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

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, 1994

OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the transition period from - to

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.)
(Zip Code)
(808) 525-7000
(Registrant's telephone number, including area code)
$\qquad$
Indicate by check mark whether the registrant (1) has filed all reports
required to be filed by Section 13 or $15(\mathrm{~d})$ 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 $X$ No
----

The number of shares outstanding of each of the issuer's classes of common stock as of July 20, 1994:


Common Stock, \$5 Par Value

## Outstanding


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June 30, 1994 and 19933
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ITEM 1. FINANCIAL STATEMENTS
CONSOLIDATED BALANCE SHEETS
First Hawaiian, Inc. and Subsidiaries (Unaudited)


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

INTEREST INCOME
Interest and fees on loan
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 and lease losses
Net interest income after provision for
loan and lease losses
OTHER OPERATING INCOME
Trust income
Service charges on deposit accounts
Other service charges and fees
Securities gains, net
Other
Total other operating income
OTHER OPERATING EXPENSES
Salaries and wages
Employee benefits
Occupancy expense
Equipment expense
Other (note 3)
Total other operating expenses
Income before income taxes and cumulative effect of a change in accounting principle
Income taxes
Income before cumulative effect of a change in accounting principle
Cumulative effect of a change in accounting principle (note 2)

NET INCOME
PER SHARE DATA
Income before cumulative effect of a change
in accounting principle
Cumulative effect of a change in
accounting principle

## NET INCOME

CASH DIVIDENDS

AVERAGE SHARES OUTSTANDING

| 1994 | 1993 |
| :---: | :---: |

(in thousands, except shares and per share data)


SIX MONTHS ENDED JUNE 30,
1994
1993

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

|  | SIX MONTHS ENDED JUNE 30, |  |
| :---: | :---: | :---: |
|  | 1994 | 1993 |
|  |  | ds) |
| CASH AND DUE FROM BANKS AT BEGINNING OF PERIOD | \$ 436,129 | \$ 325,659 |
| Cash flows from operating activities: |  |  |
| Net income | 37,737 | 43,749 |
| Provision for loan and lease losses | 7,131 | 6,806 |
| Depreciation and amortization | 11,931 | 9,478 |
| Income taxes | 1,832 | $(4,412)$ |
| Cumulative effect of a change in accounting principle | -- | $(3,650)$ |
| Decrease (increase) in interest receivable | 1,338 | (713) |
| Increase (decrease) in interest payable | $(1,471)$ | 927 |
| Decrease (increase) in prepaid expenses | (273) | 863 |
| Write-off of building costs | -- | 5,444 |
| Net cash provided by operating activities | 58,225 | 58,492 |
| Cash flows from investing activities: |  |  |
| Net decrease in interest-bearing deposits in other banks | 66,041 | 55,021 |
| Net decrease (increase) in Federal funds sold and |  |  |
| securities purchased under agreements to resell | $(45,000)$ | 165,123 |
| Purchase of held-to-maturity investment securities | $(220,415)$ | $(665,211)$ |
| Proceeds from maturity of held-to-maturity investment securities | 248,545 | 495,437 |
| Purchase of available-for-sale investment securities | $(61,530)$ |  |
| Proceeds from maturity of available-for-sale investment securities | 30,466 | -- |
| Net decrease (increase) in loans and leases made to customers | $(72,798)$ | 19,697 |
| Capital expenditures | $(12,547)$ | $(35,227)$ |
| Other | 25,011 | 47,333 |
| Net cash provided by (used in) investing activities | $(42,227)$ | 82,173 |
| Cash flows from financing activities: |  |  |
| Net decrease in deposits | (249, 028 ) | $(368,550)$ |
| Net increase in short-term borrowings | 8,973 | 156,285 |
| Payments on long-term debt | $(10,873)$ | $(5,206)$ |
| Cash dividends paid | $(19,068)$ | $(18,169)$ |
| Purchases of treasury stock | $(6,505)$ | - - |
| Net cash used in financing activities | $(276,501)$ | $(235,640)$ |
| CASH AND DUE FROM BANKS AT END OF PERIOD | \$ 175,626 | \$ 230,684 |
| Supplemental disclosures: |  |  |
| Interest paid | \$ 84,312 | \$ 79,343 |
| Net income taxes paid | \$ 18,569 | \$ 22,732 |

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

|  | QUARTER ENDED JUNE 30, |  | SIX MONTHS ENDED JUNE 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1994 | 1993 | 1994 | 1993 |
|  | (in thousands) |  |  |  |
| BALANCE, BEGINNING OF PERIOD | \$613, 032 | \$574, 757 | \$608,369 | \$562,196 |
| Net income | 19,000 | 22,103 | 37,737 | 43,749 |
| Purchases of treasury stock | (2,016) | -- | $(6,505)$ | -- |
| Unrealized valuation adjustment (note 2) | (161) | -- | (202) | --- |
| Cash dividends | $(9,524)$ | $(9,084)$ | $(19,068)$ | $(18,169)$ |
| BALANCE, END OF PERIOD | \$620, 331 | \$587,776 | \$620,331 | \$587,776 |

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

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

## 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.; 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 1993 have been reclassified to conform with the 1994 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, 1993, the Company adopted Statement of Financial
Accounting Standards ("SFAS") No. 109, "Accounting for Income Taxes," the cumulative effect of which was the recognition of an income tax benefit of $\$ 3,650,000$ in the first quarter of 1993 . Under SFAS No. 109, deferred tax assets and liabilities are measured using enacted tax rates scheduled to be in effect at the time the related temporary differences between financial reporting and tax reporting of income and expenses are expected to reverse. The effect of changes in tax rates is recognized in income in the period that includes the enactment date.

As of December 31, 1993, the Company adopted SFAS No. 115, "Accounting for Certain Investments in Debt and Equity Securities." Under SFAS No. 115, investment securities are to be classified in three categories and accounted for as follows: (1) held-to-maturity securities are debt securities which the Company has the positive intent and ability to hold to maturity, and are reported at amortized cost; (2) trading securities are debt securities that are bought and held principally for the purpose of selling them in the near term and are reported at fair value, with unrealized gains and losses included in the current earnings; and (3) available-for-sale securities are debt securities not classified as either held-to-maturity securities or trading securities and are reported at fair value, with unrealized gains and losses excluded from current earnings and reported in a separate component of stockholders' equity There were no trading securities as of June 30, 1994, December 31, 1993 and June 30, 1993.
3. OTHER OPERATING EXPENSES

In connection with the Company's redevelopment of its former downtown headquarters block, the undepreciated cost of certain structures was written off in the first quarter of 1993. The write-off amounted to $\$ 5,444,000$, and is included in "Other Operating Expenses" for that period.

## 4. BUSINESS COMBINATION

On August 6, 1993, the Company acquired all of the outstanding stock of Pioneer Fed BanCorp, Inc. ("Pioneer Holdings") for a cash purchase price of $\$ 87$ million. As a result of the merger of Pioneer Holdings with and into the Company, Pioneer Federal Savings Bank ("Pioneer") became a wholly-owned subsidiary of the Company. The results of operations of Pioneer Federal Savings Bank are included in the Company's Consolidated Statements of Income from the date of acquisition.

## NET INCOME

Consolidated net income for the first six months of 1994 was $\$ 37,737,000$ compared to $\$ 43,749,000$ for the first six months of 1993, a decrease of $13.7 \%$ Consolidated income from operations for the first six months of 1994 was $\$ 40,099,000$, or a decrease of $5.9 \%$, as compared to the same period in 1993, excluding the cumulative effect of the change in accounting principle of $\$ 3,650,000$ in the first quarter of 1993. For the second quarter of 1994 , the consolidated net income of $\$ 19,000,000$ represented a decrease of $14.0 \%$ from the same quarter in 1993. The variance to last year's results was primarily attributable to: (1) a pre-tax gain of $\$ 1,873,000$ from the sale of certain trading securities recognized in the second quarter of 1993; and (2) a pre-tax loss of $\$ 1,409,000$ realized in the current quarter from the disposition of certain mainland real estate acquired in a foreclosure action in an earlier quarter.

On a per share basis, consolidated net income for the six months and quarter ended June 30, 1994 were $\$ 1.17$ and $\$ .59$, respectively, a decrease of $13.3 \%$ and $13.2 \%$, respectively, as compared to the same periods in 1993. Excluding the effect of the change in accounting principle, income from operations per share was $\$ 1.17$ for the first six months of 1994, a decrease of $5.6 \%$ as compared to the same period in 1993.

On an annualized basis, the Company's return on average total assets for the first six months of 1994 was $1.06 \%$ compared to $1.35 \%$ for the same period in 1993 and return on average stockholders' equity was $12.39 \%$ compared to $15.42 \%$ for the same period in 1993. The decreases in return on average total assets and return on average stockholders' equity in 1994 as compared to 1993 were primarily attributable to the decrease in earnings previously mentioned

## NET INTEREST INCOME

On a fully taxable equivalent basis, net interest income increased \$7,749,000, or $5.5 \%$, to $\$ 147,771,000$ for the six months ended June 30, 1994 from $\$ 140,022,000$ for the same period in 1993. The increase was due to the $10.6 \%$ increase in average earning assets (principally as a result of the acquisition of Pioneer) offset by a 21 basis point (1\% equals 100 basis points) decrease in the net interest margin. For the second quarter of 1994, the yield on earning assets decreased 17 basis points while there was no change in the rate paid for interest-bearing deposits and liabilities compared to the same period in 1993, resulting in a decrease in the interest rate spread from 4.28\% to $4.11 \%$. Utilizing average earning assets as the base, the net interest margin on earning assets for the second quarter of 1994 was $4.61 \%$ compared to $4.83 \%$ for the same period in 1993. The decline in yields on loans and investment securities was primarily due to maturities and refinancing of higher yielding loans and investment securities.

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 to make them comparable with taxable items before any income taxes are applied．



Earning assets：
Interest－bearing deposits in other banks
Federal funds sold and securities purchased under agreements to resell
Investment securities
Available－for－sale
securities
Loans and leases（2），（3）
Total earning assets
Nonearning assets
Total assets
\＄111，856 \＄1，897
$3.42 \%$ \＄217，546 \＄3，515
3．26\％
Earning assets
Interest－bearing deposits in other banks
Federal funds sold and securities purchased under agreements to nvestment securities
Available－for－sale
securities
Loans and leases（2），（3）
Total earning assets
Nonearning assets
Total assets
＝＝＝＝＝＝＝＝＝＝
＝ニニニニニニニニニ

|  | QUARTER ENDED JUNE 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1994 |  |  | 1993 |  |
|  |  | INTEREST |  |  | INTEREST |  |
| LIABILITIES AND | AVERAGE | INCOME/ | YIELD/ | AVERAGE | INCOME/ | YIELD/ |
| SHAREHOLDERS' EQUITY | BALANCE | EXPENSE | RATE (1) | BALANCE | EXPENSE | RATE (1) |
|  |  |  | (dollars | thousand |  |  |

Interest-bearing deposits
and liabilities:
Deposits
Short-term borrowings
Long-term debt

| \$4,202, 087 | \$29,899 | 2.85\% | \$3, 987, 901 | \$31, 083 | 3.13\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1, 078,076 | 10,482 | 3.90 | 823,733 | 6,464 | 3.15 |
| 210,232 | 3, 017 | 5.75 | 66,678 | 1,012 | 6.08 |
| 5,490,395 | 43,398 | 3.17 | 4,878,312 | 38,559 | 3.17 |
|  |  | 4.11\% $===$ |  |  | $\begin{aligned} & 4.28 \% \\ & ==== \end{aligned}$ |
| 885,748 |  |  | 920,765 |  |  |
| 141,447 |  |  | 140,753 |  |  |
| 6,517,590 |  |  | 5,939,830 |  |  |
| 619,307 |  |  | 578,252 |  |  |
| \$7,136, 897 |  |  | \$6,518, 082 |  |  |
|  | 74,886 | 4.61\% |  | 71,104 | 4.83\% |
|  | 1,886 |  |  | 1,822 |  |
|  | \$73,000 |  |  | \$69,282 |  |
|  | ======= |  |  | ======= |  |

SIX MONTHS ENDED JUNE 30,

| 1994 |  |  | 1993 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | INTEREST |  |  | INTERES |  |
| AVERAGE | INCOME/ | YIELD/ | AVERAGE | INCOME/ | YIELD/ |
| BALANCE | EXPENSE | RATE (1) | BALANCE | EXPENSE | RATE (1) |

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
(1) Annualized

| 147,771 | $4.58 \%$ | 140,022 | $4.79 \%$ |
| ---: | ---: | ---: | ---: |
| 3,688 |  | 3,594 |  |
| $-====$ |  |  |  |
| $\$ 144,083$ |  | $\$-----$ |  |
| $=======$ |  | $======$ |  |

Comparative book and market values of held-to-maturity securities at June 30, 1994, December 31, 1993, and June 30, 1993 were as follows:

|  | $\begin{gathered} \text { June } 30, \\ 1994 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 1993 \end{gathered}$ | $\begin{gathered} \text { June } 30, \\ 1993 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
|  |  | (in thousands) |  |
| Book value | \$1,103, 895 | \$1,132, 025 | \$1,024,244 |
| Unrealized gains | 6,827 | 14,036 | 16,600 |
| Unrealized losses | $(14,643)$ | $(1,734)$ | (834) |
| Market value | \$1, 096, 079 | \$1,144,327 | \$1, 040, 010 |

The decrease in unrealized gains and increase in unrealized losses from December 31, 1993 are attributable to the rise in the overall level of interest rates resulting from monetary actions of the Federal Reserve Board during the first six months of 1994.

Gross realized gains and losses for the six months ended June 30, 1994 and 1993 were as follows:

|  | 1994 | 1993 |
| :---: | :---: | :---: |
|  | (in thousands) |  |
| Realized gains | \$143 | \$1,962 |
| Realized losses | 1 | 63 |
| Securities gains, net | \$142 | \$1,899 |

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, 1994, December 31, 1993 and June 30, 1993:


The loan and lease portfolio is the largest component of earning assets and accounts for the greatest portion of total interest income. At June 30, 1994, total loans and leases were $\$ 5,132,096,000$, an increase of $1.3 \%$ from December 31, 1993.

Total loans and leases at June 30, 1994, represented $72.8 \%$ of total assets, $79.0 \%$ of total earning assets and $103.2 \%$ of total deposits compared to $69.7 \%$ of total assets, $78.6 \%$ of total earning assets and $97.1 \%$ of total deposits at December 31, 1993. Governmental and certain other time deposits were shifted into security repurchase agreements at June 30, 1994, December 31, 1993 and June 30, 1993 to reduce the Company's deposit insurance premiums. If these repurchase agreements were included in the deposit base, total loans and leases as a percentage of total deposits would represent $88.4 \%, 83.8 \%$ and $79.0 \%$, respectively, at such dates.

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, 1994, commercial real estate loans totalled $\$ 941,716,000$, or $18.3 \%$, of total loans and leases. The Company has selectively participated as a lender on commercial properties on the mainland United States, principally on the west coast. Such loans totalled $\$ 60.9$ million at June 30, 1994, a decrease of $9.9 \%$ from December 31, 1993. At June 30, 1994, the largest concentration of commercial real estate loans to a single borrower was $\$ 40.3$ million.

Commercial loans outstanding remained virtually unchanged since year-end, reflecting the continuing weakness in the Hawaii economy and corresponding lack of growth in appropriate lending opportunities. Construction and land development loans decreased 14.7\% from December 31, 1993 to June 30, 1994 due to repayments and loans transferred to commercial real estate because of project completion and receipt of permanent financing.

A summary of nonperforming assets at June 30, 1994, December 31, 1993 and June 30, 1993 follows:

| $\begin{gathered} \text { JUNE 30, } \\ 1994 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 1993 \end{gathered}$ | June 30, $1993$ |
| :---: | :---: | :---: |
| (dollars in thousands) |  |  |


| Nonperforming loans and leases: Nonaccrual: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial, financial and agricultural | \$ | 3,713 | \$ | 13,823 | \$ | 12,332 |
| Real estate: |  |  |  |  |  |  |
| Commercial |  | 22,675 |  | 12,145 |  | 3,559 |
| Construction |  | 11,835 |  | 28,571 |  | 41,388 |
| Residential: |  |  |  |  |  |  |
| Insured, guaranteed, or conventional |  | 8,389 |  | 5,473 |  | 4,400 |
| Home equity credit lines |  | 229 |  | 255 |  | 248 |
| Total real estate loans |  | 43,128 |  | 46,444 |  | 49,595 |
| Consumer |  | -- |  | 45 |  | 75 |
| Total nonaccrual loans and leases |  | 46,841 |  | 60,312 |  | 62,002 |
| Renegotiated - commercial, financial |  |  |  |  |  |  |
| Total nonperforming loans and leases |  | 61,625 |  | 60,332 |  | 62,051 |
| Other real estate owned |  | 2,264 |  | 13,034 |  | 2,841 |
| Total nonperforming assets | \$ | 63,889 | \$ | 73,366 | \$ | 64,892 |
| Loans and leases past due 90 days or more |  |  |  |  |  |  |
| and still accruing interest | \$ | 38,076 | \$ | 40,285 | \$ | 30,013 |
| Nonperforming assets to total loans and leases |  |  |  |  |  |  |
| and other real estate owned (end of period): |  |  |  |  |  |  |
| Excluding past due loans and leases |  | 1.24\% |  | 1.44\% |  | 1.48\% |
| Including past due loans and leases |  | 1.99\% |  | 2.24\% |  | 2.17\% |
| Nonperforming assets to total assets |  |  |  |  |  |  |
| Excluding past due loans and leases |  | . $91 \%$ |  | 1.01\% |  | 1.01\% |
| Including past due loans and leases |  | 1.45\% |  | 1.56\% |  | 1.48\% |

Nonperforming assets decreased from \$73,366,000 at December 31, 1993 to
$\$ 63,889,000$ at June 30,1994 . The decrease was primarily attributable to the repayment of a $\$ 7.0$ million commercial loan, the sale of a $\$ 10.0$ million property held as other real estate owned and several commercial loans totalling $\$ 12.5$ million which were returned to accrual from nonaccrual status, offset by the addition to nonperforming loan status of two Hawaii commercial real estate loans totalling $\$ 13.6$ million.

Loans and leases past due 90 days or more and still accruing interest totalled $\$ 38,076,000$ at June 30, 1994, a decrease of $5.5 \%$ from December 31, 1993. All of the loans which are past due 90 days or more and still accruing interest are in management's judgement adequately collateralized and in the process of collection.

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

|  | QUARTER ENDED JUNE 30, |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1994 |  | 1993 |  | 1994 |  | 1993 |  |
|  | AVERAGE <br> BALANCE | AVERAGE <br> RATE (1) | AVERAGE BALANCE | AVERAGE <br> RATE(1) | AVERAGE <br> BALANCE | AVERAGE <br> RATE(1) | AVERAGE BALANCE | AVERAGE <br> RATE(1) |
|  | (dollars in thousands) |  |  |  |  |  |  |  |
| Interest-bearing demand | \$1,144, 291 | 1.95\% | \$1,210,477 | 2.26\% | \$1,194,993 | 1.93\% | \$1, 223, 319 | 2.30\% |
| Savings | 1,120,150 | 2.15 | 1,384,630 | 2.55 | 1,303,261 | 2.08 | 1,404, 068 | 2.88 |
| Time | 1,937,646 | 3.79 | 1,392,794 | 4.46 | 1,686,299 | 4.20 | 1,414,815 | 4.59 |
| Total interest-bearing deposits | 4,202,087 | 2.85 | 3,987,901 | 3.13 | 4,184,553 | 2.89 | 4,042,202 | 3.30 |
| Noninterest-bearing demand | 885,748 | -- | 920,765 | -- | 903, 029 | -- | 917,314 | -- |
| Total deposits | \$5, 087, 835 | 2.36\% | \$4,908, 666 | 2.54\% | \$5, 087,582 | 2.38\% | \$4,959,516 | 2.69\% |

(1) Annualized.

Average deposits for the six months ended June 30, 1994 increased \$128.1 million, or $2.6 \%$, compared to the same period in 1993. For the current quarter, average deposits increased $\$ 179.2$ million, or $3.7 \%$, as compared to the second quarter of 1993. Exclusive of the average deposits of Pioneer for the six months and quarter ended June 30, 1994 (which consisted primarily of time deposits), average deposits decreased $\$ 207.0$ million, or $4.2 \%$, and $\$ 260.4$ million, or $5.3 \%$, respectively, compared to the same periods in 1993. The investment by customers in higher-yielding alternative investments, generally with non-financial institutions, and the shift of public deposits into security repurchase agreements, contributed to the decrease in average deposits.

The following table sets forth the activity in the allowance for loan and lease losses for the periods indicated:

(1) Annualized

For the first six months of 1994, the provision for loan and lease losses was $\$ 7,131,000$, an increase of $\$ 325,000$, or $4.8 \%$, over the first six months of 1993. The provision for loan and lease losses was $\$ 3,288,000$ for the second quarter of 1994, an increase of $\$ 385,000$, or $13.3 \%$, over the second quarter of 1993. These increases are consistent with the increase in net-charge-offs for the respective periods.

Net charge-offs for the first six months of 1994 were $\$ 7,511,000$, an increase of $\$ 1,148,000$, or $18.0 \%$, over the first six months of 1993 . Net charge-offs for the second quarter of 1994 were $\$ 3,344,000$ compared to $\$ 2,464,000$ a year ago. Management believes that the increased levels of net charge-offs, which reflect the continuing weakness in the Hawaii economy and local real estate markets, may continue in future periods.

## OTHER OPERATING INCOME

Exclusive of securities transactions, other operating income for the first six months and second quarter of 1994 increased $22.0 \%$ and $16.4 \%$, respectively, over the same periods in 1993. The increases were primarily attributable to the increases in trust income and service charges/fees described below, and the acquisition of Pioneer.

Trust fees increased $\$ 1,677,000$, or $15.5 \%$, for the first six months of 1994 over the same period in 1993. Similarly, trust fees increased $13.5 \%$ for the second quarter of 1994 over the first quarter of 1993. The increases were primarily the result of increases in fees from pension plans and irrevocable trusts and investment management fees which were the result of new business.

Service charges on deposit accounts increased \$2,035,000, or $20.8 \%$, and $\$ 876,000$, or $17.3 \%$, for the first six months and second quarter of 1994 , respectively, over the same periods in 1993. These increases were primarily attributable to increases in fees on checking accounts and service fees at Pioneer.

Other service charges and fees increased $\$ 2,167,000$, or $16.1 \%$, and $\$ 1,226,000$, or $19.6 \%$, for the first six months and second quarter of 1994, respectively, over the same periods in 1993. These increases were primarily attributable to increases in merchant discount income and commissions.

Security transactions resulted in a net pre-tax gain of $\$ 142,000$ and $\$ 1,000$ for the first six months and second quarter of 1994, respectively, compared to a net pre-tax gain of $\$ 1,899,000$ and $\$ 1,873,000$, respectively, for the same periods in 1993. The Company recognized a pre-tax gain of $\$ 1,873,000$ from the sale of certain trading securities in the second quarter of 1993.

Other operating income increased \$2,051,000 and \$150,000 for the first six months and second quarter of 1994, respectively, over the same periods in 1993. The increase for the first six months of 1994 was primarily attributable to advisory fee income and the acquisition of Pioneer.

## OTHER OPERATING EXPENSES

Other operating expenses totalled $\$ 122,982,000$ for the first six months of 1994, an increase of $\$ 13,682,000$, or $12.5 \%$ over the first six months of 1993. Other operating expenses totalled $\$ 61,578,000$ for the second quarter of 1994, an increase of $\$ 7,864,000$, or $14.6 \%$, over the second quarter of 1993.

Total personnel expenses (salaries and wages and employee benefits) increased $\$ 6,967,000$, or $13.1 \%$, for the first six months of 1994 over the same period in 1993. Personnel expenses attributable to recent acquisitions account for $\$ 3,859,000$ of the increase. The balance of the increase was attributable to normal merit increases and higher workers' compensation, health and payroll tax expenses. Total personnel expenses increased $9.7 \%$ for the second quarter of 1994 over the same quarter in 1993.

Occupancy expense for the first six months of 1994 increased $\$ 2,574,000$, or $28.7 \%$, over the same period in 1993 with $\$ 2,437,000$ attributable to the Pioneer acquisition. Occupancy expense increased $30.2 \%$ for the second quarter of 1994 over the same quarter in 1993.

Equipment expense increased $\$ 2,529,000$, or $26.5 \%$, for the first six months of 1994 over the same period in 1993, primarily as a result of higher depreciation and rental expense and maintenance service contracts in connection with the migration from a Unisys to IBM information technology platform and improvements in the delivery and processing systems. Equipment expense increased $25.8 \%$ for the second quarter of 1994 over the same quarter in 1993.

Excluding the loss of $\$ 1,409,000$ on the disposition of certain other real estate owned in the second quarter of 1994 and the write-off of $\$ 5,444,000$ for the undepreciated cost of certain structures on the Company's redevelopment block in the first quarter of 1993, other operating expenses increased $\$ 5,647,000$, or $17.6 \%$, for the first six months of 1994 over the same period in 1993. The acquisition of Pioneer accounts for $\$ 3,383,000$ of this increase. The remainder of the increase was due to higher utility, professional fees and outside services. Other operating expense increased $15.1 \%$ for the second quarter of 1994 over the same quarter in 1993.

INCOME TAXES
The Company's effective income tax rate (exclusive of the tax equivalent adjustment) for the six months and quarter ended June 30, 1994 was $35.1 \%$ and $35.0 \%$, respectively, as compared to $31.4 \%$ and $32.4 \%$, respectively, for the same periods in 1993. The increase in the Company's effective income tax rate was primarily due to (1) the increase in the corporate tax rate as a result of the Omnibus Budget Reconciliation Act of 1993; (2) declining income from tax-exempt earning assets, primarily municipal securities; and, (3) amortization of purchase accounting adjustments (goodwill and core deposit premium) which do not have the benefit of being deductible for income tax purposes.

Stockholders' equity was $\$ 620,331,000$ at June 30 , 1994, a $2.0 \%$ increase from $\$ 608,369,000$ at December 31, 1993. Average stockholders' equity represented $8.68 \%$ of average total assets for the second quarter of 1994 compared to 8.87\% in the same quarter last year. There was no significant change in the Company's liquidity position during the second quarter of 1994.

The following tables present the Company's regulatory capital position at June 30, 1994:

## RISK-BASED CAPITAL RATIOS



## LEVERAGE RATIO

Tier 1 Capital to average total assets
(Tier 1 Leverage Ratio)
Minimum leverage requirement(2)

Excess

Average total assets, net of goodwill
and certain intangible assets

AMOUNT
(dollars in thousands)

| $\$$ | 536,924 | $7.61 \%$ |
| :--- | ---: | :--- |
|  | 211,599 | 3.00 |
| ---------- |  |  |
|  |  |  |
| \$ | 325,325 | $4.61 \%$ |
| $========$ | $====$ |  |

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 Leverage Ratio of $3 \%$ is the minimum requirement for the most highly rated banking organizations which are not experiencing or anticipating significant growth. According to the Federal Reserve Board, other banking organizations will be expected to maintain capital at higher levels of at least an additional one to two percent.

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS
At the annual meeting of stockholders held on April 21, 1994, the stockholders voted on the following matters:
(a) Fix the total number of Directors at fifteen: for - 29,557, 246 (99.4\%), against - 98,821 (.3\%), abstained - 86,351 (.3\%) and unvoted - 7 (-\%).
(b) Election of five directors for a term of three years expiring in 1997, or until their successors are elected and qualified:

|  | Votes |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Name | For |  | Withheld |  |
| John W.A. Buyers | 29,621, 057 | (99.7\%) | 121,368 | (. 4\%) |
| John C. Couch | 29,646,696 | (99.7\%) | 95,729 | (.3\%) |
| David M. Haig | 29,645,996 | (99.7\%) | 96,429 | (.3\%) |
| Dr. Roderick F. McPhee | 29,609,839 | (99.6\%) | 132,586 | (.4\%) |
| Robert J. Pfeiffer | 29,618, 844 | (99.6\%) | 123,581 | (.4\%) |

There were no abstentions or unvoted shares.
(c) Election of Coopers \& Lybrand as the Auditor of the Company to serve for the ensuing year: for $-29,532,341$ (99.3\%), against - 83,734 (.3\%), abstained - 126,344 (.4\%) and unvoted - 6 (-\%).
(d) Approve amendment to the Certificate of Incorporation to increase the number of authorized shares of common stock, par value \$5 per share, from 66,500,000 to 100,000,000: for 27,502,065 (92.5\%), against - 2,140,364 (7.2\%), abstained 99,783 (.3\%) and unvoted - 213 (-\%)

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

Exhibit 3 Amended and Restated Certificate of Incorporation
Exhibit 12 Statement regarding computation of consolidated ratios of earnings to fixed charges.
(b) Reports on Form 8-K - No reports on Form 8-K were filed during the quarter ended June 30, 1994

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 9, 1994

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

EXHIBIT
NUMBER

## DESCRIPTION

Amended and Restated Certificate of Incorporation
Statement re: computation of ratios.

PAGE NUMBER IN QUARTERLY REPORT FORM 10-Q

CERTIFICATE OF INCORPORATION
OF
FIRST HAWAIIAN, INC.
AS AMENDED THROUGH MAY 10, 1994

First. The name of the corporation is "First Hawaiian, Inc."
Second. The address of the corporation's registered office in the State of Delaware is No. 100 West Tenth Street, in the City of Wilmington, County of New Castle. The name and address of its resident agent is The Corporation Trust Company, No. 100 West Tenth Street, Wilmington, Delaware.

Third. The purpose of the corporation is to engage in any lawful act or activity for which corporations may be organized under the General Corporation Law of Delaware.

Fourth. The total number of shares of stock which this corporation shall have authority to issue is One Hundred Million (100,000,000) shares of common stock having a par value of Five Dollars (\$5.00) per share.

Fifth. The name and mailing address of each incorporator is as
follows:

| Name | Address |
| :---: | :--- |
| John D. Bellinger | 165 South King Street <br> Honolulu, Hawaii 96813 |
| Hugh R. Pingree | 165 South King Street <br> G. Harry Hutaff |
|  | Honolulu, Hawaii 96813 |

Sixth. The powers of the incorporators shall terminate upon the filing of the Certificate of Incorporation. The names and mailing addresses of the persons who are to serve as directors of the corporation until the first annual meeting of shareholders or until their successors are elected and qualified are as follows:

Name
Address

John D. Bellinger
165 South King Street Honolulu, Hawaii 96813

Hugh R. Pingree
165 South King Street Honolulu, Hawaii 96813
G. Harry Hutaff

165 South King Street Honolulu, Hawaii 96813

There shall be a Board of Directors of the corporation consisting of not less than three (3) nor more than twenty-five (25) members. The members of the Board of Directors shall be elected or appointed at such times, in such manner, and for such terms as may be prescribed by the Bylaws, which may also provide for the filling of vacancies on the Board of Directors. All of the powers of the corporation, exercisable by authority of law or under this Certificate of Incorporation, or otherwise, shall be vested in and exercised by, or by the authority of, the Board of Directors, except as limited by law or the Certificate of Incorporation or the Bylaws of the corporation. The Board of Directors may, by resolution or otherwise, create, or the Bylaws may provide for, such committees of the Board of Directors as the Board shall see fit or the Bylaws shall provide for, and such committees shall have and may exercise any and all such powers as the Board of Directors, by resolution, or the Bylaws, may provide.

Seventh. The officers of the corporation shall be a President, one or more Vice Presidents (one or more of whom may be designated an Executive Vice President and one or more of whom may be designated a Senior Vice President), Treasurer, Secretary, and such other officers as may be authorized pursuant to the authority conferred by the Bylaws, all of whom shall be appointed by or by the authority of the Board of Directors and serve at its pleasure. There may be a Chairman of the Board of Directors who shall be appointed by the Board of Directors from its own members and who shall have such powers as may be prescribed by the Bylaws or, if and to the extent that the Bylaws shall not so prescribe, by the Board of Directors.

Eighth. The corporation is to have perpetual existence.
Ninth. Upon any increase in the authorized capital stock of the corporation, unless the resolution of the shareholders of the corporation authorizing said increase shall otherwise provide, the Board of Directors shall first offer the additional authorized stock pro rata to all shareholders of record at such price and on such terms as the Board of Directors may in each instance fix Any shares still remaining unsold thirty (30) days after said offer may then be sold to any person or persons, on the same terms or terms more favorable to the corporation, as the Board of Directors may determine. In the event of the issue of any additional stock of the corporation for the purposes of accomplishing the merger with, or of acquiring, any other corporation, bank or trust company, the directors may issue said stock without preferential subscription rights to such extent and on such terms as the Board of Directors may in each instance deem proper.

Tenth. Meetings of shareholders may be held within or without the State of Delaware, as the Bylaws may provide. The books of the corporation may be kept (subject to any provision contained in law) outside the State of Delaware at such place or places as may be designated from time to time by the Board of Directors or in the Bylaws of the corporation.

Eleventh. The Board of Directors shall have the authority to make, alter or repeal the Bylaws of the corporation.

Twelfth. No contract or other transaction between the corporation and any other person, firm, corporation, association or other organization, and no act of the corporation, shall in any way be affected or invalidated by the fact that any of the directors or officers of the corporation are parties to such contract, transaction or act or are pecuniarily or otherwise interested in the same or are directors or officers or members of any such other firm, corporation, association or other organization, provided that the interest of such director shall be disclosed or shall have been known to the Board of Directors authorizing or approving the same, or to a majority thereof. Any director of the corporation who is a party to such transaction, contract, or act or who is pecuniarily or otherwise interested in the same or is a director or officer or member of such other firm, corporation, association or other organization, may be counted in determining a quorum of any meeting of the Board of Directors which shall authorize or approve any such contract, transaction or act, and may vote thereon with like force and effect as if he were in no way interested therein. Neither any director nor any officer of the corporation, being so interested in any such contract, transaction or act of the corporation which shall be approved by the Board of Directors of the corporation, nor any such other person, firm, corporation, association or other organization in which such director may be a director, officer or member, shall be liable or accountable to the corporation, or to any shareholder thereof, solely by reason of being an interested person, for any loss incurred by the corporation pursuant to or by reason or such contract, transaction or act, or for any gain
received by any such other party pursuant thereto or by reason thereof.
Thirteenth. To the fullest extent permitted by the Delaware General
Corporation Law as it exists or may hereafter be amended, a director of this corporation shall not be liable to the corporation or its stockholders for monetary damages for breach of a fiduciary duty as a director.

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

|  | QUARTER ENDED JUNE 30, |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1994 |  | 1993 |  | 1994 |  | 1993 |
|  |  |  | (dolla |  | usands) |  |  |
| Income before income taxes and |  |  |  |  |  |  |  |
| cumulative effect of a change |  |  |  |  |  |  |  |
| in accounting principle | \$29, 233 |  | \$32, 717 |  | \$ 58, 138 |  | \$58, 419 |
| Fixed charges: (1) |  |  |  |  |  |  |  |
| Interest expense | 43,398 |  | 38,510 |  | 85,783 |  | 80,168 |
| Capitalized interest | 1,859 |  | -- |  | 3,748 |  | 1,092 |
| Rental expense | 1,156 |  | 605 |  | 2,240 |  | 1,218 |
|  | 46,413 |  | 39,115 |  | 91, 771 |  | 82,478 |
| Less interest on deposits | 29,899 |  | 31, 034 |  | 60, 035 |  | 66, 056 |
| Net fixed charges | 16,514 |  | 8, 081 |  | 31, 736 |  | 16,422 |
| Earnings, excluding |  |  |  |  |  |  |  |
| interest on deposits | \$45,747 |  | \$40,798 |  | \$ 89, 874 |  | \$ 74,841 |
| Earnings, including |  |  |  |  |  |  |  |
| interest on deposits | \$75,646 |  | \$71, 832 |  | \$149,909 |  | \$140, 897 |
| Ratio of earnings to |  |  |  |  |  |  |  |
| fixed charges: |  |  |  |  |  |  |  |
| Excluding interest on deposits | 2.77 | $X$ | 5.05 | X | 2.83 | $X$ | 4.56 |
| Including interest on deposits | 1.63 | X | 1.84 | X | 1.63 | X | 1.71 |

(1) For purposes of computing the above ratios, earnings represent income before income taxes and cumulative effect of a change in accounting principle 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.

