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 June 30, 1997
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the transition period from
$\qquad$ Commission file number 0-7949

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

DELAWARE
(State of incorporation)

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

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

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 15(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.

Yes $X \quad$ No

The number of shares outstanding of each of the issuer's classes of common stock as of July 28, 1997 was:

Class

Common Stock, \$5 Par Value
31,808,755 Shares
Part I. FINANCIAL INFORMATION
Item 1. Financial Statements (Unaudited) ..... Page
Consolidated Balance Sheets at June 30, 1997, December 31, 1996 and June 30, 1996 ..... 2
Consolidated Statements of Income for the quarter and six months ended June 30, 1997 and 1996 ..... 3
Consolidated Statements of Cash Flows for the six months ended June 30, 1997 and 1996 ..... 4
Consolidated Statements of Changes in Stockholders' Equity for the quarter and six months ended June 30, 1997 and 1996 ..... 5
Notes to Consolidated Financial Statements ..... 5-6
Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations ..... 7-19
PART II. OTHER INFORMATION
Item 4. Submission of Matters to a Vote of Security Holders ..... 20
Item 6. Exhibits and Reports on Form 8-K ..... 20
SIGNATURES ..... 21
EXHIBIT INDEX

## Item 1. Financial Statements

CONSOLIDATED BALANCE SHEETS (Unaudited)
First Hawaiian, Inc. and Subsidiaries

|  |  | JUNE 30, 1997 |  | $\begin{gathered} \text { December 31, } \\ 1996 \end{gathered}$ |  | June 30, 1996 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (in thousands) |  |  |  |  |  |
| ASSETS |  |  |  |  |  |  |
| Interest-bearing deposits in other banks | \$ | 55,130 |  | 70,130 | \$ | 174,130 |
| Federal funds sold and securities purchased under agreements to resell |  | 45,000 |  | 148,370 |  | 201,840 |
| Available-for-sale investment securities |  | 893,886 |  | 1,140,719 |  | 1,269,854 |
| Loans: |  |  |  |  |  |  |
| Loans |  | 6,031,552 |  | 5,806,732 |  | 5,658,838 |
| Less allowance for loan losses |  | 84,189 |  | 85,248 |  | 84,531 |
| Net loans |  | 5,947,363 |  | 5,721,484 |  | 5,574,307 |
| Total earning assets |  | 6,941,379 |  | 7,080,703 |  | 7,220,131 |
| Cash and due from banks |  | 278,812 |  | 333,511 |  | 261,353 |
| Premises and equipment |  | 245,388 |  | 249,573 |  | 260,679 |
| Customers' acceptance liability |  | 1,498 |  | 824 |  | 712 |
| Core deposit premium |  | 27,270 |  | 28,877 |  | 35,007 |
| Goodwill |  | 98,438 |  | 101,218 |  | 88,542 |
| Other assets |  | 222,503 |  | 207,468 |  | 181,438 |
| TOTAL ASSETS |  | \$ 7,815,288 |  | \$ 8,002,174 | \$ | 8,047,862 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |
| Noninterest-bearing demand |  | 907,152 |  | \$ 969,620 | \$ | 928,544 |
| Interest-bearing demand |  | 1,264,174 |  | 1,328,354 |  | 1,252,308 |
| Savings |  | 1, 047,390 |  | 1, 070,338 |  | 1,154,894 |
| Time |  | 2,356,169 |  | 2,330,704 |  | 2,314,335 |
| Foreign |  | 300,961 |  | 237,692 |  | 222,958 |
| Total deposits |  | 5,875,846 |  | 5,936,708 |  | 5,873,039 |
| Short-term borrowings |  | 766,019 |  | 929,560 |  | 992,573 |
| Acceptances outstanding |  | 1,498 |  | 824 |  | 712 |
| Other liabilities |  | 166,337 |  | 223,455 |  | 239,159 |
| Long-term debt |  | 276,737 |  | 205,743 |  | 275,750 |
| TOTAL LIABILITIES |  | 7,086,437 |  | 7,296,290 |  | 7,381,233 |
| Stockholders' equity: |  |  |  |  |  |  |
| Preferred stock |  | -- |  | -- |  | -- |
| Common stock |  | 165,952 |  | 165,952 |  | 162,713 |
| Surplus |  | 148,180 |  | 148,196 |  | 133,933 |
| Retained earnings |  | 451,771 |  | 428,693 |  | 408,560 |
| Unrealized valuation adjustment |  | 827 |  | 1,850 |  | 202 |
| Treasury stock |  | $(37,879)$ |  | $(38,807)$ |  | $(38,779)$ |
| TOTAL STOCKHOLDERS' EQUITY |  | 728,851 |  | 705,884 |  | 666,629 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY |  | \$7,815,288 |  | \$ 8,002,174 | \$ | 8,047,862 |

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


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
Short-term borm
Total interest expense
Net interest income
Provision for loan losses
Net interest income after provision for loan losses

NONINTEREST INCOME
Trust and investment services income
Service charges on deposit accounts
Other service charges and fees
Securities gains, net
Other
Total noninterest income

## NONINTEREST EXPENSE

Salaries and wages
Employee benefits
Occupancy expense
Equipment expense
Other
Total noninterest expense
Income before income taxes
Income taxes
NET INCOME

PER SHARE DATA
NET INCOME
CASH DIVIDENDS

AVERAGE SHARES OUTSTANDING


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

CASH AND DUE FROM BANKS AT BEGINNING OF PERIOD
Cash flows from operating activities: Net income

Adjustments to reconcile net income to net cash provided by operating activities: Provision for loan losses Depreciation and amortization Income taxes Decrease (increase) in interest receivable Decrease in interest payable Decrease in prepaid expenses Other

Net cash provided by operating activities
Cash flows from investing activities:
Net decrease in interest-bearing deposits in other banks

Net decrease (increase) in Federal funds sold and securities purchased under agreements to resell

Purchase of available-for-sale investment securities
Proceeds from sale of available-for-sale investment securities

Proceeds from maturity of available-for-sale investment securities

Net decrease (increase) in loans to customers
Net cash provided by the acquisition of branches
from U.S. Bancorp and West One Bancorp
Purchase of bank owned life insurance

Capital expenditures
Other

Net cash provided by investing activities
Cash flows from financing activities:
Net decrease in deposits
Net decrease in short-term borrowings
Proceeds from long-term debt
Payments on long-term debt
Cash dividends paid
Issuance (repurchase) of treasury stock, net
Net cash used in financing activities
CASH AND DUE FROM BANKS AT END OF PERIOD

Supplemental disclosures:
Interest paid
Income taxes paid

Supplemental schedule of noncash investing and financing activities:
Loans converted into other real estate owned

Loans made to facilitate the sale of other real estate owned

| 1997 | 1996 |
| :---: | :---: |
| (in thousands) |  |
| \$ 333,511 | \$304, 051 |
| 42,781 | 40,947 |
| 8,013 | 8,513 |
| 15,816 | 15,298 |
| 8,163 | 12,213 |
| 2,179 | $(3,254)$ |
| $(1,759)$ | $(7,006)$ |
| 5,267 | 1,594 |
| $(35,530)$ | $(22,985)$ |
| 44,930 | 45,320 |
| 15,000 | 70,440 |
| 103,370 | $(32,037)$ |
| $(128,309)$ | $(466,457)$ |
| 186,357 | 5,009 |
| 187,087 | 358,109 |
| $(242,801)$ | 10,501 |
| -- | 218,966 |
| (30, 000) | -- |
| $(10,624)$ | $(13,765)$ |
| $(7,510)$ | 5,208 |
| 72,570 | 155,974 |
| $(60,862)$ | $(171,816)$ |
| $(173,541)$ | $(90,606)$ |
| 140,700 | 53,000 |
| $(59,706)$ | $(16,002)$ |
| $(19,703)$ | $(18,363)$ |
| 913 | (205) |
| $(172,199)$ | $(243,992)$ |
| \$ 278,812 | \$261, 353 |
| \$ 128,436 | \$127,313 |
| \$ 11,554 | \$ 8,431 |
| \$ 5,277 | \$ 9,790 |
| 366 | \$ 50 |

In connection with the acquisition of branches from U.S. Bancorp and West One Bancorp, the following liabilities were assumed:
Cash received -- 218,966

Liabilities assumed
\$
--------
$=====$
========

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

CHANGES IN STOCKHOLDERS' EQUITY (Unaudited)
First Hawaiian, Inc. and Subsidiaries

|  | QUARTER ENDED JUNE 30, |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1997 |  | 1996 |  | 1997 |  | 1996 |
|  | (in thousands) |  |  |  |  |  |  |  |
| BALANCE, BEGINNING OF PERIOD | \$ | 715,652 | \$ | 657,229 |  | 705,884 | \$ | 649,537 |
| Net income |  | 22,265 |  | 20,744 |  | 42,781 |  | 40,947 |
| Issuance (purchase) of treasury stock, net |  | 829 |  | 8 |  | 840 |  | (213) |
| Cash dividends |  | $(9,853)$ |  | $(9,183)$ |  | $(19,703)$ |  | $(18,363)$ |
| Unrealized valuation adjustment |  | (42) |  | $(2,169)$ |  | $(1,024)$ |  | $(5,287)$ |
| Incentive plan for key executives |  | -- |  | -- |  | 73 |  | 8 |
| BALANCE, END OF PERIOD |  | 728,851 |  | 666,629 |  | 728,851 |  | 666,629 |

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

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

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting and reporting policies of First Hawaiian, Inc. and Subsidiaries (the "Company") conform with generally accepted accounting principles and practices within the banking industry. The following is a summary of significant accounting policies:

## CONSOLIDATION

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; First Hawaiian Creditcorp, Inc.; Pacific One Bank; ANB Financial Corporation and its wholly-owned subsidiary; FHL Lease Holding Company, Inc.; First Hawaiian Capital I; and FHI International, Inc. All significant intercompany balances and transactions have been eliminated in consolidation. 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.

## RECLASSIFICATIONS

Certain amounts in the consolidated financial statements for 1996 have been reclassified to conform with the 1997 presentation. Such reclassifications had no effect on the consolidated net income as previously reported.

## DERIVATIVES

The criteria that must be satisfied for accrual accounting treatment are as follows: (1) the transaction to be hedged exposes the Company to interest rate risk; (2) the hedge acts to reduce the interest rate risk by moving closer to being insensitive to interest rate changes; and (3) the derivative is designed and effective as a hedge of the transaction. The following additional criteria apply to hedges of anticipated transactions the significant characteristics and expected terms of the anticipated transaction must be identified; and (2) it must be probable that the anticipated transaction will occur.

Derivative products that do not satisfy the hedging criteria described above would be carried at market value. Any changes in market value would be recognized in noninterest income. As of June 30, 1997, all derivative product instruments met the criteria for accrual accounting treatment.

Gains or losses resulting from early termination of derivatives and the designated hedged item are recorded to income or expense at the date of termination. Gains or losses on termination of anticipatory hedges are amortized over the life of the hedged item.

## 2. ACCOUNTING CHANGES

As of January 1, 1997, the Company adopted the provisions of Statement of Financial Accounting Standards ("SFAS") No. 125, "Accounting for Transfers and Servicing of Financial Assets and Extinguishment of Liabilities" which were not deferred by SFAS No. 127, "Deferral of the Effective Date of Certain Provisions of FASB Statement No. 125." These provisions specify the recognition and measurement of servicing assets and liabilities as well as financial assets subject to prepayment and did not have a significant impact to the Company's financial statements as of June 30, 1997. SFAS No. 127 defers the effective date of certain provisions of SFAS No. 125 until January 1, 1998. Management has not yet determined the effect of the adoption of SFAS No. 127 to the Company's consolidated financial statements.
"FASB") issued SFAS No. 128, "Earnings Per Share" and SFAS No. 129, "Disclosure of Information About Capital Structure," which improves the earnings per share information provided in financial statements by simplifying the existing computational guidelines and revising the disclosure requirements. These statements are effective for financial statements issued for periods ending after December 15, 1997, including interim periods, and earlier application is not permitted. In June 1997, the FASB issued SFAS No. 130, "Reporting Comprehensive Income," and SFAS No. 131, "Disclosures about Segments of an Enterprise and Related Information" which are both effective for fiscal periods beginning after December 15, 1997. The impact of these statements on the Company's current disclosures is not expected to be significant.

## 3. IMPAIRED LOANS

The following table summarizes impaired loan information as of and for the six months ended June 30,1997 , as of and for the year ended December 31, 1996 and as of and for the six months ended June 30, 1996:

|  | JUNE 30, 1997 | December 31, 1996 | June 30, 1996 |
| :---: | :---: | :---: | :---: |
|  |  | (in thousands) |  |
| Impaired loans | \$101, 705 | \$128,446 | \$ 74,233 |
| Impaired loans with related allowance for loan |  |  |  |
| losses calculated under SFAS No. 114 | \$ 46,736 | \$ 35,517 | \$ 55,132 |
| Total allowance on impaired loans | \$ 10,603 | \$ 9,690 | \$ 16, 071 |
| Average impaired loans | \$ 98,859 | \$ 87,289 | \$ 90,453 |
| Interest income recorded during the period | \$ 542 | \$ 980 | \$ 403 |

Impaired loans without a related allowance for loan losses are generally collateralized by assets with fair values in excess of the recorded investment in the loans. Interest payments on impaired loans are generally applied to principal.

## 4. BUSINESS COMBINATIONS

On April 18, 1997, Pioneer Federal Savings Bank ("Pioneer"), a former wholly-owned subsidiary of the Company, was merged into First Hawaiian Bank. In the process, 14 of 19 Pioneer branches were closed.

On May 31, 1996, for a purchase price of $\$ 36$ million, the Company acquired 31 branches in the States of Oregon, Washington and Idaho which were being divested by U.S. Bancorp and West One Bancorp as a result of their merger. This transaction included the purchase of loans of $\$ 400$ million and the assumption of deposits of $\$ 687$ million. The acquisition was accounted for using the purchase method of accounting and the results of 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 are being operated as Pacific One Bank, a wholly-owned subsidiary of the company. The five branches acquired in the State of Washington were originally (see current operations described below) operated as branches of Pioneer under the name "Pacific One Bank, FSB."

On July 31, 1996, for a purchase price of $\$ 18$ million, the Company acquired ANB Financial Corporation ("ANB"), a bank holding company, and its wholly-owned subsidiary, American National Bank, which had total loans of \$51 million and total deposits of $\$ 67$ million at the date of acquisition. American National Bank had a total of four branches located in the State of Washington. The acquisition was accounted for using the purchase method of accounting and the results of operations of ANB were included in the Consolidated Statements of Income from the date of acquisition. On November 8, 1996, American National Bank changed its name to Pacific One Bank, N. A. and acquired the five branches in the State of Washington from Pioneer. Pacific One Bank, N.A. presently operates eight of the nine branches acquired in the State of Washington; the remaining branch was closed.

Hereafter, the above acquisitions will be collectively referred to as the "Pacific Northwest Acquisitions."

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

## NET INCOME

The Company recorded consolidated net income for the first six months of 1997 of $\$ 42,781,000$, an increase of $\$ 1,834,000$, or $4.5 \%$, over the first six months of 1996. For the second quarter of 1997, the consolidated net income of $\$ 22,265,000$ represented an increase of $7.3 \%$ over the same quarter in 1996 . The increase in consolidated net income was primarily attributable to the Pacific Northwest Acquisitions in mid-1996.

On a per share basis, consolidated net income for the six months and quarter ended June 30, 1997 were $\$ 1.35$ and $\$ .70$, respectively, representing increases of $2.3 \%$ and $4.5 \%$, respectively, over the same periods in 1996 . The greater percentage increases in consolidated net income as compared to the consolidated net income on a per share basis, were attributable to the higher average number of shares outstanding in 1997 as compared to 1996, as a result of the issuance of common stock of the Company for the acquisition of ANB Financial Corporation in July 1996.

On an annualized basis, the Company's return on average total assets for the first six months of 1997 was $1.08 \%$, a decrease of $1.8 \%$ compared to the same period in 1996, and its return on average stockholders' equity was $12.06 \%$, a decrease of $3.7 \%$ compared to the same period in 1996 . The decreases in return on average total assets and return on average stockholders' equity were primarily due to increases in average total assets and average stockholders' equity of $6.8 \%$ and $8.8 \%$, respectively, over the same period in 1996. The increase in average total assets and average stockholders' equity was primarily attributable to the Pacific Northwest Acquisitions in mid-1996 and the issuance of stock related thereto.

## NET INTEREST INCOME

Net interest income, on a fully taxable equivalent basis, increased $\$ 13,384,000$, or $8.6 \%$, to $\$ 168,585,000$ for the first six months of 1997 from $\$ 155,201,000$ for the same period in 1996. Net interest income increased $\$ 7,246,000$, or $9.2 \%$, to $\$ 85,840,000$ for the second quarter of 1997 from $\$ 78,594,000$ for the same period in 1996. The increases in net interest income for the first six months and second quarter of 1997 over the same periods in 1996 were primarily due to increases in the net interest margin and average earning assets. The net interest margin for the first six months and second quarter of 1997 increased 16 and 24 basis points (1\% equals 100 basis points), respectively, over the same periods in 1996.

The net interest margin was $4.75 \%$ and $4.83 \%$, respectively, for the first six months and second quarter of 1997 , up $3.5 \%$ and $5.2 \%$, respectively, over the same periods in 1996. The increase in the net interest margin was primarily attributable to an increase in the yield on average earning assets, which increased 19 and 29 basis points for the first six months and second quarter of 1997, respectively, as compared with the same periods in 1996. The increase in the yield on average earning assets was partially offset by an increase in the rate paid on funding sources which increased 2 and 5 basis points, respectively, for the first six months and second quarter of 1997 over the same periods in 1996.

Average earning assets increased by $\$ 344,790,000$, or $5.1 \%$, and $\$ 242,923,000$, or $3.5 \%$, for the first six months and second quarter of 1997, respectively, over the same periods in 1996. The increase was due to the Pacific Northwest Acquisitions. Excluding the Pacific Northwest Acquisitions, average earning assets for the first six months and second quarter of 1997 decreased $\$ 270,746,000$, or $4.0 \%$, and $\$ 281,600,000$, or $4.2 \%$, respectively, as compared to the same periods in 1996. This decrease was primarily due to the reduced levels of state and local government funds requiring collateralization and the liquidation of excess investment securities resulting from the merger of First Hawaiian Bank and Pioneer. Excluding the aforementioned Pacific Northwest Acquisitions, the average investment securities portfolio for the first six months and second quarter of 1997 decreased by $\$ 220,751,000$, or $19.8 \%$, and $\$ 243,116,000$, or $22.1 \%$, respectively, as compared to the same periods in 1996 due to the previously mentioned merger and reduced levels of state and local government funds requiring collateralization.

Average loans for the first six months and second quarter of 1997 increased by $\$ 625,687,000$, or $11.8 \%$, and $\$ 623,755,000$, or $11.7 \%$, respectively, over the same periods in 1996, primarily due to the Pacific Northwest Acquisitions. Excluding the effect of the Pacific Northwest Acquisitions, average loans for the first six months and second quarter of 1997 increased $2.5 \%$ and $3.3 \%$, respectively, over the same periods in 1996. Also, the mix of loans continues to change as the Company diversifies its loan portfolio, both geographically and by industry. These efforts have included the Pacific Northwest Acquisitions and credit extensions to companies in the media and telecommunications industry located on the mainland United States.

Average interest-bearing deposits and liabilities increased by \$396,880,000, or $6.9 \%$, and $\$ 320,600,000$, or $5.5 \%$, for the first six months and second quarter of 1997, respectively, over the same periods in 1996. These increases were primarily due to the Pacific Northwest Acquisitions (including the issuance of $\$ 50$ million of long-term subordinated debt during the second quarter of 1996 to fund the Pacific Northwest Acquisitions). Excluding the impact of the Pacific Northwest Acquisitions, average interest-bearing deposits and liabilities for the first six months and second quarter of 1997 decreased $\$ 109,410,000$, or $1.9 \%$, and $\$ 89,786,000$, or $1.6 \%$, respectively, compared to the same periods in 1996. The decreases reflect the repayment of short-term borrowings from proceeds received from the liquidation of the investment securities portfolio as described above. As a result of depositors seeking higher yields, the mix of average interest-bearing deposits changed with higher-yielding average time deposits representing 49.9\% and 50.2\% of average interest-bearing deposits for the first six months and second quarter of 1997, respectively, as compared to $48.4 \%$ and $49.0 \%$ for the same periods in 1996.

The Company issued $\$ 100,000,000$ of $8.343 \%$ Series A capital securities on June 30, 1997. This issuance did not have a significant impact on average interest-bearing deposits and liabilities and interest expense during the second quarter of 1997.

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 1997 and 1996) to make them comparable with taxable items before any income taxes are applied.

|  | Quarter Ended June 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1997 |  |  | 1996 |  |  |
|  | Interest |  |  | Interest |  |  |
|  | Average | Income/ | Yield/ | Average | Income/ | Yield/ |
| ASSETS | Balance | Expense | Rate (1) | Balance | Expense | Rate (1) |
|  | (dollars in thousands) |  |  |  |  |  |

Earning assets:
Interest-bearing deposits in other banks
\$ 33,310 \$ 4
\$ 200,787
\$ 2,755
5.52\%

Federal funds sold and securities purchased under agreements to resell

Investment securities (2)
Loans (3), (4)

Total earning assets
Nonearning assets

Total assets

| 129,933 | 1,727 | 5.33 | 173,394 | 2,385 | 5.53 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 987,656 | 16,166 | 6.57 | 1,157,550 | 18,633 | 6.47 |
| 5,975,961 | 131,255 | 8.81 | 5,352,206 | 115,369 | 8.67 |
| 7,126,860 | 149,636 | 8.42 | 6,883,937 | 139,142 | 8.13 |
| 794,886 |  |  | 672,224 |  |  |
| \$7, 921,746 |  |  | \$7,556,161 |  |  |


|  | 1997 |  |  | 1996 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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
\$ 1, 250
5.68\%
\$ 204,168
\$ 5,653
5.57\%

Federal funds sold and securities purchased under agreements to resell

Investment securities (2)

| 143,780 | 3,820 | 5.36 | 164,399 | 4,519 | 5.53 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1,045,338 | 34,040 | 6.57 | 1,145,829 | 36,736 | 6.45 |
| 5,918,130 | 256,152 | 8.73 | 5,292,443 | 228,600 | 8.69 |
| 7,151,629 | 295,262 | 8.33 | 6,806,839 | 275,508 | 8.14 |
| 805,324 |  |  | 645,151 |  |  |
| \$7,956,953 |  |  | \$7,451,990 |  |  |

(1) Annualized.
(2) Average balances exclude the effects of fair value adjustments.
(3) Nonaccruing loans have been included in the computations of average loan balances.
(4) Interest income for loans included loan fees of $\$ 6,109$ and $\$ 11,981$ for the quarter and six months ended June 30, 1997, respectively, and \$6,183 and $\$ 11,801$ for the quarter and six months ended June 30, 1996, respectively.

LIABILITIES AND STOCKHOLDERS' EQUITY

|  | 1997 |  |  | 1996 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Interest |  |  | Interest |  |
| Average | Income/ | Yield/ | Average | Income/ | Yield/ |
| Balance | Expense | Rate (1) | Balance | Expense | Rate (1) |
|  |  | (dollars | usands) |  |  |

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

Net interest income and margin on earning assets

Tax equivalent adjustment

Net interest income
LIABILITIES AND
STOCKHOLDERS' EQUITY

Interest-bearing deposits and liabilities:

## Deposits <br> Short-term borrowings

 Long-term debtTotal interest-bearing deposits and liabilities

Interest rate spread
Noninterest-bearing demand deposits
Other liabilities
Total liabilities
Stockholders' equity

Total liabilities and stockholders' equity

===========
872,528
215,405
6,893,874
662,287

| 42,955 | $3.80 \%$ |
| ---: | :--- |
| 13,202 | 5.44 |
| 4,391 | 6.30 |

60,548 4.1
4.19
---
3.94\%
====

| $4.83 \%$ |
| :--- |
| $====$ |$\quad 78,59$

$4.59 \%$
====
536
\$ 78,058
=- - - - -

|  | 1997 |  |  | 1996 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Interest |  |  | Interest |  |
| Average | Income/ | Yield/ | Average | Income/ | Yield/ |
| Balance | Expense | Rate (1) | Balance | Expense | Rate (1) |
| (dollars in thousands) |  |  |  |  |  |


| \$5, 003, 967 | \$ | 95,813 | 3.86\% | \$ | 4,470,853 | \$ 85, 004 | 3.82\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 910,664 |  | 23,404 | 5.18 |  | 1,010,700 | 27,036 | 5.38 |
| 227,460 |  | 7,460 | 6.61 |  | 263,658 | 8,267 | 6.31 |
| 6,142,091 |  | 126,677 | 4.16 |  | 5,745,211 | 120,307 | 4.21 |
|  |  |  | 4.17\% |  |  |  | 3.93\% |
| 862,363 |  |  |  |  | 851,740 |  |  |
| 237,011 |  |  |  |  | 197,236 |  |  |
| 7,241,465 |  |  |  |  | 6,794,187 |  |  |
| 715,488 |  |  |  |  | 657,803 |  |  |
| \$7,956,953 |  |  |  |  | 7,451,990 |  |  |

Net interest income and
$\left.\begin{array}{ccc}\begin{array}{c}\text { margin on earning } \\ \text { assets }\end{array} & 168,585 & \begin{array}{c}4.75 \% \\ ====\end{array} \\ \text { Tax equivalent adjustment } & & 414 \\ \text { Net interest income } & -\cdots-----155,201 \\ ====\end{array}\right)$
(1) Annualized.

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

|  | JUNE 30, <br> 1997 | December 31, <br> 1996 | June 30, <br> 1996 |
| :--- | :---: | :---: | :---: |
| Amortized cost | (in thousands) |  |  |

Gross realized gains and losses for the six months ended June 30, 1997 and 1996 were as follows:

|  | 1997 |  | 996 |
| :---: | :---: | :---: | :---: |
|  | (in thousands) |  |  |
| Realized gains | \$ 992 | \$ | 37 |
| Realized losses | (773) |  | (10) |
| Securities gains, net | \$ 219 |  |  |

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 June 30, 1997, December 31, 1996 and June 30, 1996:

|  | JUNE | 997 | December |  | June | 996 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AMOUNT | \% | Amount | \% | Amount | \% |
|  |  |  | (dollars in |  |  |  |
| Commercial, financial and agricultural | \$1,525,979 | 25.3\% | \$1,381, 824 | 23.8\% | \$1,375,920 | 24.3\% |
| Real estate: |  |  |  |  |  |  |
| Commercial | 1,225,602 | 20.3 | 1,172,124 | 20.2 | 1,162,909 | 20.5 |
| Construction | 167,230 | 2.8 | 213,195 | 3.7 | 211,842 | 3.7 |
| Residential: |  |  |  |  |  |  |
| Insured, guaranteed or |  | 24.5 |  | 25.4 |  | 25.1 |
| Home equity credit lines | 1, 462,839 | 7.6 | 1,462,117 | 8.0 | 1, 416,875 | 7.4 |
| Total real estate loans | 3,331,529 | 55.2 | 3,321,239 | 57.3 | 3,209,971 | 56.7 |
| Consumer | 589,842 | 9.8 | 583,060 | 10.0 | 593,316 | 10.5 |
| Lease financing | 278,046 | 4.6 | 240,898 | 4.1 | 232,614 | 4.1 |
| Foreign | 306, 156 | 5.1 | 279,711 | 4.8 | 247,017 | 4.4 |
| Total loans | 6,031,552 | 100.0\% | 5,806,732 | 100.0\% | 5,658,838 | 100.0\% |
| Less allowance for loan losses | 84,189 |  | 85,248 |  | 84,531 |  |
| Total net loans | \$5,947,363 |  | \$5,721,484 |  | \$5,574,307 |  |

The loan portfolio is the largest component of earning assets and accounts for the greatest portion of total interest income. At June 30, 1997, total loans were $\$ 6,031,552,000$, representing increases of $3.9 \%$ and $6.6 \%$ over December 31, 1996 and June 30, 1996, respectively. The increase over June 30, 1996 was primarily due to the Pacific Northwest Acquisitions. Excluding the Pacific Northwest Acquisitions, total loans increased \$174,765,000, or 3.3\%, over June 30, 1996.

Total loans at June 30, 1997, represented 77.2\% of total assets, 86.9\% of total earning assets and $102.6 \%$ of total deposits, compared to $72.6 \%$ of total assets, $82.0 \%$ of total earning assets and $97.8 \%$ of total deposits at December 31, 1996, and 70.3\% of total assets, 78.4\% of total earning assets and $96.4 \%$ of total deposits at June 30, 1996.

Loan concentrations are considered to exist when there are amounts loaned to multiple borrowers engaged in similar activities which would cause them to be similarly impacted by economic or other conditions. At June 30, 1997, the Company did not have a concentration of loans greater than $10 \%$ of total loans which is not otherwise disclosed as a category of loans as shown in the above table.

A summary of nonperforming assets at June 30, 1997, December 31, 1996 and June 30, 1996 follows:

|  | $\begin{aligned} & \text { JUNE 30, } \\ & 1997 \\ & ----- \\ & \quad \text { (dolla } \end{aligned}$ | $\begin{gathered} \text { December 31, } \\ 1996 \\ ------ \\ \text { thousands) } \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 1996 \\ ------ \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Nonperforming loans: Nonaccrual: |  |  |  |
| Commercial, financial and agricultural | \$16,380 | \$21,398 | \$19,573 |
| Real estate: |  |  |  |
| Commercial | 6,835 | 6,156 | 23,935 |
| Construction | 1,878 | 1,700 | 7,444 |
| Residential: |  |  |  |
| Insured, guaranteed, or conventional | 8,761 | 13,815 | 10,241 |
| Home equity credit lines | 49 | 451 | 173 |
| Total real estate loans | 17,523 | 22,122 | 41,793 |
| Lease financing | -- | 27 | 21 |
| Total nonaccrual loans | 33,903 | 43,547 | 61,387 |
| Restructured: |  |  |  |
| Commercial, financial and agricultural | 2,813 | 3,429 | 617 |
| Real estate: |  |  |  |
| Commercial | 39,129 | 24,604 | 2,500 |
| Construction | 1,668 | -- | -- |
| Residential: |  |  |  |
| Insured, guaranteed, or conventional | 1,384 | 267 | -- |
| Home equity credit lines | 559 | 561 | -- |
| Total restructured loans | 45,553 | 28,861 | 3,117 |
| Total nonperforming loans | 79,456 | 72,408 | 64,504 |
| Other real estate owned | 18,419 | 25,574 | 14,720 |
| Total nonperforming assets | \$97,875 | \$97,982 | \$79,224 |
| Past due loans: |  |  |  |
| Commercial, financial and agricultural | \$ 6,331 | \$ 7,765 | \$ 2, 268 |
| Real estate: |  |  |  |
| Commercial | 4,550 | 7,676 | 9,137 |
| Residential: |  |  |  |
| Insured, guaranteed, or conventional | 12,907 | 9,812 | 8,065 |
| Home equity credit lines | 3, 048 | 2,220 | 3,255 |
| Total real estate loans | 20,505 | 19,708 | 20,457 |
| Consumer | 2,770 | 2,869 | 2,122 |
| Lease financing | 52 | 40 | 28 |
| Total past due loans (1) | \$29,658 | \$30,382 | \$24,875 |
| Nonperforming assets to total loans and other real estate owned (end of period): |  |  |  |
| Excluding 90 days past due accruing loans | 1.62\% | 1.68\% | 1.40\% |
| Including 90 days past due accruing loans | 2.11\% | 2.20\% | 1.83\% |
| Nonperforming assets to total assets (end of period): |  |  |  |
| Excluding 90 days past due accruing loans | 1.25\% | 1.22\% | . $98 \%$ |
| Including 90 days past due accruing loans | 1.63\% | 1.60\% | 1.29\% |

(1) Represents loans which are past due 90 days or more as to principal and interest and still accruing interest.

Nonperforming assets decreased from \$97,982,000, or $1.68 \%$ of total loans and other real estate owned ("OREO") at December 31, 1996, to \$97,875,000, or $1.62 \%$ of total loans and OREO at June 30, 1997. The percentage of nonperforming assets to total assets increased from 1.22\% at December 31, 1996 to 1.25\% at June 30, 1997, primarily due to a $2.3 \%$ decrease in total assets. In addition, certain components of total nonperforming assets changed from December 31, 1996 as compared to June 30, 1997. Nonaccrual loans at June 30, 1997 decreased $\$ 9,644,000$, or $22.1 \%$, from the balance at December 31, 1996, primarily due to decreases in commercial, financial and agricultural and real estate -
residential loans of $\$ 5,018,000$ and $\$ 5,456,000$, respectively. In addition, OREO at June 30, 1997 decreased by $\$ 7,155,000$ from the balance at December 31, 1996, due to the sale of property with a carrying value of $\$ 7,200,000$. These decreases were partially offset by an increase in restructured commercial real estate loans of $\$ 14,525,000$, principally due to the addition of a commercial real estate loan previously identified as a potential problem loan at December 31, 1996. Moreover, certain potential problem loans have been classified as nonperforming assets by management in connection with its continuing review of the loan portfolio.

Nonperforming assets decreased $\$ 11,365,000$, or $10.4 \%$, from $\$ 109,240,000$ at March 31,1997 to $\$ 97,875,000$ at June 30, 1997. This decrease was primarily attributable to the aforementioned OREO sale in the second quarter of 1997.

Loans past due 90 days or more and still accruing interest totalled $\$ 29,658,000$ at June 30, 1997, a decrease of $\$ 724,000$, or $2.4 \%$, compared to December 31, 1996. 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 affected by the impact of adverse economic conditions and trends in Hawaii. The first and most important of these adverse economic trends is the continuing weakness of the Hawaii economy's recovery from the 1992 recession. In contrast to the mainland economy, Hawaii's recovery from the recession continues to be slow and protracted; Hawaii continues to show weaknesses in its local real estate market, including declining values in the leasehold real estate sector. The second significant adverse economic trend is the nagging effect of Hurricane Iniki in September 1992. The island of Kauai has never totally recovered from the damage to resort, hotel and agricultural property and the extended insurance claim period that followed. These trends 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 June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1997 |  | 1996 |  |
|  | Average Balance | Average <br> Rate(1) | Average Balance | Average Rate(1) |
|  |  | (dol | thousands) |  |
| Interest-bearing demand | \$1, 598, 306 | 2.57\% | \$1,172, 203 | 2.71\% |
| Savings | 898,142 | 2.47 | 1,149,066 | 2.08 |
| Time | 2,520,599 | 5.22 | 2,228,043 | 5.25 |
| Total interest-bearing deposits | 5,017,047 | 3.89 | 4,549,312 | 3.80 |
| Noninterest-bearing demand | 846,554 | - | 872,528 | - |
| Total deposits | \$5,863,601 | 3.33\% | \$5,421, 840 | 3.19\% |

Six Months Ended June 30,

| 1997 |  | 1996 |  |
| :---: | :---: | :---: | :---: |
| Average | Average | Average | Average |
| Balance | Rate(1) | Balance | Rate(1) |
|  | (doll | housands) |  |
| \$1,559,926 | 2.59\% | \$1,148, 673 | 2.66\% |
| 946,162 | 2.30 | 1,156,531 | 2.11 |
| 2,497,879 | 5.25 | 2,165,649 | 5.36 |
| 5,003,967 | 3.86 | 4,470,853 | 3.82 |
| 862,363 | - | 851,740 | - |
| \$5,866,330 | 3.29\% | \$5,322,593 | 3.21\% |

Average interest-bearing deposits increased $\$ 553,114,000$, or $11.9 \%$, and $\$ 467,735,000$, or $10.3 \%$, for the first six months and second quarter of 1997, respectively, over the same periods in 1996. The increase in average interest-bearing deposits was primarily due to the Pacific Northwest Acquisitions and various deposit product programs initiated by the Company throughout 1996 and 1997. As a result of the aforementioned acquisitions and depositors seeking higher yields through the deposit product programs, the mix of average interest-bearing deposits changed, with higher yielding average time certificate of deposits representing $49.9 \%$ and $50.2 \%$ of average interest-bearing deposits in the first six months and second quarter of 1997, respectively, as compared to $48.4 \%$ and $49.0 \%$ in the same respective periods in 1996.
(1) Annualized.

## 17

PROVISION AND ALLOWANCE FOR LOAN LOSSES
The following table sets forth the activity in the allowance for loan losses for the periods indicated:
Loans outstanding (end of period)
Average loans outstanding

| Allowance for loan losses summary: |
| :---: |
| Balance at beginning of period |

Allowance due to the acquisition of branches from U.S. Bancorp and West One Bancorp

Loans charged off:
Commercial, financial and agricultural
Real estate:
Commercial
Construction Residential
Consumer
Lease Financing
Foreign
Total loans charged off

Recoveries on loans charged off:
Commercial, financial and agricultural
Real estate:
Commercial
Residential
Consumer
Lease financing
Foreign
Total recoveries on loans previously charged off

Net charge-offs
Provision charged to expense
Balance at end of period


Net loans charged off to average loans
Net loans charged off to allowance for loan losses

Allowance for loan losses to total loans (end of period)

Allowance for loan losses to nonperforming loans (end of period):

Excluding 90 days past due accruing loans

Including 90 days past due accruing loans
.77X
95x
.77X
.95x

[^0]For the first six months of 1997, the provision for loan losses was $\$ 8,013,000$, a decrease of $\$ 500,000$, or $5.9 \%$, compared to the same period in 1996 . The provision for loan losses was $\$ 4,261,000$ for the second quarter of 1997, a decrease of $\$ 930,000$, or $17.9 \%$, compared to the same period in 1996. The decrease in the provision for loan losses for the second quarter of 1997 resulting from the decrease in net charge-offs for the same period in 1996. Net charge-offs remained relatively consistent for the first six months of 1997 compared to the same period in 1996.

Net charge-offs for the first six months of 1997 rose slightly to \$9,072,000, an increase of $\$ 157,000$, or $1.8 \%$, over the same period in 1996. Net charge-offs for the second quarter of 1997 were $\$ 5,208,000$ compared to $\$ 6,445,000$ for the same period a year ago. The decrease in net charge-offs for the second quarter of 1997 was primarily due to an increase in commercial, financial and agricultural loan recoveries. Smaller balance homogeneous credit card and consumer loans are charged off at a predetermined delinquency status or earlier if the Company determines that the loan is uncollectible.

The allowance for loan losses decreased to $106 \%$ of nonperforming loans at June 30, 1997 (excluding 90 days past due accruing loans) from 118\% at December 31, 1996, reflecting the decrease in the allowance for loan losses.
n management's judgment, the allowance for loan losses is adequate to absorb potential losses currently inherent in the portfolio at June 30, 1997. 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

Excluding securities transactions, noninterest income totalled $\$ 57,825,000$ and $\$ 29,804,000$ for the first six months and second quarter of 1997, respectively, an increase of $12.6 \%$ and $8.8 \%$, respectively, over the same periods in 1996. Excluding the Pacific Northwest Acquisitions and securities transactions, noninterest income increased $\$ 3,061,000$ and $\$ 892,000$ for the first six months and second quarter of 1997, respectively, an increase of $6.0 \%$ and $3.3 \%$, respectively, over the same periods in 1996.

Trust and investment services income increased \$572,000 and \$314,000, or 4.6\% and $5.4 \%$, for the first six months and second quarter of 1997, respectively, over the same periods in 1996.

Service charges on deposit accounts increased \$1,821,000 and \$1,010,000, or $14.9 \%$ and $16.3 \%$, for the first six months and second quarter of 1997 , respectively, over the same periods in 1996. Excluding the Pacific Northwest Acquisitions, service charges on deposit accounts increased \$271,000 and $\$ 250,000$ for the first six months and second quarter of 1997 , respectively, an increase of $2.2 \%$ and $4.1 \%$, respectively, over the same periods in 1996. These increases were primarily due to an increase in service charges on checks paid and returned.

Other service charges and fees increased \$2,773,000 and \$862,000, or 13.9\% and 8.6\%, for the first six months and second quarter of 1997, respectively, over the same periods in 1996. Excluding the Pacific Northwest Acquisitions, other service charges and fees increased $\$ 1,031,000$ and $\$ 47,000$ for the first six months and second quarter of 1997, respectively, an increase of $5.2 \%$ and $.5 \%$, respectively, over the same periods in 1996. The increase for the first six months of 1997 over the same period in 1996 was primarily due to higher: (1) merchant discount fees; (2) income earned from annuity and mutual fund sales; and (3) mortgage servicing fees for mortgage loans that were originated and sold with servicing retained.

Other noninterest income increased $\$ 1,308,000$ and $\$ 215,000$, or $18.9 \%$ and $4.1 \%$, for the first six months and second quarter of 1997 , respectively, over the same periods in 1996. Excluding the Pacific Northwest Acquisitions, other noninterest income increased $\$ 1,020,000$ and $\$ 92,000$ for the first six months and second quarter of 1997, respectively, an increase of $14.8 \%$ and $1.8 \%$, respectively, over the same periods in 1996. The increase for the first six months of 1997 was primarily due to: (1) a gain on the sale of a leasehold interest in a former Pioneer branch of $\$ 2,500,000$; and (2) higher foreclosed property income. In addition, other noninterest income included a gain on sale of OREO of $\$ 3,029,000$ in the second quarter of 1996.

## NONINTEREST EXPENSE

Noninterest expense totalled $\$ 155,704,000$ for the first six months of 1997 , an increase of $15.0 \%$ over the first six months of 1996. Noninterest expense totalled $\$ 78,529,000$ for the second quarter of 1997 , an increase of $\$ 10,583,000$, or $15.6 \%$, over the same period a year ago. Excluding the Pacific Northwest Acquisitions, noninterest expense increased \$6,586,000 and \$4,276,000 for the first six months and second quarter of 1997, respectively, an increase of $4.9 \%$ and $6.5 \%$, respectively, over the same periods in 1996.

Total personnel expense (salaries and wages and employee benefits) increased $\$ 7,869,000$ and $\$ 3,831,000$, or $11.7 \%$ and $11.4 \%$, for the first six months and second quarter of 1997, respectively, over the same periods in 1996. Excluding the Pacific Northwest Acquisitions, personnel expense remained relatively constant for the first six months and second quarter of 1997 compared to the same periods in 1996.

Occupancy expense for the first six months and second quarter of 1997 increased $\$ 7,324,000$, or $57.1 \%$, and $\$ 3,144,000$, or $49.3 \%$, respectively, over the same periods in 1996. Excluding the Pacific Northwest Acquisitions, occupancy expense increased $\$ 6,427,000$ and $\$ 2,720,000$ for the first six months and second quarter of 1997, respectively, an increase of $50.4 \%$ and $43.1 \%$, respectively, over the same periods in 1996. The increase was primarily due to costs associated with the new administrative headquarters building (including related amortization of previously capitalized expense during the construction period).

Equipment expense increased \$1,448,000, or 13.0\%, and \$843,000, or $14.9 \%$, respectively, for the first six months and second quarter of 1997 over the same periods in 1996. Excluding the Pacific Northwest Acquisitions, equipment expense increased $\$ 772,000$ and $\$ 537,000$ for the first six months and second quarter of 1997, respectively, an increase of $7.0 \%$ and $9.6 \%$, respectively, over the same periods in 1996. The increase was a result of higher service contract and data processing equipment rental expense in 1997.

Excluding a pre-tax loss of $\$ 1,945,000$ (which actually resulted in an after-tax gain of $\$ 399,000$ due to a net tax benefit of $\$ 2,344,000$ recognized through reversal of the related tax liabilities) recognized on the sale of a certain leveraged lease in the first quarter of 1996, the Pacific Northwest Acquisitions and the loss on sale of a certain loan of $\$ 1,427,000$ in the second quarter of 1997, other noninterest expense for the first six months and second quarter of 1997 decreased $\$ 52,000$, or $.1 \%$, and $\$ 778,000$, or $3.6 \%$, compared to the same periods in 1996. Although other noninterest expense remained relatively constant for the first six months of 1997 compared to the same period in 1996, there were variances in certain major categories. Other noninterest expense increased as a result of higher interchange settlement fees, outside services and depreciation - software expense. These increases were offset in large part by nonrecurring losses incurred in connection with a certain credit card fraud in the first quarter of 1996 and an increase in the cash surrender value of certain executive life insurance policies (recorded as a credit to insurance expense) in 1997. The decrease in the second quarter of 1997 as compared to the same period in 1996 was primarily due to lower miscellaneous losses and charge-offs, postage and legal expense. This decrease was partially offset by higher foreclosed property and outside service expense.

The Company's effective income tax rate (exclusive of the tax equivalent adjustment) for the first six months and second quarter of 1997 was $31.5 \%$ and $32.3 \%$, respectively, as compared to $33.5 \%$ and $35.8 \%$, respectively, for the same periods in 1996. The effective income tax rate for the first six months and second quarter of 1997 was positively impacted by income tax benefits resulting from the: (1) partial recognition of previously unrecognized tax credits; (2) partial reversal of an overaccrual of State of Hawaii income taxes; and (3) donation of real property to a non-profit organization to be utilized for a tsunami museum. The effective tax rate for the first six months of 1996 was positively impacted by the reversal of deferred tax liabilities (reflecting a change in Hawaii tax laws) related to the aforementioned leveraged lease sale.

## LIQUIDITY AND CAPITAL

Stockholders' equity was $\$ 728,851,000$ at June 30, 1997, an increase of $3.3 \%$ over $\$ 705,884,000$ at December 31, 1996. The ratio of average stockholders' equity to average total assets was $9.10 \%$ for the second quarter of 1997 compared to $8.76 \%$ for the same quarter last year. The issuance of $\$ 100,000,000$ of capital securities on June 30, 1997 had a positive impact on the Company's liquidity and regulatory capital position at June 30, 1997.

The following tables present the Company's regulatory capital position at June 30, 1997:

## RISK-BASED CAPITAL RATIOS



LEVERAGE RATIO


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 4. Submission of Matters to a Vote of Security Holders
At the annual meeting of stockholders held on April 17, 1997, the stockholders voted on the following matters:
(a) Fix the total number of directors at fifteen: for 28,886,316 (99.3\%), against - 118,779 (.4\%), abstained 96,127 (.3\%) and unvoted - 8 (less than .1\%).
(b) Election of five directors for a term of three years expiring in 2000, or until their successors are elected and qualified:

Votes

| Name | For |  | Withheld |  |
| :---: | :---: | :---: | :---: | :---: |
| John W. A. Buyers | 28,964, 002 | (99.5\%) | 137,225 | (.5\%) |
| John C. Couch | 28, 958, 858 | (99.5\%) | 142,368 | (.5\%) |
| David M. Haig | 28,958,977 | (99.5\%) | 142,248 | (.5\%) |
| Roderick F. McPhee | 28,956,926 | (99.5\%) | 144,302 | (.5\%) |
| John K. Tsui | 28,970,244 | (99.5\%) | 130,982 | (.5\%) |

There were no abstentions.
The following persons continue as directors for the respective terms of office:

| Director | Expiration of <br> Term of Office |
| :--- | :---: |
| Dr. Julia Ann Frohlich | 1998 |
| John A. Hoag | 1998 |
| Bert T. Kobayashi, Jr. | 1998 |
| Fred C. Weyand | 1998 |
| Robert C. Wo | 1998 |
| Walter A. Dods, Jr. | 1999 |
| Paul Mullin Ganley | 1999 |
| Dr. Richard T. Mamiya | 1999 |
| Dr. Fujio Matsuda | 1999 |
| George P. Shea, Jr. | 1999 |

(c) Election of Coopers \& Lybrand L.L.P. as the auditor of the

Company to serve for the ensuing year: for - 28,989,847
(99.6\%), against - 23,019 (.1\%), abstained - 88,355 (.3\%) and unvoted - 9 (less than .1\%).

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 June 30, 1997.

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 August 11, 1997
By /s/ HOWARD H. KARR
HOWARD H. KARR
EXECUTIVE VICE PRESIDENT AND TREASURER (PRINCIPAL FINANCIAL OFFICER)

EXHIBIT
NUMBER

## DESCRIPTION

12 Statement regarding computation of ratios. 27

## Financial data schedule.

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 six month period ended June 30, 1997, and is qualified in its entirety by reference to such financial statements.

6-MOS
JUN-30-1997
JAN-01-1997
JUN-30-1997
278, 812
55,130
45, 000
893, 886
0
0
6,031,552
84,189
7,815,288
5, 875, 846
766,019
166,337
276,737
0
0
165,952
562, 899
7,815,288
255, 950
33,828
5,070
294,848
95, 813
126,677
168,171
8,013
219
155, 704
62,498
62,498
0
0
42,781
1.35
1.35
8.33

33,903
29,658
45,553
85,248
12, 339 3,267
84,189
39, 085
1,795
43,309


[^0]:    (1) Annualized.

