mortgage |  | 1.0 |  | (1.3) |  | (0.3) |
| Construction |  | (1.7) |  | (1.3) |  | (3.0) |
| Commercial Lease Financing |  | - |  | (3.4) |  | (3.4) |
| Residential Mortgage |  | - |  | (0.7) |  | (0.7) |
| Home Equity |  | 0.5 |  | (4.6) |  | (4.1) |
| Automobile |  | (0.6) |  | (0.2) |  | (0.8) |
| Other ${ }^{2}$ |  | (0.4) |  | (1.5) |  | (1.9) |
| Total Loans and Leases |  | (1.2) |  | (18.9) |  | (20.1) |
| Other |  | - |  | 0.1 |  | 0.1 |
| Total Change in Interest Income |  | (2.7) |  | (18.3) |  | (21.0) |

Change in Interest Expense:
Interest-Bearing Deposits
Demand
Savings
Time

[^4]
## Bank of Hawaii Corporation and Subsidiaries

Analysis of Change in Net Interest Income - Taxable Equivalent Basis (Unaudited)
Table 7c

| (dollars in millions) | Nine Months Ended September 30, 2008 Compared to September 30, 2007 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume ${ }^{1}$ |  |  | Rate ${ }^{1}$ |  | Time ${ }^{1}$ |  | Total |
| Change in Interest Income: |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | (0.3) | \$ | (0.5) | \$ | - | \$ | (0.8) |
| Funds Sold |  | 0.5 |  | (1.6) |  | - |  | (1.1) |
| Investment Securities |  |  |  |  |  |  |  |  |
| Trading |  | (1.4) |  | 0.8 |  | - |  | (0.6) |
| Available-for-Sale |  | 5.1 |  | 3.7 |  | - |  | 8.8 |
| Held-to-Maturity |  | (2.4) |  | - |  | - |  | (2.4) |
| Loans Held for Sale |  | - |  | (0.1) |  | - |  | (0.1) |
| Loans and Leases |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | (0.1) |  | (14.5) |  | 0.2 |  | (14.4) |
| Commercial Mortgage |  | 2.3 |  | (3.0) |  | 0.1 |  | (0.6) |
| Construction |  | (3.9) |  | (3.1) |  | 0.1 |  | (6.9) |
| Commercial Lease Financing |  | 0.1 |  | (2.8) |  | - |  | (2.7) |
| Residential Mortgage |  | 0.4 |  | (0.8) |  | - |  | (0.4) |
| Home Equity |  | 1.6 |  | (11.4) |  | 0.2 |  | (9.6) |
| Automobile |  | (0.4) |  | (0.1) |  | 0.1 |  | (0.4) |
| Other ${ }^{2}$ |  | (1.7) |  | (3.3) |  | 0.1 |  | (4.9) |
| Total Loans and Leases |  | (1.7) |  | (39.0) |  | 0.8 |  | (39.9) |
| Other |  | - |  | 0.3 |  | - |  | 0.3 |
| Total Change in Interest Income |  | (0.2) |  | (36.4) |  | 0.8 |  | (35.8) |

Change in Interest Expense
Interest-Bearing Deposits

| Demand |  | 0.8 |  | (8.2) |  | - |  | (7.4) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings |  | 0.7 |  | (19.9) |  | 0.2 |  | (19.0) |
| Time |  | (1.9) |  | (11.2) |  | 0.2 |  | (12.9) |
| Total Interest-Bearing Deposits |  | (0.4) |  | (39.3) |  | 0.4 |  | (39.3) |
| Short-Term Borrowings |  | (0.8) |  | (2.0) |  | - |  | (2.8) |
| Securities Sold Under Agreements to Repurchase |  | 1.9 |  | (11.4) |  | 0.1 |  | (9.4) |
| Long-Term Debt |  | (1.6) |  | - |  | - |  | (1.6) |
| Total Change in Interest Expense |  | (0.9) |  | (52.7) |  | 0.5 |  | (53.1) |
| Change in Net Interest Income | \$ | 0.7 | \$ | 16.3 | \$ | 0.3 | \$ | 17.3 |

[^5]
## Bank of Hawaii Corporation and Subsidiaries

Salaries and Benefits (Unaudited)
Table 8

| (dollars in thousands) | Three Months Ended |  |  |  |  |  | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2008 |  | $\begin{gathered} \text { June 30, } \\ 2008 \\ \hline \end{gathered}$ |  | September 30, 2007 |  |  |  |  |  |
|  |  |  | 2008 | 2007 |  |  |  |  |  |
| Salaries | \$ | 30,190 |  |  | \$ | 30,019 | \$ | 28,882 | \$ | 89,112 | \$ | 86,226 |
| Incentive Compensation |  | 5,969 |  | 4,122 |  |  |  | 4,364 |  | 16,358 |  | 11,777 |
| Cash for Stock Grants |  | - |  | - |  | - |  | 4,640 |  |  |
| Share-Based Compensation |  | 1,180 |  | 1,124 |  | 1,601 |  | 3,952 |  | 4,161 |
| Commission Expense |  | 1,653 |  | 1,992 |  | 1,546 |  | 5,518 |  | 5,700 |
| Retirement and Other Benefits |  | 3,097 |  | 3,499 |  | 3,865 |  | 11,822 |  | 10,999 |
| Payroll Taxes |  | 2,162 |  | 2,491 |  | 2,116 |  | 8,067 |  | 7,885 |
| Medical, Dental, and Life Insurance |  | 2,452 |  | 2,470 |  | 2,324 |  | 7,421 |  | 6,825 |
| Separation Expense |  | 61 |  | 267 |  | 246 |  | 1,331 |  | 1,364 |
| Total Salaries and Benefits | \$ | 46,764 | \$ | 45,984 | \$ | 44,944 | \$ | 148,221 | \$ | 134,937 |

## Bank of Hawaii Corporation and Subsidiaries

Loan and Lease Portfolio Balances (Unaudited)

| (dollars in thousands) | September 30, 2008 |  |  | June 30, 2008 |  | March 31, <br> 2008 | December 31, $2007{ }^{1}$ |  | September 30, $2007{ }^{1}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 1,077,314 | \$ | 1,052,319 | \$ | 1,079,772 | \$ | 1,054,355 | \$ | 1,065,258 |
| Commercial Mortgage |  | 708,961 |  | 680,784 |  | 650,638 |  | 634,483 |  | 627,329 |
| Construction |  | 153,364 |  | 168,678 |  | 190,521 |  | 208,670 |  | 254,062 |
| Lease Financing |  | 467,279 |  | 471,443 |  | 465,945 |  | 481,882 |  | 478,988 |
| Total Commercial |  | 2,406,918 |  | 2,373,224 |  | 2,386,876 |  | 2,379,390 |  | 2,425,637 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 2,496,983 |  | 2,509,133 |  | 2,530,207 |  | 2,508,261 |  | 2,510,313 |
| Home Equity |  | 986,379 |  | 966,108 |  | 967,146 |  | 972,995 |  | 953,713 |
| Automobile |  | 395,015 |  | 413,338 |  | 430,920 |  | 443,011 |  | 440,525 |
| Other ${ }^{2}$ |  | 254,163 |  | 256,325 |  | 264,188 |  | 277,204 |  | 269,727 |
| Total Consumer |  | 4,132,540 |  | 4,144,904 |  | 4,192,461 |  | 4,201,471 |  | 4,174,278 |
| Total Loans and Leases | \$ | 6,539,458 | \$ | 6,518,128 | \$ | 6,579,337 | \$ | 6,580,861 | \$ | 6,599,915 |

Air Transportation Credit Exposure ${ }^{3}$ (Unaudited)

| (dollars in thousands) | September 30, 2008 |  |  | June 30, <br> 2008 |  | March 31, 2008 | December 31, 2007 |  | September 30, 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Passenger Carriers Based In the United States | \$ | 60,260 | \$ | 60,603 | \$ | 61,190 | \$ | 64,947 | \$ | 64,867 |
| Passenger Carriers Based Outside the United States |  | 5,809 |  | 7,161 |  | 7,258 |  | 19,078 |  | 19,162 |
| Cargo Carriers |  | 13,689 |  | 13,568 |  | 13,472 |  | 13,390 |  | 13,326 |
| Total Air Transportation Credit Exposure | \$ | 79,758 | \$ | 81,332 | \$ | 81,920 | \$ | 97,415 | \$ | $\underline{\text { 97,355 }}$ |

[^6]
## Bank of Hawaii Corporation and Subsidiaries

Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More (Unaudited)
Table 10

| (dollars in thousands) | September 30, 2008 |  |  | $\begin{array}{r} \text { June 30, } \\ 2008 \\ \hline \end{array}$ |  | $\begin{array}{r} \text { March 31, } \\ 2008 \\ \hline \end{array}$ | December 31, 2007 |  | $\begin{array}{r} \text { September 30, } \\ 2007^{1} \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Non-Accrual Loans and Leases |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | \$ | 574 | \$ | 1,119 | \$ | 794 | \$ | 598 | \$ | 359 |
| Commercial Mortgage |  | - |  | - |  | - |  | 112 |  | 123 |
| Lease Financing |  | 149 |  | 329 |  | 504 |  | 297 |  | - |
| Total Commercial |  | 723 |  | 1,448 |  | 1,298 |  | 1,007 |  | 482 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 3,749 |  | 3,784 |  | 3,235 |  | 2,681 |  | 3,237 |
| Home Equity |  | 1,162 |  | 1,189 |  | 1,187 |  | 1,414 |  | 436 |
| Other ${ }^{2}$ |  | - |  | 30 |  | 31 |  | - |  | - |
| Total Consumer |  | 4,911 |  | 5,003 |  | 4,453 |  | 4,095 |  | 3,673 |
| Total Non-Accrual Loans and Leases |  | 5,634 |  | 6,451 |  | 5,751 |  | 5,102 |  | 4,155 |
| Foreclosed Real Estate |  | 293 |  | 229 |  | 294 |  | 184 |  | 105 |
| Total Non-Performing Assets | \$ | 5,927 | \$ | 6,680 | \$ | 6,045 | \$ | 5,286 | \$ | 4,260 |

## Accruing Loans and Leases Past Due 90 Days or More

| Commercial |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and Industrial | \$ | - | \$ | - | \$ | 24 | \$ | - | \$ | - |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 3,455 |  | 2,601 |  | 3,892 |  | 4,884 |  | 639 |
| Home Equity |  | 296 |  | 201 |  | 328 |  | 413 |  | 115 |
| Automobile |  | 758 |  | 625 |  | 865 |  | 1,174 |  | 734 |
| Other ${ }^{2}$ |  | 926 |  | 756 |  | 725 |  | 1,112 |  | 944 |
| Total Consumer |  | 5,435 |  | 4,183 |  | 5,810 |  | 7,583 |  | 2,432 |
| Total Accruing Loans and Leases Past Due 90 Days or More | \$ | 5,435 | \$ | 4,183 | \$ | 5,834 | \$ | 7,583 | \$ | 2,432 |
| $\underline{\text { Total Loans and Leases }}$ | \$ | 6,539,458 | \$ | 6,518,128 | \$ | 6,579,337 | \$ | 6,580,861 | \$ | 6,599,915 |
| $\underline{\text { Ratio of Non-Accrual Loans and Leases to Total Loans and Leases }}$ |  | 0.09\% |  | 0.10\% |  | 0.09\% |  | 0.08\% |  | 0.06\% |
| Ratio of Non-Performing Assets to Total Loans and Leases and |  |  |  |  |  |  |  |  |  |  |
| Ratio of Commercial Non-Performing Assets to Total Commercial |  |  |  |  |  |  |  |  |  |  |
| Ratio of Consumer Non-Performing Assets to Total Consumer Loans |  |  |  |  |  |  |  |  |  | 0.09\% |
| Ratio of Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More to Total Loans and Leases | Ratio of Non-Performing Assets and Accruing Loans and Leases |  |  |  |  | 0.18\% |  | 0.20\% |  | 0.10\% |
| Quarter to Quarter Changes in Non-Performing Assets |  |  |  |  |  |  |  |  |  |  |
| Balance at Beginning of Quarter | \$ | 6,680 | \$ | 6,045 | \$ | 5,286 | \$ | 4,260 | \$ | 6,314 |
| Additions |  | 1,355 |  | 2,900 |  | 2,614 |  | 1,866 |  | 662 |
| Reductions |  |  |  |  |  |  |  |  |  |  |
| Payments |  | (955) |  | (630) |  | (386) |  | (256) |  | $(1,741)$ |
| Return to Accrual Status |  | (756) |  | (943) |  | (944) |  | (214) |  | (787) |
| Sales of Foreclosed Real Estate |  | - |  | - |  | - |  | (161) |  | (48) |
| Charge-offs/Write-downs |  | (397) |  | (692) |  | (525) |  | (209) |  | (140) |
| Total Reductions |  | $(2,108)$ |  | $(2,265)$ |  | $(1,855)$ |  | (840) |  | $(2,716)$ |
| Balance at End of Quarter | \$ | 5,927 | \$ | 6,680 | \$ | 6,045 | \$ | 5,286 | \$ | 4,260 |

[^7]
## Bank of Hawaii Corporation and Subsidiaries

Reserve for Credit Losses (Unaudited)
Table 11

| (dollars in thousands) | Three Months Ended |  |  |  |  |  |  | Nine Months Ended September 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2008 |  |  | $\begin{array}{r} \text { June } 30, \\ 2008 \\ \hline \end{array}$ | tember 30, |  |  |  |  |  |
| Balance at Beginning of Period | \$ | 107,667 | \$ | 105,167 | \$ | 96,167 | \$ | 96,167 | \$ | 96,167 |
| Loans and Leases Charged-Off |  |  |  |  |  |  |  |  |  |  |
| Commercial |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | $(1,783)$ |  | $(1,396)$ |  | (715) |  | $(4,568)$ |  | $(2,258)$ |
| Lease Financing |  | (27) |  | (142) |  | (123) |  | (303) |  | (145) |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | (398) |  | (133) |  | - |  | (531) |  | (47) |
| Home Equity |  | (519) |  | (473) |  | (422) |  | $(1,798)$ |  | (764) |
| Automobile |  | $(2,858)$ |  | $(2,187)$ |  | $(2,215)$ |  | $(7,960)$ |  | $(7,642)$ |
| Other ${ }^{2}$ |  | $(3,444)$ |  | $(1,954)$ |  | $(2,389)$ |  | $(8,202)$ |  | $(6,871)$ |
| Total Loans and Leases Charged-Off |  | $(9,029)$ |  | $(6,285)$ |  | $(5,864)$ |  | $(23,362)$ |  | $(17,727)$ |

Recoveries on Loans and Leases Previously Charged-Off

| Commercial |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and Industrial |  | 220 |  | 201 |  | 326 |  | 1,407 |  | 918 |
| Commercial Mortgage |  | - |  | - |  | 35 |  | - |  | 156 |
| Lease Financing |  | 2 |  | 2 |  | 2 |  | 7 |  | 2,089 |
| Consumer |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  | 67 |  | 17 |  | 14 |  | 162 |  | 203 |
| Home Equity |  | 36 |  | 26 |  | 69 |  | 83 |  | 189 |
| Automobile |  | 699 |  | 700 |  | 596 |  | 2,195 |  | 1,980 |
| Other ${ }^{2}$ |  | 647 |  | 667 |  | 752 |  | 2,051 |  | 2,128 |
| Total Recoveries on Loans and Leases Previously Charged-Off |  | 1,671 |  | 1,613 |  | 1,794 |  | 5,905 |  | 7,663 |
| Net Loans and Leases Charged-Off |  | $(7,358)$ |  | $(4,672)$ |  | $(4,070)$ |  | $(17,457)$ |  | $(10,064)$ |
| Provision for Credit Losses |  | 20,358 |  | 7,172 |  | 4,070 |  | 41,957 |  | 10,064 |
| Balance at End of Period ${ }^{3}$ | \$ | 120,667 | \$ | 107,667 | \$ | 96,167 | \$ | 120,667 | \$ | 96,167 |

## Components

| Allowance for Loan and Lease Losses | \$ | 115,498 | \$ | 102,498 | \$ | 90,998 | \$ | 115,498 | \$ | 90,998 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reserve for Unfunded Commitments |  | 5,169 |  | 5,169 |  | 5,169 |  | 5,169 |  | 5,169 |
| Total Reserve for Credit Losses | \$ | 120,667 | \$ | 107,667 | \$ | 96,167 | \$ | 120,667 | \$ | 96,167 |
| Average Loans and Leases Outstanding | \$ | 6,512,453 | \$ | 6,531,587 | \$ | 6,570,261 | \$ | 6,543,871 | \$ | 6,554,979 |
| Ratio of Net Loans and Leases Charged-Off to |  |  |  |  |  |  |  |  |  |  |
| Average Loans and Leases Outstanding (annualized) |  | 0.45\% |  | 0.29\% |  | 0.25\% |  | 0.36\% |  | 0.21\% |
| Ratio of Allowance for Loan and Lease Losses to Loans and Leases Outstanding |  | 1.77\% |  | 1.57\% |  | 1.38\% |  | 1.77\% |  | 1.38\% |

[^8]|  | Retail | Commercial | Investment |  | Consolidated |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| (dollars in thousands) | Banking | Banking | Services | Total | Treasury | Total |

## Three Months Ended September 30, 2008

| Net Interest Income | \$ | 58,228 | \$ | 36,564 | \$ | 3,922 | \$ | 98,714 | \$ | 4,861 | \$ | 103,575 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for Credit Losses | 5,475 |  |  | 13,826 |  | 1,089 |  | 20,390 |  | (32) |  | 20,358 |
| Net Interest Income After Provision for Credit Losses | 52,753 |  |  | 22,738 |  | 2,833 |  | 78,324 |  | 4,893 |  | 83,217 |
| Noninterest Income | 27,380 |  |  | 10,508 |  | 17,458 |  | 55,346 |  | 1,640 |  | 56,986 |
| Noninterest Expense | $(43,709)$ |  |  | $(24,488)$ |  | $(16,800)$ |  | $(84,997)$ |  | $(1,793)$ |  | $(86,790)$ |
| Income Before Provision for Income Taxes | 36,424 |  |  | 8,758 |  | 3,491 |  | 48,673 |  | 4,740 |  | 53,413 |
| Provision for Income Taxes | $(13,478)$ |  |  | 8,234 |  | $(1,292)$ |  | $(6,536)$ |  | 532 |  | $(6,004)$ |
| Allocated Net Income | 22,946 |  |  | 16,992 |  | 2,199 |  | 42,137 |  | 5,272 |  | 47,409 |
| Allowance Funding Value | (229) |  |  | (944) |  | (16) |  | $(1,189)$ |  | 1,189 |  |  |
| Provision for Credit Losses |  | 5,475 |  | 13,826 |  | 1,089 |  | 20,390 |  | (32) |  | 20,358 |
| Economic Provision |  | $(1,912)$ |  | $(3,222)$ |  | (78) |  | $(5,212)$ |  | (1) |  | $(5,213)$ |
| Tax Effect of Adjustments |  | $(1,234)$ |  | $(3,574)$ |  | (369) |  | $(5,177)$ |  | (426) |  | $(5,603)$ |
| Income Before Capital Charge |  | 25,046 |  | 23,078 |  | 2,825 |  | 50,949 |  | 6,002 |  | 56,951 |
| Capital Charge |  | $(4,780)$ |  | $(4,127)$ |  | $(1,465)$ |  | $(10,372)$ |  | $(9,135)$ |  | $(19,507)$ |
| Net Income (Loss) After Capital Charge (NIACC) | \$ | 20,266 | \$ | 18,951 | \$ | 1,360 | \$ | 40,577 | \$ | $(3,133)$ | \$ | 37,444 |


| RAROC (ROE for the Company) | $52 \%$ | $56 \%$ | $19 \%$ |
| :--- | :--- | :--- | :--- |



| Net Interest Income (Loss) | \$ | 56,830 | \$ | 40,352 | \$ | 3,574 | \$ | 100,756 | \$ | $(2,200)$ | \$ | 98,556 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for Credit Losses |  | 1,773 |  | 2,486 |  | (1) |  | 4,258 |  | (188) |  | 4,070 |
| Net Interest Income (Loss) After Provision for Credit Losses |  | 55,057 |  | 37,866 |  | 3,575 |  | 96,498 |  | $(2,012)$ |  | 94,486 |
| Noninterest Income |  | 26,346 |  | 11,442 |  | 18,068 |  | 55,856 |  | 5,386 |  | 61,242 |
| Noninterest Expense |  | $(41,653)$ |  | $(22,430)$ |  | $(16,074)$ |  | $(80,157)$ |  | $(1,293)$ |  | $(81,450)$ |
| Income Before Provision for Income Taxes |  | 39,750 |  | 26,878 |  | 5,569 |  | 72,197 |  | 2,081 |  | 74,278 |
| Provision for Income Taxes |  | $(14,707)$ |  | $(9,948)$ |  | $(2,060)$ |  | $(26,715)$ |  | 216 |  | $(26,499)$ |
| Allocated Net Income |  | 25,043 |  | 16,930 |  | 3,509 |  | 45,482 |  | 2,297 |  | 47,779 |
| Allowance Funding Value |  | (166) |  | (824) |  | (11) |  | $(1,001)$ |  | 1,001 |  |  |
| Provision for Credit Losses |  | 1,773 |  | 2,486 |  | (1) |  | 4,258 |  | (188) |  | 4,070 |
| Economic Provision |  | $(1,906)$ |  | $(3,190)$ |  | (87) |  | $(5,183)$ |  | - |  | $(5,183)$ |
| Tax Effect of Adjustments |  | 111 |  | 564 |  | 37 |  | 712 |  | (300) |  | 412 |
| Income Before Capital Charge |  | 24,855 |  | 15,966 |  | 3,447 |  | 44,268 |  | 2,810 |  | 47,078 |
| Capital Charge |  | $(5,132)$ |  | $(4,380)$ |  | $(1,572)$ |  | $(11,084)$ |  | $(8,948)$ |  | $(20,032)$ |
| Net Income (Loss) After Capital Charge (NIACC) | \$ | 19,723 | \$ | 11,586 | \$ | 1,875 | \$ | 33,184 | \$ | $(6,138)$ | \$ | 27,046 |



[^9]|  | Retail | Commercial | Investment |  | Consolidated |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| (dollars in thousands) | Banking | Banking | Services | Total | Treasury | Total |

Nine Months Ended September 30, 2008

| Net Interest Income | \$ | 176,207 | \$ | 122,663 | \$ | 11,731 | \$ | 310,601 | \$ | 2,322 | \$ | 312,923 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for Credit Losses |  | 15,999 |  | 25,704 |  | 1,089 |  | 42,792 |  | (835) |  | 41,957 |
| Net Interest Income After Provision for Credit Losses |  | 160,208 |  | 96,959 |  | 10,642 |  | 267,809 |  | 3,157 |  | 270,966 |
| Noninterest Income |  | 83,196 |  | 42,753 |  | 54,738 |  | 180,687 |  | 22,963 |  | 203,650 |
| Noninterest Expense |  | $(130,813)$ |  | $(72,753)$ |  | $(50,026)$ |  | $(253,592)$ |  | $(10,492)$ |  | $(264,084)$ |
| Income Before Provision for Income Taxes |  | 112,591 |  | 66,959 |  | 15,354 |  | 194,904 |  | 15,628 |  | 210,532 |
| Provision for Income Taxes |  | $(41,660)$ |  | $(13,352)$ |  | $(5,681)$ |  | $(60,693)$ |  | 3,067 |  | $(57,626)$ |
| Allocated Net Income |  | 70,931 |  | 53,607 |  | 9,673 |  | 134,211 |  | 18,695 |  | 152,906 |
| Allowance Funding Value |  | (626) |  | $(2,654)$ |  | (42) |  | $(3,322)$ |  | 3,322 |  | - |
| Provision for Credit Losses |  | 15,999 |  | 25,704 |  | 1,089 |  | 42,792 |  | (835) |  | 41,957 |
| Economic Provision |  | $(6,000)$ |  | $(9,715)$ |  | (243) |  | $(15,958)$ |  | (2) |  | $(15,960)$ |
| Tax Effect of Adjustments |  | $(3,468)$ |  | $(4,934)$ |  | (297) |  | $(8,699)$ |  | (920) |  | $(9,619)$ |
| Income Before Capital Charge |  | 76,836 |  | 62,008 |  | 10,180 |  | 149,024 |  | 20,260 |  | 169,284 |
| Capital Charge |  | $(14,308)$ |  | $(12,260)$ |  | $(4,384)$ |  | $(30,952)$ |  | $(27,421)$ |  | $(58,373)$ |
| Net Income (Loss) After Capital Charge (NIACC) | \$ | 62,528 | \$ | 49,748 | \$ | 5,796 | \$ | 118,072 | \$ | $(7,161)$ | \$ | 110,911 |

$\underline{\text { RAROC (ROE for the Company) }} 5$



[^10]
## Bank of Hawaii Corporation and Subsidiaries

Selected Quarterly Financial Data (Unaudited)
Table 13


[^11]
[^0]:    ${ }^{1}$ Efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and total noninterest income).
    ${ }^{2}$ Operating leverage is defined as the percentage change in income before the provision for credit losses and the provision for income taxes. Measures are presented on a linked quarter basis.
    ${ }^{3}$ Net interest margin is defined as net interest income, on a taxable equivalent basis, as a percentage of average earning assets.
    ${ }^{4}$ Dividend payout ratio is defined as dividends declared per share divided by basic earnings per share.
    ${ }^{5}$ Leverage ratio as of June 30, 2008, December 31, 2007, and September 30, 2007 was corrected from $7.04 \%, 7.04 \%$, and $6.95 \%$, respectively.

[^1]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.
    ${ }^{2}$ Non-performing loans and leases are included in the respective average loan and lease balances. Income, if any, on such loans and leases is recognized on a cash basis.
    ${ }^{3}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.
    ${ }^{4}$ Interest income includes taxable equivalent basis adjustments, based upon a federal statutory tax rate of $35 \%$, of $\$ 234,000, \$ 239,000$, and $\$ 237,000$ for the three months ended September 30, 2008, June 30, 2008, and September 30, 2007, respectively.

[^2]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.
    ${ }^{2}$ Non-performing loans and leases are included in the respective average loan and lease balances. Income, if any, on such loans and leases is recognized on a cash basis.
    ${ }^{3}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.
    ${ }^{4}$ Interest income includes taxable equivalent basis adjustments, based upon a federal statutory tax rate of $35 \%$, of $\$ 711,000$ and $\$ 686,000$ for the nine months ended September 30 , 2008 and 2007 , respectively.

[^3]:    ${ }^{1}$ The changes for each category of interest income and expense are allocated between the portion of changes attributable to the variance in volume, rate, and time for that category.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.

[^4]:    ${ }^{1}$ The changes for each category of interest income and expense are allocated between the portion of changes attributable to the variance in volume and rate for that category
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing

[^5]:    ${ }^{1}$ The changes for each category of interest income and expense are allocated between the portion of changes attributable to the variance in volume, rate, and time for that category.
    ${ }^{2}$ Comprised of other consumer revolving credit, installment, and consumer lease financing.

[^6]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.
    ${ }^{2}$ Comprised of other revolving credit, installment, and lease financing.
    ${ }^{3}$ Exposure includes loans, leveraged leases and operating leases.

[^7]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.
    ${ }^{2}$ Comprised of other revolving credit, installment, and lease financing.

[^8]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation.
    ${ }^{2}$ Comprised of other revolving credit, installment, and lease financing.
    ${ }^{3}$ Included in this analysis is activity related to the Company's reserve for unfunded commitments, which is separately recorded in other liabilities in the Consolidated Statements of Condition (Unaudited).

[^9]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation

[^10]:    ${ }^{1}$ Certain prior period information has been reclassified to conform to current presentation

[^11]:    ${ }^{1}$ The efficiency ratio is defined as noninterest expense divided by total revenue (net interest income and noninterest income).
    ${ }^{2}$ The net interest margin is defined as net interest income, on a fully-taxable equivalent basis, as a percentage of average earning assets.

