## 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, 1996
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.)

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

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

Yes X No
No ------

The number of shares outstanding of each of the issuer's classes of common stock as of July 29, 1996 was:
$\qquad$
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Item 1. Financial Statements
CONSOLIDATED BALANCE SHEETS (Unaudited)
First Hawaiian, Inc. and Subsidiaries

|  | $\begin{gathered} \text { JUNE 30, } \\ 1996 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 1995 \end{gathered}$ |  | June 30, 1995 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | thousands) |  |  |
| ASSETS |  |  |  |  |  |  |
| Interest-bearing deposits in other banks | \$ | 174,130 | \$ | 244,570 | \$ | 11,770 |
| Federal funds sold and securities purchased under agreements to resell |  | 201,840 |  | 169,803 |  | 180,000 |
| Investment securities: |  |  |  |  |  |  |
| Available-for-sale |  | 1,269, 854 |  | 1,175,293 |  | 156,560 |
| Held-to-maturity (fair value of \$1,186,636) |  | -- |  | -- |  | 1,186,214 |
| Loans: |  |  |  |  |  |  |
| Loans |  | 5,658,838 |  | 5,259,545 |  | 5,253,682 |
| Less allowance for loan losses |  | 84,531 |  | 78,733 |  | 61,200 |
| Net loans |  | 5,574,307 |  | 5,180, 812 |  | 5,192,482 |
| Total earning assets |  | 7,220,131 |  | 6,770,478 |  | 6,727, 026 |
| Cash and due from banks |  | 261,353 |  | 304,051 |  | 264,456 |
| Premises and equipment |  | 260,679 |  | 241,987 |  | 242,439 |
| Customers' acceptance liability |  | 712 |  | 1,995 |  | 1,701 |
| Core deposit premium |  | 35, 007 |  | 16,665 |  | 12,902 |
| Goodwill |  | 88,542 |  | 75,309 |  | 77,106 |
| Other assets |  | 181,438 |  | 154,024 |  | 145, 071 |
| TOTAL ASSETS | \$ | 8,047,862 | \$ | 7,564,509 | \$ | 7,470,701 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |
| Noninterest-bearing demand | \$ | 928,544 | \$ | 913,228 | \$ | 825,597 |
| Interest-bearing demand |  | 1,252,308 |  | 1,073,136 |  | 1,107,981 |
| Savings |  | 1,154, 894 |  | 1,147,997 |  | 1,119,705 |
| Time |  | 2,314,335 |  | 1,927, 011 |  | 1,714,216 |
| Foreign |  | 222,958 |  | 296,941 |  | 413,559 |
| Total deposits |  | 5,873, 039 |  | 5,358,313 |  | 5,181,058 |
| Short-term borrowings |  | 992,573 |  | 1,083,179 |  | 1,174,543 |
| Acceptances outstanding |  | 712 |  | 1,995 |  | 1,701 |
| Other liabilities |  | 239,159 |  | 232,733 |  | 224,014 |
| Long-term debt |  | 275,750 |  | 238,752 |  | 243,771 |
| TOTAL LIABILITIES |  | 7,381,233 |  | 6,914,972 |  | 6,825,087 |
| Stockholders' equity: |  |  |  |  |  |  |
| Preferred stock |  | -- |  | -- |  | -- |
| Common stock |  | 162,713 |  | 162,713 |  | 162,713 |
| Surplus |  | 133,933 |  | 133,925 |  | 133,927 |
| Retained earnings |  | 408,560 |  | 385,976 |  | 365,119 |
| Unrealized valuation adjustment |  | 202 |  | 5,489 |  | 329 |
| Treasury stock |  | $(38,779)$ |  | $(38,566)$ |  | $(16,474)$ |
| TOTAL STOCKHOLDERS' EQUITY |  | 666,629 |  | 649,537 |  | 645,614 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | \$ | 8,047,862 | \$ | 7,564,509 | \$ | 7,470,701 |

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

QUARTER ENDED JUNE 30,
SIX MONTHS ENDED JUNE 30,

## 19961995 <br> 1995

(in thousands, except shares and per share data)

INTEREST INCOME
Interest and fees on loans
Lease financing income
Interest on investment securities:
Taxable interest income
Exempt from Federal income taxes
Other interest income
Total interest income
INTEREST EXPENSE
Deposits
Short-term borrowings
Long-term debt
Total interest expense
Net interest income
Provision for loan losses
Net interest income after provision for loan losses

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

Total noninterest income
NONINTEREST EXPENSES
Salaries and wages
Employee benefits
Occupancy expense
Equipment expense
other
Total noninterest expenses
Income before income taxes
Income taxes
NET INCOME
PER SHARE DATA
NET INCOME
CASH DIVIDENDS
average shares outstanding

|  | 112,732 | \$ | 122,322 |
| :---: | :---: | :---: | :---: |
|  | 2,502 |  | 2,408 |
| \$ | 17,459 |  | 10,440 |
|  | 773 |  | 1,509 |
|  | 5,140 |  | 4,966 |
|  | 138,606 |  | 141,645 |


| 42,955 | 45,956 |
| :---: | :---: |
| 13,202 | 20,875 |
| 4,391 | 3,397 |
| 60,548 | 70,228 |
| 78,058 | 71,417 |
| 5,191 | 3,341 |

- | 72,867 |
| ---: |

68,076

-
-------
, 829
6,211
10, 081
------


\$ 222,984
5,339

34, 257
1,633
10,172
274, 385

| 85,004 | 88,105 |
| :---: | :---: |
| 27,036 | 41,388 |
| 8,267 | 6,576 |
| 120,307 | 136,069 |
| 154,078 | 144,170 |
| 8,513 | 6,681 |

145,565

| 12,326 |  | 11,978 |
| :---: | :---: | :---: |
| 12,197 |  | 12,180 |
| 19,898 |  | 16,764 |
| 27 |  | 1 |
| 6,930 |  | 3,760 |
| 51,378 |  | 44,683 |
| 49,141 |  | 46,084 |
| 17,956 |  | 12,846 |
| 12,817 |  | 12,925 |
| 11,122 |  | 12,209 |
| 44,316 |  | 39,616 |
| 135,352 |  | 123,680 |
| 61,591 |  | 58,492 |
| 20,644 |  | 20,854 |
| \$ 40,947 | \$ | 37,638 |
| \$ 1.32 | \$ | 1.18 |
| \$ . 59 | \$ | . 59 |
| 31,124,513 |  | 004,804 |

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

SIX MONTHS ENDED JUNE 30,


The Company purchased 31 branches in the Pacific Northwest. In conjunction with the acquisition, liabilities were assumed as follows:

| Fair value of assets acquired | $\$ 431,352$ |
| :--- | ---: |
| Cash received | 218,966 |
|  | $--\ldots-$ |
| Liabilities assumed | $\$ 650,318$ |
|  | $=======$ |

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

|  | QUARTER ENDED JUNE 30, |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1996 |  | 1995 |  | 1996 |  | 1995 |  |
|  | (in thousands) |  |  |  |  |  |  |  |
| BALANCE, BEGINNING OF PERIOD | \$ | 657, 229 | \$ | 637, 961 | \$ | 649,537 | \$ | 627,944 |
| Net income |  | 20,744 |  | 18,868 |  | 40, 947 |  | 37, 638 |
| Issuance (purchase) of treasury stock, net |  | 8 |  | $(2,311)$ |  | (213) |  | $(2,466)$ |
| Incentive plan for key executives |  | -- |  | - - |  | 8 |  | -- |
| Unrealized valuation adjustment |  | $(2,169)$ |  | 526 |  | $(5,287)$ |  | 1,362 |
| Cash dividends |  | $(9,183)$ |  | $(9,430)$ |  | $(18,363)$ |  | $(18,864)$ |
| BALANCE, END OF PERIOD | \$ | 666,629 | \$ | 645, 614 | \$ | 666, 629 | \$ | 645, 614 |

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

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

## 1. BASIS OF PRESENTATION

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

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

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

## 2. ACCOUNTING CHANGES

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

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

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

The following table summarizes impaired loan information as of June 30, 1996:
(in thousands)

Impaired loans
Impaired loans with related allowance for loan losses calculated under SFAS No. 114
\$ 74,233
\$ 55,132

Interest payments on impaired loans are applied to principal.

## 3. BUSINESS COMBINATION

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

# tem 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 1996 of $\$ 40,947,000$, an increase of $\$ 3,309,000$, or $8.8 \%$, over the first six months of 1995. For the second quarter of 1996, the consolidated net income of $\$ 20,744,000$ represented an increase of $9.9 \%$ over the same quarter in 1995. The improved operating results for the Company reflects the slow, but steady recovery of the Hawaii economy and a reduction in the Federal Deposit Insurance Corporation deposit insurance premium

On a per share basis, consolidated net income for the six months and quarter ended June 30, 1996 were $\$ 1.32$ and $\$ .67$, respectively, representing increases of $11.9 \%$ and $13.6 \%$, respectively, over the same periods in 1995. The proportionately greater increase in earnings per share was attributable to the fewer average number of shares outstanding in 1996 as compared to 1995, as a result of the Company's stock repurchase plan which authorized the total repurchase of up to 1.6 million shares (of which 1.1 million shares were repurchased as of June 30, 1996), or five percent of the Company's approximately 31 million shares outstanding.

On an annualized basis, the Company's return on average total assets for the first six months of 1996 was $1.10 \%$, an increase of $11.1 \%$ over the same period in 1995, and return on average stockholders' equity was $12.52 \%$, or an increase of $5.3 \%$, over the same period in 1995 . The increase in return on average total assets was primarily attributable to the increase in net income. The increase in return on average shareholders' equity was due to the increase in net income and the stock repurchase plan previously discussed.

## NET INTEREST INCOME

Net interest income, on a fully taxable equivalent basis, increased \$7,997,000, or $5.4 \%$, to $\$ 155,201,000$ for the first six months of 1996 from $\$ 147,204,000$ for the same period in 1995. Net interest income increased $\$ 5,732,000$, or $7.9 \%$, to $\$ 78,595,000$ for the second quarter of 1996 from $\$ 72,863,000$ for the same period in 1995. The increases in net interest income for the first six months and second quarter of 1996 over the same periods in 1995, were primarily due to increases in the net interest margin, partially offset by decreases in average earning assets.

The net interest margin was $4.59 \%$ for the first six months and second quarter of 1995, up 34 basis points (1\% equals 100 basis points) and 42 basis points, respectively, over the same periods in 1995. Both the yield on average earning assets and rate paid on funding sources decreased during the first six months and second quarter of 1996 as compared with the same periods in 1995 due to a lower interest rate environment. However, the 38 basis point decrease in the rate paid on funding sources outpaced the decrease in the yield on average earning assets of 4 basis points for the first six months of 1996 as compared to the same period in 1995, resulting in a favorable impact on the net interest margin. In addition, the increases in noninterest-bearing demand deposits during the first six months and second quarter of 1996 over the same periods in 1995 also contributed to the increase in the net interest margin. The disproportionate decrease in the rate paid on funding sources was attributable in part to the positive impact of interest rate swaps designed to minimize the effect on the net interest margin from declining interest rates. For the first six months of 1996, the net interest rate swap expense on deposit accounts decreased \$4,699,000 compared to the same period in 1995.

Average earning assets decreased by $\$ 173,526,000$, or $2.5 \%$, and $\$ 127,168,000$, or $1.8 \%$, for the first six months and second quarter of 1996, respectively, as compared to the same periods in 1995. In addition, in the second quarter of 1995, the Company securitized approximately $\$ 490,000,000$ of adjustable rate mortgage loans with the Federal National Mortgage Association ("FNMA") in an effort to increase its funding capacity and liquidity. The securities backed by these loans are held by the Company and were reclassified to the investment securities portfolio. Excluding the aforementioned Pacific Northwest acquisition and loan securitization, the investment securities portfolio reflected decreases of $\$ 329,780,000$, or $32.6 \%$, and $\$ 264,459,000$ or $28.1 \%$, for the first six months and second quarter of 1996, respectively, compared to the same periods in 1995. The investment securities portfolio was allowed to run-off as securities matured since the securitized loans provided the necessary collateral for public deposits and reverse repurchase agreements. In addition, the increases in the overall yield on the investment securities portfolio, compared to the first six months and second quarter of 1995, were primarily attributable to the
upward repricing of the securitized adjustable rate mortgage loans as a result of the increases in prevailing interest rates during the second half of 1995.

Excluding the effect of the Pacific Northwest acquisition and loan
securitization, average loans for the first six months and second quarter of 1996 reflected slight decreases of $.5 \%$ and $1.7 \%$, respectively, compared to the same periods in 1995. The Company continues its efforts to diversify the loan portfolio, both geographically and by industry. Also, the mix of average earning assets continues to change (excluding the effect of the Pacific Northwest acquisition and loan securitization), with higher-yielding average loans representing $84.3 \%$ of average earning assets for the first six months and second quarter of 1996, as compared to $81.4 \%$ and $81.8 \%$, respectively, for the same periods in 1995.

Average interest-bearing deposits and liabilities decreased by $\$ 226,820,000$, or $3.8 \%$, and $\$ 189,662,000$, or $3.2 \%$, for the first six months and second quarter of 1996, respectively, compared to the same periods in 1995. These decreases were due primarily to the repayment of short-term borrowings from proceeds received from the run-off of the investment securities portfolio. These decreases were offset by increases in average deposits resulting primarily from the previously mentioned Pacific Northwest acquisition and deposits acquired from a depository financial services loan company in the fourth quarter of 1995. In addition, the Company issued $\$ 50$ million of long-term subordinated debt during the second quarter of 1996 to fund the Pacific Northwest acquisition.

As a result of depositors seeking higher yields, the mix of average interest-bearing deposits and liabilities changed with higher-yielding average time deposits representing $48.4 \%$ and $49.0 \%$ of average interest-bearing deposits and liabilities for the first six months and second quarter of 1996, respectively, as compared to $44.8 \%$ and $46.5 \%$, respectively, for the same periods in 1995.

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

|  |  |  | ARTER EN | JUNE 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1996 |  |  | 1995 |  |
|  |  | INTEREST |  |  | Interest |  |
|  | AVERAGE | INCOME/ | YIELD/ | Average | Income/ | Yield/ |
| ASSETS | BALANCE | EXPENSE | RATE (1) | Balance | Expense | Rate (1) |
|  |  |  | dollars | thousands) |  |  |


| Earning assets: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-bearing deposits in other banks | \$ 200,787 | \$ 2,755 | 5.52\% | \$ 17,686 | \$ 264 | 5.97\% |
| Federal funds sold and securities purchased under agreements to resell | 173,394 | 2,385 | 5.53 | 312, 632 | 4,701 | 6.03 |
| Investment securities | 1,157,550 | 18,633 | 6.47 | 953,268 | 13,234 | 5.57 |
| Loans (2), (3) | 5,352,206 | 115,369 | 8.67 | 5,727,519 | 124,892 | 8.77 |
| Total earning assets | 6,883,937 | 139,142 | 8.13 | 7,011,105 | 143,091 | 8.19 |
| Nonearning assets | 672,224 |  |  | 671,145 |  |  |
| Total assets | \$7,556,161 |  |  | \$7,682, 250 |  |  |


|  | SIX MONTHS ENDED JUNE 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1996 |  |  | 1995 |  |  |
|  | 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
Federal funds sold and
\$ 204, 168
\$ 5,653
5.57\%
\$
14,093
\$
41
5.97\%

## securities purchased under agreements to resell

| 164,399 | 4,519 | 5.53 | 272,244 | 7,881 | 5.84 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1,145,829 | 36,736 | 6.45 | 1,016,748 | 27,675 | 5.49 |
| 5,292,443 | 228,600 | 8.69 | 5,677,280 | 247,299 | 8.78 |
| 6,806,839 | 275,508 | 8.14 | 6,980,365 | 283,273 | 8.18 |
| 645,151 |  |  | 660,625 |  |  |
| \$7,451,990 |  |  | \$7,640,990 |  |  |

(1) Annualized.
(2) Nonaccruing loans have been included in the computations of average loan balances.
(3) Interest income for loans included loan fees of $\$ 6,183$ and $\$ 11,801$ for the quarter and six months ended June 30, 1996, respectively, and \$6,091 and $\$ 12,006$ for the quarter and six months ended June 30, 1995, respectively.


## Net interest income

\$ 154, 078
\$ 144, 173
=========
========

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

|  | June 30,1996 |  | $\begin{gathered} \text { December 31, } \\ 1995 \end{gathered}$ |  | June 30,$1995$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | thousands) |  |  |
| Amortized cost | \$ | 1,269,525 | \$ | 1,166,178 | \$ | 156,015 |
| Unrealized gains |  | 4,098 |  | 9,920 |  | 696 |
| Unrealized losses |  | $(3,769)$ |  | (805) |  | (151) |
| Fair value | \$ | 1,269,854 | \$ | 1,175,293 | \$ | 156,560 |

Book and fair values of held-to-maturity investment securities at June 30 , 1995, were as follows:


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

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

|  | 1996 |  | 1995 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (in thousands) |  |  |  |
| Realized gains | \$ | 37 | \$ | 4 |
| Realized losses |  | (10) |  | (3) |
| Securities gains, net | \$ | 27 | \$ | 1 |

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, 1996, December 31, 1995 and June 30, 1995:

|  | JUNE 30, 1996 |  | December 31, 1995 |  | June 30, 1995 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AMOUNT | \% | Amount | \% | Amount | \% |
|  |  |  | (dollars in | thousands) |  |  |
| Commercial, financial and agricultural | \$1,375,920 | 24.3\% | \$1,315,736 | 25.0 \% | \$1,439, 730 | 27.4\% |
| Real estate: |  |  |  |  |  |  |
| Commercial | 1,162,909 | 20.5 | 996,715 | 18.9 | 952,797 | 18.1 |
| Construction | 211,842 | 3.7 | 256,943 | 4.9 | 283,310 | 5.4 |
| Residential: |  |  |  |  |  |  |
| Insured, guaranteed or conventional | 1,418,345 | 25.1 | 1,334, 063 | 25.4 | 1,286,529 | 24.5 |
| Home equity credit lines | - 416,875 | 7.4 | 432,229 | 8.2 | 393,080 | 7.5 |
| Total real estate loans | 3,209,971 | 56.7 | 3,019,950 | 57.4 | 2,915,716 | 55.5 |
| Consumer | 593,316 | 10.5 | 473,909 | 9.0 | 475,367 | 9.0 |
| Lease financing | 232,614 | 4.1 | 241, 721 | 4.6 | 225,836 | 4.3 |
| Foreign | 247,017 | 4.4 | 208,229 | 4.0 | 197,033 | 3.8 |
| Total loans | 5,658,838 | 100. $0 \%$ | 5,259,545 | 100.0 \% | 5,253,682 | 100.0\% |
| Less allowance for loan losses | 84,531 |  | 78,733 |  | 61,200 |  |
| Total net loans | \$5,574, 307 |  | \$5,180, 812 |  | \$5,192,482 |  |

The loan portfolio is the largest component of earning assets and accounts for the greatest portion of total interest income. At June 30, 1996, total loans were $\$ 5,658,838,000$, an increase of $7.6 \%$ from December 31, 1995. This increase was due to the Pacific Northwest acquisition. Excluding the impact of the Pacific Northwest acquisition, total loans would have reflected a slight decrease as compared to June 30, 1995 and December 31, 1995.

Total loans at June 30, 1996, represented $70.3 \%$ of total assets, $78.4 \%$ of total earning assets and $96.4 \%$ of total deposits compared to $69.5 \%$ of total assets, $77.7 \%$ of total earning assets and $98.2 \%$ of total deposits at December 31, 1995 and $70.3 \%$ of total assets, $78.1 \%$ of total earning assets and $101.4 \%$ of total deposits at June 30, 1995.

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, 1996, commercial real estate loans totalled $\$ 1,162,909,000$, or $20.5 \%$, of total loans. The Company has selectively participated as a lender on commercial properties on the mainland United States, principally on the west coast. Such loans totalled $\$ 59,817,000$ at June 30, 1996, an increase of $2.4 \%$ from December 31, 1995. At June 30, 1996, the largest concentration of commercial real estate loans to a single borrower was $\$ 34,524,000$.

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

|  | $\begin{gathered} \text { June } 30, \\ 1996 \end{gathered}$ |  | $\begin{gathered} \text { December } 31, \\ 1995 \end{gathered}$ |  |  | $\begin{gathered} \text { June 30, } \\ 1995 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (dollars in thousands) |  |  |  |  |  |
| Nonperforming loans: |  |  |  |  |  |  |
| Commercial, financial and agricultural | \$ | 19,573 | \$ | 16,229 | \$ | 19,581 |
| Real estate: |  |  |  |  |  |  |
| Commercial |  | 23,578 |  | 40,664 |  | 39,249 |
| Construction |  | 7,444 |  | 9,697 |  | 2,260 |
| Residential: |  |  |  |  |  |  |
| Insured, guaranteed, or conventional |  | $10,241$ |  | $12,238$ |  | $7,716$ |
| Home equity credit lines |  | $173$ |  | $496$ |  | $470$ |
| Total real estate loans |  | 41,436 |  | 63, 095 |  | 49,695 |
| Consumer |  | 357 |  | 390 |  | 893 |
| Lease financing |  | 21 |  | 19 |  | 318 |
| Total nonaccrual loans |  | 61,387 |  | 79,733 |  | 70,487 |
| Renegotiated: |  |  |  |  |  |  |
| Commercial, financial and agricultural |  | 617 |  | 682 |  | -- |
| Real estate - commercial |  | 2,500 |  | 2,500 |  | 2,500 |
| Total nonperforming loans |  | 64,504 |  | 82,915 |  | 72,987 |
| Other real estate owned |  | 14,720 |  | 9,312 |  | 9,711 |
| Total nonperforming assets | \$ | 79,224 | \$ | 92,227 | \$ | 82,698 |
| Loans past due 90 days or more |  |  |  |  |  |  |
| and still accruing interest | \$ | 24,875 | \$ | 28,790 | \$ | 34,929 |
| Nonperforming assets to total loans and other real estate owned (end of period): |  |  |  |  |  |  |
| Excluding 90 days past due accruing loans |  | 1.40\% |  | 1.75\% |  | 1.57\% |
| Including 90 days past due accruing loans |  | 1.83\% |  | $2.30 \%$ |  | 2.23\% |
| Nonperforming assets to total assets |  |  |  |  |  |  |
| Excluding 90 days past due accruing loans |  | . $98 \%$ |  | 1. $22 \%$ |  | 1.11\% |
| Including 90 days past due accruing loans |  | 1.29\% |  | 1.60\% |  | 1.57\% |

Nonperforming assets decreased from \$92,227,000 at December 31, 1995 to $\$ 79,224,000$ at June 30, 1996.

The decrease in the nonaccrual real estate - commercial category and corresponding increase in the other real estate owned category were primarily due to the foreclosure of two real estate - commercial loans with carrying values totalling $\$ 7,295,000$. The increase in other real estate owned was partially offset by the sale of a property with a carrying value of $\$ 4,167,000$. In addition, paydowns on two nonaccrual real estate - commercial loans totalling \$14,553,000 contributed to the decrease in nonperforming assets These decreases were partially offset by the addition of a real estate commercial loan totalling \$6,050,000.

Loans past due 90 days or more and still accruing interest totalled \$24,875,000 at June 30, 1996, a decrease of $13.6 \%$ from December 31, 1995. The decrease was primarily due to various loans totalling $\$ 7,687,000$ which were placed on nonaccrual status and two real estate - residential loans and one real estate commercial loan totalling $\$ 3,656,000$ which were either paid current or in full at June 30, 1996. These decreases were partially offset by the addition of various loans, principally real estate - commercial loans, totalling $\$ 9,424,000$. All of the loans which are past due 90 days or more and still accruing interest are in management's judgment adequately collateralized and in the process of collection.

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

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

|  | QUARTER ENDED JUNE 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1996 |  |  | 1995 |  |  |
|  | AVERAGE BALANCE |  | AVERAGE RATE (1) | AVERAGE BALANCE |  | AVERAGE <br> RATE (1) |
|  | (dollars in thousands) |  |  |  |  |  |
| Interest-bearing demand | \$ | 1,172,203 | 2.71\% | \$ | 1,143,182 | 2.70\% |
| Savings |  | 1,149,066 | 2.08 |  | 1,220,087 | 3.11 |
| Time |  | 2,228,043 | 5.25 |  | 2,053,786 | 5.63 |
| Total interest-bearing deposits |  | 4,549,312 | 3.80 |  | 4,417, 055 | 4.18 |
| Noninterest-bearing demand |  | 872,528 | - |  | 826,791 | - |
| Total deposits | \$ | 5,421,840 | 3.19\% | \$ | 5,243,846 | 3.52\% |



Average interest-bearing deposits increased $\$ 99,742,000$, or $2.3 \%$, and
$\$ 132,257,000$, or $3.0 \%$, over the first six months and second quarter of 1995.
The increase in average interest-bearing deposits was due to the Pacific
Northwest acquisition, the purchase of deposits from a depository financial services loan company in the fourth quarter of 1995 and various deposit product programs initiated by the Company in the latter part of 1995 and 1996 . With the acquisitions and assumption of deposits and depositors seeking higher yields through the aforementioned deposit product programs, the mix of average interest-bearing deposits changed, with higher yielding average time certificate of deposits representing $48.4 \%$ and $49.0 \%$ of average interest-bearing deposits in the first six months and second quarter of 1996 respectively, as compared to $44.8 \%$ and $46.5 \%$ in the same periods in 1995.
(1) Annualized.

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

(1) Annualized.

For the first six months of 1996, the provision for loan losses was $\$ 8,513,000$, an increase of $\$ 1,832,000$, or $27.4 \%$, over the same period in 1995. The provision for loan losses was $\$ 5,191,000$ for the second quarter of 1996, an increase of $\$ 1,850,000$, or $55.4 \%$, over the same period in 1995. The increase in the provision for loan losses for the first six months and second quarter of 1996 is consistent with the increase in net charge-offs for the same periods.

Net charge-offs for the first six months of 1996 were $\$ 8,915,000$, an increase of $\$ 2,184,000$, or $32.4 \%$, over the same period in 1995. Net charge-offs for the second quarter of 1996 were $\$ 6,445,000$ compared to $\$ 3,377,000$ for the same period a year ago. The increases were primarily due to increased charge-offs in all categories of consumer loans which include direct loans, indirect dealer loans, and credit cards.

The allowance for loan losses increased to $131 \%$ of nonperforming loans at June 30, 1996 (excluding 90 days past due accruing loans) from $95 \%$ at December 31, 1995, reflecting the decrease in nonperforming loans and increase in the allowance for loan losses in the first six months of 1996.

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

## NONINTEREST INCOME

Noninterest income of Pacific One Bank is included in the Company's results of operations since May 31, 1996.

Exclusive of securities transactions, noninterest income totalled \$51,351,000 and $\$ 27,403,000$ for the first six months and second quarter of 1996, respectively, an increase of $14.9 \%$ and $26.3 \%$, respectively, over the same periods in 1995.

Trust and Investment Division income increased \$348,000, or 2.9\%, and \$205,000, or $3.6 \%$, for the first six months and second quarter of 1996, respectively, over the same periods in 1995.

Service charges on deposit accounts for the first six months of 1996 increased slightly over the same period in the prior year, and increased \$337,000, or $5.7 \%$, in the second quarter of 1996 over the same period a year ago.

Other service charges and fees increased $\$ 3,134,000$, or $18.7 \%$, and $\$ 1,571,000$, or $18.5 \%$, for the first six months and second quarter of 1996, respectively, over the same periods in 1995. These increases were primarily the result of higher merchant discount and mortgage brokerage fees and income earned from annuity and mutual fund sales.

Other noninterest income increased $\$ 3,170,000$, or $84.3 \%$, and $\$ 3,590,000$, or $212.2 \%$, for the first six months and second quarter of 1996, respectively, over the same periods in 1995. These increases were attributable to a gain on sale of other real estate owned of $\$ 3,029,000$ in the second quarter of 1996.

Noninterest expenses of Pacific One Bank are included in the Company's results of operations since May 31, 1996.

Noninterest expenses totalled $\$ 135,352,000$ for the first six months of 1996 , an increase of $9.4 \%$ over the first six months of 1995. Noninterest expenses totalled $\$ 67,946,000$ for the second quarter of 1996 , an increase of $\$ 7,611,000$, or $12.6 \%$, over the same period a year ago.

Total personnel expenses (salaries and wages and employee benefits) increased $\$ 8,167,000$ and $\$ 5,256,000$, or $13.9 \%$ and $18.5 \%$, for the first six months and second quarter of 1996, respectively, over the same periods in 1995. The increase was primarily due to an increase in costs associated with the curtailment of a noncontributory pension plan in the fourth quarter of 1995, which was replaced with a 401(k) match and money purchase plan effective January 1, 1996. Also, higher salaries and wages reflecting normal merit increases in 1996 and lower expenses related to various employee benefit and incentive accounts in 1995 contributed to the increases.

Occupancy expense for the first six months and second quarter of 1996 decreased $\$ 108,000$, or $.8 \%$, and $\$ 127,000$, or $2.0 \%$, respectively, compared to the same periods in 1995.

Equipment expense decreased $\$ 1,087,000$, or $8.9 \%$, for the first six months of 1996 compared to the same period in 1995, as a result of lower depreciation on furniture and equipment and service contract expenses in 1996. For the second quarter, equipment expense decreased $\$ 182,000$, or $3.1 \%$, compared to the same period in 1995.

Exclusive of a pre-tax loss of $\$ 1,925,000$ (after-tax gain of $\$ 399,000$ due to a net tax benefit of \$2,344,000 resulting from the reversal of the related tax liabilities) recognized on the sale of a certain leveraged lease in the first quarter of 1996, other noninterest expenses for the first six months and second quarter increased $\$ 2,775,000$, or $7.0 \%$, and $\$ 2,664,000$, or $13.6 \%$, respectively over the same periods in 1995. These increases were primarily due to higher interchange settlement fees, outside services, legal fees (primarily related to foreclosed property) and nonrecurring losses in connection with a certain credit card fraud. These increases were partially offset by: (1) a decrease in the Federal Deposit Insurance Corporation deposit insurance assessment rate from 23 cents to zero per $\$ 100$ of insured deposits; and (2) the write-off of the residual values of $\$ 620,000$ related to the early termination of certain leveraged leases in June 1995.

The Company's effective income tax rate (exclusive of the tax equivalent adjustment) for the first six months and second quarter of 1996 was $33.5 \%$ and $35.8 \%$, respectively, as compared to $35.7 \%$ and $35.9 \%$, respectively, for the same periods in 1995. The decrease in the effective income tax rate for the six month period ended June 30, 1996, was primarily due to the reversal of deferred tax liabilities (reflecting a change in the State tax laws) related to the aforementioned leveraged lease sale.

LIQUIDITY AND CAPITAL
Stockholders' equity was \$666,629,000 at June 30, 1996, a $2.6 \%$ increase from $\$ 649,537,000$ at December 31, 1995. Average stockholders' equity represented $8.8 \%$ of average total assets for the second quarter of 1996 compared to $8.4 \%$ in the same quarter last year. There was no significant change in the Company's liquidity position during the second quarter of 1996.

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

RISK-BASED CAPITAL RATIOS


## LEVERAGE RATIO

| AMOUNT | RATIO |
| :---: | :---: |

(dollars in thousands)

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

Excess


Average quarterly total assets (net of certain intangibles)
(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 18, 1996, the stockholders voted on the following matters:
(a) Fix the total number of Directors at fifteen: for 29,067,239 (99.1\%), against - 114,013 (.4\%), abstained 157,738 (.5\%) and unvoted - 10,007 (-\%).
(b) Election of five directors for a term of three years expiring in 1999, or until their successors are elected and qualified:

|  | Votes |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Name | For |  | Withheld |  |
| Walter A. Dods, Jr. | 29,229, 039 | (99.6\%) | 119,954 | (.4\%) |
| Paul Mullin Ganley | 29,224,790 | (99.6\%) | 124,203 | (.4\%) |
| Dr. Richard T. Mamiya | 29,229,918 | (99.6\%) | 119, 073 | (.4\%) |
| Dr. Fujio Matsuda | 29, 227,731 | (99.6\%) | 121, 261 | (.4\%) |
| George P. Shea, Jr. | 29,229,524 | (99.6\%) | 119,469 | (.4\%) |
| There were no abstentions or unvoted shares. |  |  |  |  |
| Amendment to the Corporation's Certificate of Incorporation to |  |  |  |  |
| increase the number of shares of authorized stock by |  |  |  |  |
| authorizing 50,000,000 shares of a new class of preferred |  |  |  |  |
| stock, par value $\$ 5.00$ per share: for - 24,850,183 (84.7\%), against - 4,498,814 (15.3\%). |  |  |  |  |
| Election of Coopers \& Lybrand as the Auditor of the Company to |  |  |  |  |
| serve for the ensuing year: for - 29,155,971 (99.3\%), against |  |  |  |  |
| - 49,272 (.2\%), abstained - 143,744 (.5\%) and unvoted - 10 |  |  |  |  |

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, 1996.

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

FIRST HAWAIIAN, INC.
(Registrant)
Date August 12, 1996 By
$\qquad$
/s/ HOWARD H. KARR
HOWARD H. KARR
EXECUTIVE VICE PRESIDENT AND TREASURER (PRINCIPAL FINANCIAL OFFICER)

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

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

| QUARTER ENDED JUNE 30, |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 996 |  | 1995 |  | 1996 |  | 1995 |
|  |  |  | (dolla | u | ands) |  |  |
| \$ | 32,331 | \$ | 29,441 | \$ | 61,591 | \$ | 58,492 |
|  | 60,548 |  | 70,228 |  | 120,307 |  | 136,069 |
|  | 1,174 |  | 1,295 |  | 2,376 |  | 2,506 |
|  | 61,722 |  | 71,523 |  | 122,683 |  | 138,575 |
|  | 42,955 |  | 45,956 |  | 85,004 |  | 88,105 |
|  | 18,767 |  | 25,567 |  | 37,679 |  | 50,470 |
| \$ | 51,098 | \$ | 55,008 | \$ | 99,270 | \$ | 108,962 |
| \$ | 94,053 | \$ | 100,964 | \$ | 184,274 |  | 197,067 |

Fixed charges: (1)
Interest expense
Rental expense

Less interest on deposit

Net fixed charges

Earnings, excluding interest on deposits

Earnings, including interest on deposits
=========
==========
Ratio of earnings to
fixed charges:

| Excluding interest on deposits | 2.72 X | 2.15 x | 2.63 X |
| :--- | :--- | :--- | :--- |
| Including interest on deposits | 1.52 X | $1.41 x$ | 1.50 X |

(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.

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    6-MOS
        DEC-31-1996
        JAN-01-1996
            JUN-30-1996
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        174,130
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120,307
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40,947
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1.32
8.14
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78,733
10,560 1,645
84,531
35, 205
1,175
48,151
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