UNITED STATES
SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D. C. 20549

FORM 10-Q
(Mark One)
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the quarterly period ended September 30, 1996 OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the transition period from $\qquad$ to $\qquad$
Commission file number 0-7949

FIRST HAWAIIAN, INC.
(Exact name of registrant as specified in its charter)

DELAWARE
(State of incorporation)

1132 BISHOP STREET, HONOLULU, HAWAII
(Address of principal executive offices)

99-0156159
(I.R.S. Employer Identification No.)

96813
(Zip Code)
(808) 525-7000
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or l5(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

$$
\text { Yes } X
$$

No

The number of shares outstanding of each of the issuer's
classes of common stock as of October 30, 1996 was:
$\qquad$
$\qquad$

Common Stock, \$5 Par Value
31,777,269 Shares
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ITEM 1. FINANCIAL STATEMENTS
CONSOLIDATED BALANCE SHEETS (Unaudited)
First Hawaiian, Inc. and Subsidiaries

## ASSETS

Interest-bearing deposits in other banks
Federal funds sold and securities purchased under agreements to resell
Investment securities:
Available-for-sale
Held-to-maturity (fair value of $\$ 1,138,041$ )
Loans:
Loans
Less allowance for loan losses
Net loans
Total earning assets
Cash and due from banks
Premises and equipment
Customers' acceptance liability
Core deposit premium
Goodwill
Other assets
TOTAL ASSETS

LIABILITIES AND STOCKHOLDERS' EQUITY
Deposits:
Noninterest-bearing demand
Interest-bearing demand
Savings
Time
Foreign
Total deposits
Short-term borrowings
Acceptances outstanding
Other liabilities
Long-term debt
TOTAL LIABILITIES

| \$ | 1,008,027 |
| :---: | :---: |
|  | 1,309,360 |
|  | 1,055,465 |
|  | 2,395,231 |
|  | 254,216 |
|  | 6,022,299 |
|  | 925,917 |
|  | 640 |
|  | 249,780 |
|  | 259,744 |
|  | 7,458,380 |

Stockholders' equity:
Preferred stock
Common stock
Surplus
Retained earnings
Unrealized valuation adjustment
Treasury stock
TOTAL STOCKHOLDERS' EQUITY
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY
SEPTEMBER 30
1996
\$ 174,130
145,167
$5,786,006$
83,542
---------7
$5,702,464$
------------
$7,262,339$
320,639
2

320,639
266, 084
640
35,492
96,000
171,371
------------1
\$ 8,152,565
==============



| \$ | 913,228 |
| :---: | :---: |
|  | 1,073,136 |
|  | 1,147,997 |
|  | 1,927,011 |
|  | 296,941 |
|  | 5,358,313 |
|  | 1,083,179 |
|  | 1,995 |
|  | 232,733 |
|  | 238,752 |
|  | 6,914,972 |


|  | 162,713 |  | 162,713 |
| :---: | :---: | :---: | :---: |
|  | 133,925 |  | 133,927 |
|  | 385,976 |  | 375,471 |
|  | 5,489 |  | 313 |
|  | $(38,566)$ |  | $(24,112)$ |
|  | 649,537 |  | 648,312 |
| \$ | 7,564,509 | \$ | 7,405,603 |

September 30, 1995 995
(in thousands)

| \$ | 244,570 |  | 68,770 |
| :---: | :---: | :---: | :---: |
|  | 169,803 |  | 175,128 |
|  | 1,175,293 |  | 144,952 |
|  |  |  | 1,126,463 |
|  | 5,259,545 |  | 5,224,243 |
|  | 78,733 |  | 65,683 |
|  | 5,180, 812 |  | 5,158,560 |
|  | 6,770,478 |  | 6,673,873 |
|  | 304, 051 |  | 262,961 |
|  | 241,987 |  | 242,593 |
|  | 1,995 |  | 1,489 |
|  | 16,665 |  | 12,496 |
|  | 75,309 |  | 76,211 |
|  | 154,024 |  | 135,980 |
| \$ | 7,564,509 | \$ | 7,405,603 |


| \$ | 838,271 |
| :---: | :---: |
|  | 1,105,380 |
|  | 1,083,836 |
|  | 1,782,401 |
|  | 287,511 |
|  | 5, 097,399 |
|  | 1,220,339 |
|  | 1,489 |
|  | 213,306 |
|  | 224,758 |
|  | 6,757,291 |
|  |  |
|  | 162,713 |
|  | 133,927 |
|  | 375,471 |
|  | 313 |
|  | $(24,112)$ |
|  | 648,312 |
| \$ | 7,405,603 |

The accompanying notes are an integral part of these consolidated financial statements.

| QUARTER | MBER 30, | NINE MONTHS ENDED SEPTEMBER 30, |  |
| :---: | :---: | :---: | :---: |
| 1996 | 1995 | 1996 | 1995 |

(in thousands, except shares and per share data)

INTEREST INCOME
Interest and fees on loans
Lease financing income
Interest on investment securities:
Taxable interest income
Exempt from Federal income taxes
Other interest income
Total interest income

INTEREST EXPENSE
Deposits
Short-term borrowings
Long-term debt
Total interest expense
Net interest income
Provision for loan losses
Net interest income after provision for loan losses

NONINTEREST INCOME
Trust income
Other service charges and fees
Securities gains, net
Other

Total noninterest income
NONINTEREST EXPENSES
Salaries and wages
Employee benefits
Occupancy expense
Equipment expense
Other
Total noninterest expenses
Income before income taxes
Income taxes
NET INCOME
PER SHARE DATA
NET INCOME
CASH DIVIDENDS
AVERAGE SHARES OUTSTANDING

| \$ | $\begin{array}{r} 122,218 \\ 2 \end{array}$ | \$ | $\begin{array}{r} 115,099 \\ 2.735 \end{array}$ | \$ | $\begin{array}{r} 345,202 \\ 7,939 \end{array}$ | \$ | $\begin{array}{r} 356,077 \\ 8,735 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 19,493 |  | 17,958 |  | 53,750 |  | 39,758 |
|  | 706 |  | 856 |  | 2,339 |  | 4,019 |
|  | 4,996 |  | 3,376 |  | 15,168 |  | 11,674 |
|  | 150,013 |  | 140, 024 |  | 424,398 |  | 420,263 |
|  | 48,798 |  | 43,736 |  | 133,802 |  | 131, 841 |
|  | 13,090 |  | 17,893 |  | 40,126 |  | 59,281 |
|  | 4,491 |  | 3,397 |  | 12,758 |  | 9,973 |
|  | 66,379 |  | 65,026 |  | 186,686 |  | 201,095 |
|  | 83,634 |  | 74,998 |  | 237,712 |  | 219,168 |
|  | 4,649 |  | 10,699 |  | 13,162 |  | 17,380 |
|  | 78,985 |  | 64,299 |  | 224,550 |  | 201,788 |
|  | 6,036 |  | 5,547 |  | 18,362 |  | 17,525 |
|  | 6,965 |  | 5,876 |  | 19,162 |  | 18,056 |
|  | 10,322 |  | 9,541 |  | 30, 220 |  | 26,305 |
|  | 9 |  | 6 |  | 36 |  | 7 |
|  | 2,446 |  | 6,496 |  | 9,376 |  | 10,256 |
|  | 25,778 |  | 27,466 |  | 77,156 |  | 72,149 |
|  | 27,358 |  | 23,864 |  | 76,499 |  | 69,948 |
|  | 8,078 |  | 7,470 |  | 26,034 |  | 20,316 |
|  | 7,044 |  | 6,260 |  | 19, 861 |  | 19,185 |
|  | 5,653 |  | 5,579 |  | 16,775 |  | 17,788 |
|  | 27,243 |  | 18,284 |  | 71,559 |  | 57,900 |
|  | 75,376 |  | 61,457 |  | 210,728 |  | 185,137 |
|  | 29,387 |  | 30,308 |  | 90,978 |  | 88,800 |
|  | 10,386 |  | 10,637 |  | 31, 030 |  | 31,491 |
| \$ | 19,001 | \$ | 19,671 | \$ | 59,948 | \$ | 57,309 |
| \$ | . 60 | \$ | . 62 | \$ | 1.92 | \$ | 1.80 |
| \$ | . 295 | \$ | . 295 | \$ | . 885 | \$ | . 885 |
|  | 564,554 |  | 701,484 |  | 272,264 |  | 903,697 |

The accompanying notes are an integral part of these consolidated financial statements.


The Company purchased 35 branches in the Pacific Northwest. In conjunction with the acquisitions, liabilities were assumed as follows:

| Cash received |  | 218,966 |
| :---: | :---: | :---: |
| Issuance of common stock |  | 17,525 |
| Liabilities assumed | \$ | 717,616 |

accompanying notes are an integral part of these consolidated financial statements.

BALANCE, BEGINNING OF PERIOD
Net income
Issuance of common stock
Issuance (purchase) of treasury stock, net
Incentive plan for key executives
Unrealized valuation adjustment
Cash dividends
BALANCE, END OF PERIOD


The accompanying notes are an integral part of these consolidated financial statements

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)
First Hawaiian, Inc. and Subsidiaries

## 1. BASIS OF PRESENTATION

The consolidated financial statements of the Company include the accounts of First Hawaiian, Inc. and its wholly-owned subsidiaries - First Hawaiian Bank and its wholly-owned subsidiaries; Pioneer Federal Savings Bank and its wholly-owned subsidiary; First Hawaiian Creditcorp, Inc.; Pacific One Bank; ANB Financial Corporation and its wholly-owned subsidiary; First Hawaiian Leasing, Inc.; and FHI International, Inc. All significant intercompany balances and transactions have been eliminated in consolidation.

Certain amounts in the consolidated financial statements for 1995 have been reclassified to conform with the 1996 presentation. Such reclassifications had no effect on the consolidated net income as previously reported.

In the opinion of management, all adjustments (which included only normal recurring adjustments) necessary for a fair presentation are reflected in the consolidated financial statements

## 2. ACCOUNTING CHANGES

Effective January 1, 1996, the Company adopted Statement of Financial Accounting Standards ("SFAS") No. 122, "Accounting for Mortgage Servicing Rights." SFAS 122 amends SFAS No. 65, "Accounting for Certain Mortgage Banking Activities," to require that mortgage banking enterprises recognize as separate assets rights to service mortgage loans for others. SFAS No. 122 also requires that mortgage banking enterprises assess capitalized mortgage servicing rights based on the fair value of those rights on a disaggregated basis. The adoption of this standard did not have a material effect on the consolidated financial statements of the Company.

Effective January 1, 1995, the Company adopted SFAS No. 114, "Accounting by Creditors for Impairment of a Loan," and SFAS No. 118 "Accounting by Creditors for Impairment of a Loan - Income Recognition and Disclosures." SFAS No. 114 requires that impaired loans be measured based on the present value of expected future cash flows discounted at the loan's effective interest rate, or at the loan's observable market price, or at the fair value of the collateral if the loan is collateral dependent. The adoption of SFAS No. 114 did not result in additional provisions for loan losses primarily because the majority of impaired loan valuations continue to be based on the fair value of the collateral.

The provision for loan losses charged to expense is based upon the Company's historical loss experience and estimates of future loan losses in the current loan portfolio, including the evaluation of impaired loans in accordance with SFAS No. 114. A loan is considered to be impaired when, based upon current information and events, it is probable that the Company will be unable to collect all amounts due according to the contractual terms of the loan. Impairment is primarily measured based on the fair value of the collateral. Impairment losses are included in the provision for loan losses. SFAS No. 114 does not apply to large groups of smaller balance homogeneous loans that are collectively evaluated for impairment, except for those loans restructured under a troubled debt structuring. Loans collectively evaluated for impairment include certain smaller balance commercial loans, consumer loans and residential real estate loans, and are not included in the data that follows.

The following table summarizes impaired loan information as of September 30, 1996:
(in thousands)
Impaired loans
Impaired loans with related allowance for
loan losses calculated under
SFAS No. 114 51,402

Interest payments on impaired loans are applied to principal.

## 3. BUSINESS COMBINATION

On July 31, 1996, for a purchase price of $\$ 18$ million, the Company acquired ANB Financial Corporation, a bank holding company, and its subsidiary, American National Bank ("ANB"), which had total loans of $\$ 51$ million and deposits of $\$ 67$ million at the date of acquisition. ANB has a total of four branches in Washington state. The acquisition was accounted for using the purchase method of accounting and the results of operations of ANB Financial Corporation were included in the Consolidated Statements of Income from the date of acquisition.

On May 31, 1996, the Company acquired 31 branches in Oregon, Washington and Idaho, which were being divested by U.S. Bancorp and West One Bancorp as a result of their merger, at a purchase price of $\$ 36$ million. The branch acquisitions included the purchase of loans of $\$ 400$ million and assumption of deposits of $\$ 687$ million. The acquisition was accounted for using the purchase method of accounting and the results of its operations were included in the Consolidated Statements of Income from the date of acquisition. of the 31 branches acquired by the Company, the 26 Oregon and Idaho branches will be operated as Pacific One Bank, a wholly-owned subsidiary of the Company. The five branches acquired in Washington are operated as Pacific One Bank, FSB as branches of Pioneer Federal Savings Bank, another wholly-owned subsidiary of the Company. On November 8, 1996, ANB acquired the five branches from Pioneer Federal Savings Bank, and will operate eight of the nine branches acquired in the state of Washington under the name "Pacific One Bank, N.A.". The remaining branch will be closed.

## NET INCOME

The Company recorded consolidated net income for the first nine months of 1996 of $\$ 59,948,000$, an increase of $\$ 2,639,000$, or $4.6 \%$, over the first nine months of 1995. For the third quarter of 1996, the consolidated net income of $\$ 19,001,000$ represented a decrease of $3.4 \%$ compared to the same quarter in 1995. Consolidated net income for the first nine months and quarter ended September 30, 1996 was negatively impacted by a pre-tax charge of $\$ 3,849,000$ (after-tax charge of $\$ 2,309,000$ ) resulting from the Bank Insurance Fund ("BIF")/Savings Association Insurance Fund ("SAIF") legislation enacted on September 30, 1996. The Deposit Insurance Funds Act of 1996 imposed a special one-time assessment at a rate of 65.7 cents per $\$ 100$ of deposits on institutions holding SAIF-insured deposits on March 31, 1995, in order to recapitalize the SAIF fund. Exclusive of the special SAIF one-time assessment, consolidated net income for the first nine months and quarter ended September 30, 1996 on a recurring basis was \$62,257,000 and \$21,310,000, respectively, reflecting increases of $8.6 \%$ and $8.3 \%$, respectively, over the corresponding periods in 1995. The improved operating results for the Company reflects the slow, but steady recovery of the Hawaii economy and a reduction in the Federal Deposit Insurance Corporation deposit insurance premium.

On a per share basis, consolidated net income for the nine months ended September 30, 1996 was $\$ 1.92$, representing an increase of $6.7 \%$ over the same period in 1995. Consolidated net income per share for the quarter ended September 30, 1996 was $\$ .60$, representing a decrease of $3.2 \%$ compared to the same period in 1995. Exclusive of the aforementioned special one-time SAIF assessment, consolidated net income per share on a recurring basis for the first nine months and quarter ended September 30, 1996 were $\$ 1.99$ and $\$ .67$, respectively, reflecting increases of $10.6 \%$ and $8.1 \%$, respectively. The proportionately greater increase in earnings per share on a recurring basis for the nine months ended September 30, 1996 was attributable to the fewer average number of shares outstanding in 1996 as compared to 1995, as a result of the Company's stock repurchase program which authorized the total repurchase of up to 1.6 million shares (of which 1.1 million shares were repurchased through September 30, 1996), or five percent of the Company's approximately 32 million shares outstanding.

On an annualized basis, the Company's return on average total assets for the first nine months of 1996 was $1.04 \%$, an increase of $3.0 \%$ over the same period in 1995, and return on average stockholders' equity was $11.99 \%$, an increase of .1\%, over the same period in 1995. The increase in return on average total assets was primarily attributable to the increase in net income partially offset by an increase in average total assets. The increase in return on average shareholders' equity was due to the increase in net income and the stock repurchase program previously discussed.

## NET INTEREST INCOME

Net interest income, on a fully taxable equivalent basis, increased $\$ 15,994,000$, or $7.2 \%$, to $\$ 239,321,000$ for the first nine months of 1996 from $\$ 223,327,000$ for the same period in 1995. Net interest income increased $\$ 7,997,000$, or $10.5 \%$, to $\$ 84,120,000$ for the third quarter of 1996 from $\$ 76,123,000$ for the same period in 1995. The increases in net interest income for the first nine months and third quarter of 1996 over the same periods in 1995, were primarily due to increases in the net interest margin and average earning assets.

The net interest margin was $4.58 \%$ and $4.56 \%$ for the first nine months and third quarter of 1996, respectively, up 26 basis points (1\% equals 100 basis points) and 10 basis points, respectively, over the same periods in 1995. Both the yield on average earning assets and rate paid on funding sources decreased during the first nine months and third quarter of 1996 as compared with the same periods in 1995. However, the 32 basis point decrease in the rate paid on funding sources outpaced the decrease in the yield on average earning assets of 6 basis points for the first nine months of 1996 as compared to the same period in 1995, resulting in a favorable impact on the net interest margin. In addition, the increases in noninterest-bearing demand deposits during the first nine months and third quarter of 1996 over the same periods in 1995 also contributed to the increase in the net interest margin. The disproportionate decrease in the rate paid on funding sources was attributable in part to the positive impact of interest rate swaps designed to minimize the effect of changing interest rate environments on the net interest margin.

For the first nine months of 1996, the net interest rate swap expense on deposit accounts decreased \$5,647,000 compared to the same period in 1995.

Average earning assets increased by $\$ 75,096,000$, or $1.1 \%$, and $\$ 566,151,000$, or 8.4\%, for the first nine months and third quarter of 1996, respectively, over the same periods in 1995. The disproportionate increase in average earning assets for the first nine months of 1996 as compared to the third quarter of 1996 was due to the acquisition of the 31 branches in Oregon, Washington and Idaho and the acquisition of ANB Financial Corporation (the "Pacific Northwest Acquisitions"), which occurred on May 31 and July 31, 1996, respectively. The Company initially purchased or acquired $\$ 225,966,000$ in investment securities as a result of the Pacific Northwest Acquisitions. In addition, in the second quarter of 1995, the Company securitized approximately $\$ 490,000,000$ of adjustable rate mortgage loans with the Federal National Mortgage Association ("FNMA") in an effort to increase its funding capacity and liquidity. The securities backed by these loans are held by the Company and were reclassified to the investment securities portfolio. Excluding the aforementioned Pacific Northwest Acquisitions and loan securitization, the investment securities portfolio reflected decreases of $\$ 235,787,000$, or $24.7 \%$, and $\$ 84,700,000$ or $10.3 \%$, for the first nine months and third quarter of 1996, respectively, compared to the same periods in 1995. The investment securities portfolio was allowed to run-off as securities matured since the securitized loans provided the necessary collateral for public deposits and reverse repurchase agreements. In addition, the increases in the overall yield on the investment securities portfolio, compared to the first nine months and third quarter of 1995, were also attributable to the mortgage securitization.

Average loans decreased by $\$ 107,745,000$, or $1.9 \%$, for the first nine months of 1996 as compared to the same period in 1995. For the third quarter of 1996, average loans increased \$438,799,000, or 8.4\%, over the third quarter of 1995. The increase in the third quarter of 1996 was primarily due to the Pacific Northwest Acquisitions. Excluding the effect of the Pacific Northwest Acquisitions and loan securitization, average loans for the first nine months and the third quarter of 1996 , reflected decreases of $1.2 \%$ and $.4 \%$, respectively, compared to the same periods in 1995. The Company continues its efforts to diversify the loan portfolio, both geographically and by industry. Also, the mix of average earning assets continues to change (excluding the effect of the Pacific Northwest Acquisitions and loan securitization), with higher-yielding average loans representing $84.8 \%$ and $85.1 \%$ of average earning assets for the first nine months and third quarter of 1996, respectively, as compared to $82.3 \%$ and $84.3 \%$, respectively, for the same periods in 1995.

Average interest-bearing deposits and liabilities decreased by $\$ 3,673,000$, or
. $1 \%$, for the first nine months of 1996 compared to 1995. This decrease reflects the repayment of short-term borrowings from proceeds received from the run-off of the investment securities portfolio. This decrease was offset by increases in average deposits resulting from the Pacific Northwest Acquisitions and deposits acquired from a depository financial services company in the fourth quarter of 1995. In addition, the Company issued $\$ 50$ million of long-term subordinated debt during the second quarter of 1996 to fund the Pacific Northwest Acquisitions. Average interest-bearing deposits and liabilities increased $\$ 437,064,000$, or $7.6 \%$, for the third quarter of 1996 , over the same period in 1995 as a result of the Pacific Northwest Acquisitions.

As a result of depositors seeking higher yields, the mix of average
interest-bearing deposits and liabilities changed with higher-yielding average time deposits representing $38.6 \%$ and $40.1 \%$ of average interest-bearing deposits and liabilities for the first nine months and third quarter of 1996, respectively, as compared to $33.1 \%$ and $33.7 \%$, respectively, for the same periods in 1995.

The following table sets forth consolidated average balance sheets, an analysis of interest income/expense, and average yield/rate for each major category of interest-earning assets and interest-bearing liabilities for the periods indicated on a taxable equivalent basis. The tax equivalent adjustment is made for items exempt from Federal income taxes (assuming a 35\% tax rate for 1996 and 1995) to make them comparable with taxable items before any income taxes are applied.


Earning assets:
Interest-bearing deposits in other banks

| NINE MONTHS ENDED SEPTEMBER 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1996 |  |  | 1995 |  |  |
|  | INTEREST |  |  | Interest |  |
| AVERAGE | INCOME/ | YIELD/ | Average | Income/ | Yield/ |
| BALANCE | EXPENSE | RATE (1) | Balance | Expense | Rate(1) |
| (dollars in thousands) |  |  |  |  |  |

Earning assets:
Interest-bearing deposits
in other banks
\$ 213, 708 \$ 9,036
5.65\%
\$
29,347
\$
1,330
6.06\%

Federal funds sold and securities purchased under agreements to resell
Investment securities
Loans(2),(3)

Total earning assets

Nonearning assets

Total assets

1) Annualized.
(2) Nonaccruing loans have been included in the computations of average loan balances.
(3) Interest income for loans included loan fees of $\$ 6,548$ and $\$ 18,349$ for the quarter and nine months ended September 30, 1996, respectively, and $\$ 6,003$ and \$18,009 for the quarter and nine months ended September 30, 1995, respectively.

QUARTER ENDED SEPTEMBER 30,

| 1996 |  |  | 1995 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | INTEREST |  |  | Interest |  |
| AVERAGE | INCOME/ | YIELD/ | Average | Income/ | Yield/ |
| BALANCE | EXPENSE | RATE (1) | Balance | Expense | Rate(1) |



Net interest income and margin on earning assets

Tax equivalent adjustment

Net interest income
Net interest income
and margin on
earning assets

Interest-bearing deposits and liabilities:

Deposits
Short-term borrowings
Long-term debt

Total interest-bearing deposits and liabilities

Interest rate spread

Noninterest-bearing demand deposits
Other liabilities

Total liabilities
Stockholders' equity

Total liabilities and stockholders' equity STOCKHOLDERS' EQUITY

Interest-bearing deposits and liabilities:

Deposits
Short-term borrowings
Long-term debt
Total interest-bearing
deposits and
liabilities

Interest rate spread

Noninterest-bearing demand deposits
Other liabilities

Total liabilities
Stockholders' equity

885, 044
207,601

6,996,046
667,674
---------

Net interest income and margin on earning assets
(1) Annualized.

## INVESTMENT SECURITIES

The following table presents the amortized cost and fair values of available-for-sale investment securities as of the dates indicated:

|  | $\begin{gathered} \text { SEPTEMBER 30, } \\ 1996 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 1995 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \text {, } \\ 1995 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | thousands) |  |  |
| Amortized cost | \$ | 1,240,314 | \$ | 1,166,178 | \$ | 144,432 |
| Unrealized gains |  | 2,954 |  | 9,920 |  | 528 |
| Unrealized losses |  | $(2,690)$ |  | (805) |  | (8) |
| Fair value | \$ | 1,240,578 | \$ | 1,175,293 | \$ | 144,952 |

Book and fair values of held-to-maturity investment securities at September 30, 1995, were as follows:
(in thousands)

| Book value | \$ 1,126,463 |
| :---: | :---: |
| Unrealized gains | 13,147 |
| Unrealized losses | $(1,569)$ |
| Fair value | \$ 1,138, 041 |

In December 1995, the Company made a one-time reclassification of its
investment securities portfolio from held-to-maturity to available-for-sale as allowed by SFAS No. 115, "Accounting for Certain Investments in Debt and Equity Securities."

Gross realized gains and losses for the nine months ended September 30, 1996 and 1995 were as follows:

| 1996 |  |
| :---: | :---: |
| --- | 1995 |
|  | (in thousands) |


| Realized gains | \$ | 46 | \$ | 69 |
| :---: | :---: | :---: | :---: | :---: |
| Realized losses |  | (10) |  | (62) |
| Securities gains, net | \$ | 36 | \$ | 7 |

Gains and losses realized on the sales of investment securities are determined using the specific identification method.

The following table sets forth the loan portfolio by major categories and loan mix at September 30, 1996, December 31, 1995 and September 30, 1995:


The loan portfolio is the largest component of earning assets and accounts for the greatest portion of total interest income. At September 30, 1996, total loans were \$5,786,006,000, an increase of 10.0\% from December 31, 1995. This increase was due to the Pacific Northwest Acquisitions. Excluding the impact of the Pacific Northwest Acquisitions, total loans as of September 30, 1996 would have reflected a slight increase as compared to December 31, 1995

Total loans at September 30, 1996, represented $71.0 \%$ of total assets, $79.7 \%$ of total earning assets and $96.1 \%$ of total deposits compared to $69.5 \%$ of total assets, $77.7 \%$ of total earning assets and $98.2 \%$ of total deposits at December 31, 1995 and $70.5 \%$ of total assets, $78.3 \%$ of total earning assets and $102.5 \%$ of total deposits at September 30, 1995.

A summary of nonperforming assets at September 30, 1996, December 31, 1995 and September 30, 1995 follows:

| SEPTEMBER 30, 1996 | $\begin{gathered} \text { December 31, } \\ 1995 \end{gathered}$ | $\begin{gathered} \text { September } 30, ~ \\ 1995 \end{gathered}$ |
| :---: | :---: | :---: |

(dollars in thousands)
Nonperforming loans:

## Nonaccrual:

Commercial, financial and agricultural
Real estate:
Commercial
Construction
Residential:
Insured, guaranteed, or conventional
Home equity credit lines

Total real estate loans

Consumer
Lease financing

Total nonaccrual loans
Renegotiated:
Commercial, financial and agricultural
Real estate - commercial

Total nonperforming loans
Other real estate owned

Total nonperforming assets
Loans past due 90 days or more
and still accruing interest

Nonperforming assets to total loans
and other real estate owned (end of period): Excludi
Including 90 days past due accruing loans
Nonperforming assets to total assets
(end of period):
Excluding 90 days past due accruing loans Including 90 days past due accruing loans
\$ 16,655

24, 098
6,924
10, 869
331

42,222
-------
457
457
33
--------
59,367
616
2,500

62,483
11, 868
--------
$\$ \quad 74,351$
$=======$
\$ 27,455
$=======$
\$ 16,229

| 40,664 | 38,165 |
| ---: | ---: |
| 9,697 | 2,260 |
| 12,238 | 8,995 |
| 496 | 407 |

63, 095

390
19

79,733

682
2,500

82,915
-9,312
\$ 92,227
==========
\$ 28,790
--_-
\$ 18,872

38,165 2,260
, 995
407

49,827

109
63 68, 871

733
2,500

72,104
8,610
\$ 80,714
$========$
\$ 41,916
=========

| $1.28 \%$ | $1.75 \%$ | $1.54 \%$ |
| :--- | :--- | :--- |
| $1.76 \%$ | $2.30 \%$ | $2.34 \%$ |

$.91 \% \quad 1.22 \% \quad 1.09 \%$

1. $25 \%$
.22\%
. 8
.66\%

Nonperforming assets decreased from \$92,227,000 at December 31, 1995 to \$74,351, 000 at September 30, 1996.

The decrease in the nonaccrual real estate - commercial category and corresponding increase in the other real estate owned category were primarily due to the foreclosure of two real estate - commercial loans with carrying values totalling $\$ 7,295,000$. The increase in other real estate owned was partially offset by the sale of a property with a carrying value of $\$ 4,167,000$ In addition, paydowns on three nonaccrual real estate - commercial loans and one commercial loan totalling $\$ 16,502,000$ and partial writedowns on three commercial loans and one real estate - construction loan totalling $\$ 2,204,000$ contributed to the decrease in nonperforming assets. These decreases were partially offset by the addition of a real estate - commercial loan totalling \$6,050,000.

Loans past due 90 days or more and still accruing interest totalled \$27,455,000 at September 30, 1996, a decrease of $4.6 \%$ from December 31, 1995. All of the loans which are past due 90 days or more and still accruing interest are in management's judgment adequately collateralized and in the process of collection.

In recent years, the level of the Company's nonperforming assets and charge-offs has been adversely affected by the prolonged economic downturn in Hawaii and related weakness in the local real estate market. Although the Company believes that the Hawaii economy continues to show signs of improvement, and certain local real estate sectors evidence signs of having stabilized, the recovery of the Hawaii economy has been slow and the effects of the economic downturn may continue to affect the level of nonperforming assets and related charge-offs in future periods.

The following table sets forth the average balances and the average rates paid on deposits for the periods indicated

|  | QUARTER ENDED SEPTEMBER 30, |  |  |  |  |  | NINE MONTHS ENDED SEPTEMBER 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1996 |  |  | 1995 |  |  | 1996 |  |  | 1995 |  |  |
|  |  | AVERAGE BALANCE | AVERAGE <br> RATE (1) |  | Average Balance | Average <br> Rate(1) |  | AVERAGE BALANCE | AVERAGE <br> RATE(1) |  | Average Balance | Average <br> Rate(1) |
|  |  |  |  |  |  | (dollars |  | ousands) |  |  |  |  |
| Interest-bearing demand | \$ | \$ 1,371,192 | 2.83\% | \$ | 1,148,982 | 2.65\% | \$ | 1,223,388 | 2.72\% | \$ | 1,158,936 | 2.67\% |
| Savings |  | 1,092,076 | 2.11 |  | 1,195,371 | 2.79 |  | 1,134,889 | 2.11 |  | 1,229,852 | 3.04 |
| Time |  | 2,495,274 | 5.30 |  | 1,948,090 | 5.63 |  | 2,276,326 | 5.34 |  | 1,955,813 | 5.51 |
| Total interest-bearing deposits |  | 4,958,542 | 3.91 |  | 4,292,443 | 4.04 |  | 4,634,603 | 3.86 |  | 4,344,601 | 4.06 |
| Noninterest-bearing demand |  | 950,929 | - |  | 830,513 | - |  | 885,044 | - |  | 828,993 | - |
| Total deposits | \$ | \$ 5,909,471 | 3.29\% | \$ | 5,122,956 | 3.39\% | \$ | 5,519,647 | 3.24\% | \$ | 5,173,594 | 3.40\% |

Average interest-bearing deposits increased \$290,002,000, or $6.7 \%$, and
$\$ 666,099,000$, or $15.5 \%$, over the first nine months and third quarter of 1995. The increase in average interest-bearing deposits was due to the Pacific Northwest Acquisitions, the purchase of deposits from a depository financial services loan company in the fourth quarter of 1995 and various deposit product programs initiated by the Company in the latter part of 1995 and 1996. With the acquisitions and assumption of deposits and depositors seeking higher yields through the aforementioned deposit product programs, the mix of average interest-bearing deposits changed, with higher yielding average time certificate of deposits representing $49.1 \%$ and $50.3 \%$ of average interest-bearing deposits in the first nine months and third quarter of 1996, respectively, as compared to $45.0 \%$ and $45.4 \%$ in the same periods in 1995.
(1) Annualized.

PROVISION AND ALLOWANCE FOR LOAN LOSSES
The following table sets forth the activity in the allowance for loan losses for the periods indicated:


[^0]For the first nine months of 1996, the provision for loan losses was
$\$ 13,162,000$, a decrease of $\$ 4,218,000$, or $24.3 \%$, compared to the same period in
1995. The provision for loan losses was $\$ 4,649,000$ for the third quarter of

1996, a decrease of $\$ 6,050,000$, or $56.5 \%$, compared to the same period in 1995. The decrease in the provision for loan losses is consistent with the decrease in nonperforming assets for the same periods.

Net charge-offs for the first nine months of 1996 were $\$ 14,859,000$, an increase of $\$ 1,912,000$, or $14.8 \%$, over the same period in 1995. Net charge-offs for the third quarter of 1996 were $\$ 5,944,000$ compared to $\$ 6,216,000$ for the same period a year ago. The increase in net charge-offs for the first nine months of 1996 over the same period in 1995 was primarily due to increased charge-offs in all categories of consumer loans which include direct loans, indirect dealer loans and credit cards

The allowance for loan losses increased to $134 \%$ of nonperforming loans at September 30, 1996 (excluding 90 days past due accruing loans) from 95\% at December 31, 1995, reflecting the decrease in nonperforming loans and increase in the allowance for loan losses in the first nine months of 1996.

In management's judgment, the allowance for loan losses is adequate to absorb potential losses currently inherent in the portfolio, however, changes in prevailing economic conditions in the Company's markets could result in changes in the level of nonperforming assets and charge-offs in the future and, accordingly, changes in the allowance for loan losses.

## NONINTEREST INCOME

Noninterest income of Pacific One Bank and ANB Financial Corporation are included in the Company's results of operations since May 31, 1996 and July 31, 1996, respectively.

Exclusive of securities transactions, noninterest income for the first nine months of 1996 totalled $\$ 77,120,000$, an increase of $\$ 4,978,000$, or $6.9 \%$, over the same period in the prior year. Exclusive of securities transactions, noninterest income for the third quarter of 1996 decreased $\$ 1,691,000$, or $6.2 \%$, compared to the same period in 1995. Excluding the Pacific Northwest Acquisitions and securities transactions, noninterest income for the first nine months of 1996 increased $\$ 3,206,000$, or $4.4 \%$, over the same period in 1995. Conversely, for the third quarter of 1996, exclusive of the Pacific Northwest Acquisitions and securities transactions, noninterest income decreased $\$ 3,158,000$, or $11.5 \%$, compared to the same period in 1995.

Trust and Investment Division income increased \$837,000, or 4.8\%, and \$489,000, or $8.8 \%$, for the first nine months and third quarter of 1996, respectively, over the same periods in 1995.

Service charges on deposit accounts increased $\$ 1,106,000$, or $6.1 \%$, and $\$ 1,089,000$, or $18.5 \%$, for the first nine months and third quarter of 1996 , respectively, over the same periods in 1995. Excluding the Pacific Northwest Acquisitions, service charges on deposit accounts increased \$271,000, or 1.5\%, and $\$ 369,000$, or $6.3 \%$, for the first nine months and third quarter of 1996, respectively, over the same periods in 1995. The disproportionate percentage increase in the third quarter of 1996 was partly attributable to higher fees on analyzed accounts.

Other service charges and fees increased $\$ 3,915,000$, or $14.9 \%$, and $\$ 781,000$, or $8.2 \%$, for the first nine months and third quarter of 1996, respectively, over the same periods in 1995. Excluding the Pacific Northwest Acquisitions, other service charges and fees increased $\$ 3,067,000$, or $11.7 \%$, and $\$ 86,000$, or $.9 \%$, for the first nine months and third quarter of 1996, respectively, over the same periods in 1995. These increases were primarily the result of higher merchant discount and mortgage brokerage fees and income earned from annuity and mutual fund sales.

Other noninterest income decreased $\$ 880,000$, or $8.6 \%$, and $\$ 4,050,000$, or $62.3 \%$, for the first nine months and third quarter of 1996, respectively, compared to the same periods in 1995. These decreases were primarily due to insurance recoveries and reversal of accruals totalling $\$ 4,700,000$ recorded in September 1995 related to losses incurred in December 1994 in the trust area. In December 1994, the Company recognized a nonrecurring charge of $\$ 5,000,000$ to cover estimated losses attributable to investments made in the trust area that were outside of the clients' express investment guidelines. The decrease for the first nine months of 1996 was partially offset by a gain
on sale of other real estate owned of $\$ 3,029,000$ recognized in the second quarter of 1996.

## NONINTEREST EXPENSES

Noninterest expenses of Pacific One Bank and ANB Financial Corporation are included in the Company's results of operations since May 31, 1996 and July 31, 1996, respectively.

Noninterest expenses totalled \$210,728,000 and \$75,376,000 for the first nine months and third quarter of 1996, respectively, representing increases of $13.8 \%$ and 22.6\%, respectively, over the same periods a year ago. Excluding the Pacific Northwest Acquisitions, noninterest expenses increased $\$ 16,083,000$, or $8.7 \%$, and $\$ 6,278,000$, or $10.2 \%$, for the first nine months and third quarter of 1996, respectively, over the same periods in 1995.

Total personnel expenses (salaries and wages and employee benefits) increased $\$ 12,269,000$ or $13.6 \%$, and $\$ 4,102,000$, or $13.1 \%$, for the first nine months and third quarter of 1996, respectively, over the same periods in 1995. Excluding the Pacific Northwest Acquisitions, personnel expenses increased \$7,614,000, or $8.4 \%$, and $\$ 577,000$, or $1.8 \%$, for the first nine months and third quarter of 1996, respectively, over the same periods in 1995. The increases were primarily due to an increase in employee benefit costs associated with the curtailment of a noncontributory pension plan in the fourth quarter of 1995, which was replaced with a $401(k)$ match and money purchase plan, effective January 1, 1996. Also, higher salaries and wages reflecting normal merit increases in 1996 and lower expenses related to various employee benefit and incentive accounts in 1995 contributed to the increases.

Occupancy expense for the first nine months and third quarter of 1996 increased $\$ 676,000$, or $3.5 \%$, and $\$ 784,000$, or $12.5 \%$, respectively, over the same periods in 1995. The increases were primarily due to the Pacific Northwest Acquisitions and higher building maintenance expenses in 1996.

Equipment expense decreased $\$ 1,013,000$, or $5.7 \%$, for the first nine months of 1996 compared to the same period in 1995. For the third quarter of 1996, equipment expense increased \$74,000, or $1.3 \%$, over the same period in 1995. Excluding the Pacific Northwest Acquisitions, equipment expense decreased $\$ 1,386,000$, or $7.8 \%$, and $\$ 233,000$, or $4.2 \%$, for the first nine months and third quarter of 1996, respectively, compared to the same periods in 1995. The decreases were a result of lower depreciation on furniture and equipment and service contract and equipment rental expenses in 1996.

Exclusive of: (1) the aforementioned $\$ 3,849,000$ SAIF one-time special assessment recognized this quarter; (2) a pre-tax loss of $\$ 1,925,000$ (after-tax gain of $\$ 399,000$ due to a net tax benefit of $\$ 2,344,000$ resulting from the reversal of the related tax liabilities) recognized on the sale of a certain leveraged lease in the first quarter of 1996; (3) the Pacific Northwest Acquisitions; and (4) the Federal Deposit Insurance Corporation's (the "FDIC") insurance refund plus interest of \$2,774,000 received in September 1995 as a result of the reduction in the assessment from 23 cents to 4 cents per $\$ 100$ of deposits effective June 1, 1995, other noninterest expenses for the first nine months increased $\$ 1,089,000$, or $1.8 \%$, over the same period in 1995. The increase was primarily due to higher interchange settlement fees, outside services, legal fees (primarily related to foreclosed property) and nonrecurring losses in connection with a certain credit card fraud. This increase was partially offset by: (1) a decrease in the FDIC deposit insurance assessment rate from 23 to 4 cents per $\$ 100$ of insured deposits beginning June 1995 compared to zero beginning January 1996; and (2) the write-off of the residual values of $\$ 620,000$ related to the early termination of certain leveraged leases in June 1995. Exclusive of the aforementioned nonrecurring items and the Pacific Northwest Acquisitions, other noninterest expenses for the third quarter of 1996 decreased $\$ 1,078,000$, or $5.1 \%$, compared to the same period in 1995. The decrease was primarily due to the decrease in the FDIC assessment rate, partially offset by higher interchange settlement fees and outside services.

The Company's effective income tax rate (exclusive of the tax equivalent adjustment) for the first nine months and third quarter of 1996 was $34.1 \%$ and $35.3 \%$, respectively, as compared to $35.5 \%$ and $35.1 \%$, respectively, for the same periods in 1995. The decrease in the effective income tax rate for the nine month period ended September 30, 1996, was primarily due to the reversal of deferred tax liabilities (reflecting a change in the State tax laws) related to the aforementioned leveraged lease sale.

## LIQUIDITY AND CAPITAL

Stockholders' equity was \$694,185,000 at September 30, 1996, a $6.9 \%$ increase from $\$ 649,537,000$ at December 31, 1995. Average stockholders' equity represented $8.5 \%$ of average total assets for the third quarter of 1996 compared to $8.7 \%$ in the same quarter last year. There was no significant change in the Company's liquidity position during the third quarter of 1996.

The following tables present the Company's regulatory capital position at September 30, 1996:

## RISK-BASED CAPITAL RATIOS

(dollars in thousands)

| Tier 1 Capital | \$ | 568,103 | 8.26\% |
| :---: | :---: | :---: | :---: |
| Tier 1 Capital minimum requirement (1) |  | 274,969 | 4.00 |
| Excess | \$ | 293, 134 | 4.26\% |
| Total Capital | \$ | 801,645 | 11.66\% |
| Total Capital minimum requirement (1) |  | 549,938 | 8.00 |
| Excess | \$ | 251,707 | 3.66\% |
| Risk-weighted assets |  | 874,222 |  |

LEVERAGE RATIO

| AMOUNT | RATIO |
| :---: | :--- |
| $-------------~$ |  |

(dollars in thousands)

Tier 1 Capital to average quarterly total assets
(net of certain intangibles)
Tier 1 Leverage Ratio
Minimum leverage requirement (2)

Excess

| \$ | 568,103 | 7.14\% |
| :---: | :---: | :---: |
|  | 238,713 | 3.00 |
| \$ | 329,390 | 4.14\% |

Average quarterly total assets (net of certain intangibles)
\$ 7, 957, 102
===ニ=======
(1) Risk-based capital guidelines as established by the Federal Reserve Board for bank holding companies require minimum Tier 1 and Total capital ratios of $4 \%$ and $8 \%$, respectively.
(2) The Federal Reserve Board has stated that the Leverage Ratio of $3 \%$ is the minimum requirement for the most highly rated banking organizations which are not experiencing or anticipating significant growth. Other banking organizations are expected to maintain leverage ratios of at least one to two percent higher.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(a) Exhibits

Exhibit 12 Statement regarding computation of ratios.
Exhibit 27 Financial data schedule
(b) Reports on Form 8-K - No reports on Form 8-K were filed during the quarter ended September 30, 1996.

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

FIRST HAWAIIAN, INC.
(Registrant)
Date November 13, 1996 By /s/ HOWARD H. KARR

HOWARD H. KARR
EXECUTIVE VICE PRESIDENT AND TREASURER (PRINCIPAL FINANCIAL OFFICER)

| EXHIBIT |  | PAGE |
| :---: | :---: | :---: |
| NUMBER | DESCRIPTION | NUMBER |
| 12 | Statement regarding computation of ratios. | 23 |
| 27 | Financial data schedule | 24 |

First Hawaiian, Inc. and Subsidiaries
Computation of Consolidated Ratios of Earnings to Fixed Charges

(1) For purposes of computing the above ratios, earnings represent income before income taxes plus fixed charges. Fixed charges, excluding interest on deposits, include interest (other than on deposits), whether expensed or capitalized, and that portion of rental expense (generally one third) deemed representative of the interest factor. Fixed charges, including interest on deposits, include all interest, whether expensed or capitalized, and that portion of rental expense (generally one third) deemed representative of the interest factor.

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE REGISTRANT'S QUARTERLY FINANCIAL STATEMENTS AS OF AND FOR THE NINE MONTH PERIOD ENDED SEPTEMBER 30, 1996, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

$$
\begin{aligned}
& \text { 9-MOS } \\
& \text { DEC-31-1996 } \\
& \text { JAN-01-1996 } \\
& \text { SEP-30-1996 } \\
& \text { 174, 130 } \\
& 145,167 \\
& \text { 1,240,578 } \\
& 0 \\
& 0 \\
& \text { 83,542 } \\
& \text { 8,152,565 } \\
& \text { 6, 022, } 299 \\
& \text { 925, } 917 \\
& \text { 250,420 } \\
& \text { 259, } 744 \\
& \bigcirc \\
& 0 \\
& \text { 165,952 } \\
& \text { 528, } 233 \\
& 8,152,565 \\
& \text { 353, } 141 \\
& \text { 56, } 089 \\
& \text { 15, } 168 \\
& \text { 424, } 398 \\
& \text { 133, } 802 \\
& \text { 186,686 } \\
& \text { 237,712 } \\
& \text { 13, } 162 \\
& 36 \\
& \text { 210, } 728 \\
& \text { 90, } 978 \\
& \text { 59,948 } \\
& 0 \\
& 0 \\
& \text { 59,948 } \\
& 1.92 \\
& 1.92 \\
& 8.15 \\
& \text { 59, } 367 \\
& \text { 27,455 } \\
& \text { 3,116 } \\
& \text { 78,733 } \\
& \text { 17, } 046 \\
& \text { 2,187 } \\
& \text { 83, } 542 \\
& \text { 35,680 } \\
& \text { 1,815 } \\
& \text { 46, } 047
\end{aligned}
$$


[^0]:    (1) Annualized.

