## UNITED STATES

SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D. C. 20549

FORM 10-Q
(Mark One)
[ X ] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended September 30, 1997
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period from $\qquad$ to $\qquad$ Commission file number 0-7949

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

## DELAWARE

(State of incorporation)

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

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

No

The number of shares outstanding of each of the issuer's classes of common stock as of October 31, 1997 was:
Class
Outstanding
31,840,778 Shares
Item 1. Financial Statements (Unaudited) PageConsolidated Balance Sheets at September 30, 1997, December 31, 1996and September 30, 19962
Consolidated Statements of Income for the quarter and nine months ended September 30, 1997 and 1996 ..... 3Consolidated Statements of Cash Flows for the nine months endedSeptember 30, 1997 and 19964
Consolidated Statements of Changes in Stockholders' Equity for the quarter and nine months ended September 30, 1997 and 1996 ..... 5Notes to Consolidated Financial Statements5-6
Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations ..... 7-19
PART II. OTHER INFORMATION
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


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

CONSOLIDATED STATEMENTS OF INCOME (Unaudited) First Hawaiian, Inc. and Subsidiaries

|  | QUARTER ENDED SEPTEMBER 30, |  |  |  | NINE MONTHS ENDED SEPTEMBER 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1997 |  | 1996 |  | 1997 |  | 1996 |  |
|  | (in thousands, except shares and per share data) |  |  |  |  |  |  |  |
| INTEREST INCOME |  |  |  |  |  |  |  |  |
| Interest and fees on loans | \$ | 126,770 | \$ | 122, 218 | \$ | 375, 023 | \$ | 345,202 |
| Lease financing income |  | 5,234 |  | 2,600 |  | 12,931 |  | 7,939 |
| Interest on investment securities: |  |  |  |  |  |  |  |  |
| Taxable interest income |  | 13,369 |  | 19,493 |  | 46,775 |  | 53,750 |
| Exempt from Federal income taxes |  | 132 |  | 706 |  | 554 |  | 2,339 |
| Other interest income |  | 3,927 |  | 4,996 |  | 8,997 |  | 15,168 |
| Total interest income |  | 149,432 |  | 150, 013 |  | 444, 280 |  | 424, 398 |
| INTEREST EXPENSE |  |  |  |  |  |  |  |  |
| Deposits |  | 50,292 |  | 48,798 |  | 146,105 |  | 133,802 |
| Short-term borrowings |  | 9,118 |  | 13, 090 |  | 32,522 |  | 40,126 |
| Long-term debt |  | 5,440 |  | 4,491 |  | 12,900 |  | 12,758 |
| Total interest expense |  | 64,850 |  | 66,379 |  | 191, 527 |  | 186,686 |
| Net interest income |  | 84,582 |  | 83,634 |  | 252,753 |  | 237,712 |
| Provision for loan losses |  | 3,817 |  | 4,649 |  | 11,830 |  | 13,162 |
| Net interest income after provision for |  |  |  |  |  |  |  |  |
| NONINTEREST INCOME |  |  |  |  |  |  |  |  |
| Trust and investment services income |  | 6,294 |  | 6,036 |  | 19,192 |  | 18,362 |
| Service charges on deposit accounts |  | 7,348 |  | 6,965 |  | 21,366 |  | 19,162 |
| Other service charges and fees |  | 12, 255 |  | 10,322 |  | 34,926 |  | 30, 220 |
| Securities gains, net |  | 68 |  | 9 |  | 287 |  | 36 |
| Other |  | 2, 042 |  | 2,446 |  | 10,280 |  | 9,376 |
| Total noninterest income |  | 28,007 |  | 25,778 |  | 86,051 |  | 77,156 |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |
| Salaries and wages |  | 28,246 |  | 27,358 |  | 85,481 |  | 76,499 |
| Employee benefits |  | 8,723 |  | 8, 078 |  | 26,454 |  | 26, 034 |
| Occupancy expense |  | 9,141 |  | 7,044 |  | 29, 282 |  | 19, 861 |
| Equipment expense |  | 5,898 |  | 5,653 |  | 18,468 |  | 16,775 |
| Other |  | 24, 212 |  | 27,243 |  | 72, 239 |  | 71,559 |
| Total noninterest expense |  | 76,220 |  | 75,376 |  | 231, 924 |  | 210,728 |
| Income before income taxes |  | 32,552 |  | 29,387 |  | 95, 050 |  | 90,978 |
| Income taxes |  | 11,201 |  | 10,386 |  | 30,918 |  | 31, 030 |
| NET INCOME | \$ | 21,351 | \$ | 19,001 | \$ | 64, 132 | \$ | 59,948 |
| PER SHARE DATA |  |  |  |  |  |  |  |  |
| NET INCOME | \$ | . 67 | \$ | . 60 | \$ | 2.02 | \$ | 1.92 |
| CASH DIVIDENDS | \$ | . 31 | \$ | . 295 | \$ | . 93 | \$ | . 885 |
| AVERAGE SHARES OUTSTANDING |  | 826,803 |  | 564, 554 |  | 797,540 |  | 272, 264 |

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
Increase (decrease) in interest payable
Decrease (increase) in prepaid expenses
Other

Net cash provided by operating activities

Cash flows from investing activities:
Net decrease (increase) 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 increase in loans to customers
Net cash provided by Pacific Northwest Acquisitions
Purchase of bank owned life insurance on certain officers
Capital expenditures
Other
Net cash provided by investing activities
Cash flows from financing activities:
Net increase (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

NINE MONTHS ENDED SEPTEMBER 30

| 1997 | 1996 |
| ---: | ---: |
| $($ in thousands $)$ |  |


| \$ 333,511 | \$ 304, 051 |
| :---: | :---: |
| 64,132 | 59,948 |
| 11,830 | 13,162 |
| 23, 269 | 23,327 |
| 12,867 | 21,296 |
| 4,779 | (2, 029) |
| 3,818 | $(4,339)$ |
| 1,685 | $(7,026)$ |
| 21,564 | $(5,363)$ |
| 143,944 | 98,976 |


| $(113,600)$ | 70,440 |
| :---: | :---: |
| $(8,592)$ | 35,336 |
| $(137,008)$ | (510, 420) |
| 280,416 | 19,998 |
| 295, 672 | 424,301 |
| $(243,523)$ | $(85,371)$ |
| -- | 218,966 |
| (30, 000) | -- |
| $(14,593)$ | $(10,089)$ |
| $(6,908)$ | 7,854 |
| 21,864 | 171, 015 |
| 20,581 | $(89,191)$ |
| $(295,319)$ | $(186,262)$ |
| 192,705 | 53,000 |
| $(59,706)$ | $(3,008)$ |
| $(29,578)$ | $(27,737)$ |
| 1,550 | (205) |
| $(169,767)$ | $(253,403)$ |
| \$ 329,552 | \$ 320,639 |



In connection with the Pacific Northwest Acquisitions, the following liabilities were assumed:

Fair value of assets acquired
Cash received
Issuance of common stock
Liabilities assumed

| \$ |  | \$ | 552,582 |
| :---: | :---: | :---: | :---: |
|  | -- |  | 218,966 |
|  | -- |  | $(17,525)$ |
| \$ | -- | \$ | 754, 023 |

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

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

BALANCE, BEGINNING OF PERIOD
Net income
Issuance of common stock
Issuance (purchase) of treasury stock, net
Cash dividends
Unrealized valuation adjustment
Incentive plan for key executives
BALANCE, END OF PERIOD
QUARTER ENDED SEPTEMBER 30, NINE MONTHS ENDED SEPTEMBER 30,

QUARTER ENDED SEPTEMBER 30, NINE MONTHS ENDED SEPTEMBER 30,

1997
(in thousands)

| \$ | 728,851 | \$ | 666,629 | \$ | 705,884 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 21,351 |  | 19, 001 |  | 64,132 |
|  | -- |  | 17,525 |  | -- |
|  | 637 |  | -- |  | 1,477 |
|  | $(9,875)$ |  | $(9,374)$ |  | $(29,578)$ |
|  | 316 |  | 404 |  | (708) |
|  | -- |  | -- |  | 73 |
| \$ | 741, 280 | \$ | 694, 185 | \$ | 741,280 |

1996
\$ 649,537
59, 948
17,525
(213)
$(27,737)$
$(4,883)$
\$ 694,185
=========

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. and its wholly-owned subsidiary; 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: (1) 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 September 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 those 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." The nondeferred provisions specify the criteria for recognizing and measuring 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 September 30, 1997. SFAS No. 127 defers the effective date of certain provisions of SFAS No. 125 until January 1, 1998. The provisions of SFAS No. 125 that the Company has not yet adopted (in accordance with SFAS No. 127) will not have a significant effect on the Company's consolidated financial statements.

In February 1997, the Financial Accounting Standards Board (the "FASB") issued SFAS No. 128, "Earnings Per Share," and SFAS No. 129, "Disclosure of Information About Capital Structure," both of which improve 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," which establishes the standards for reporting and displaying comprehensive income, and SFAS No. 131, "Disclosures about Segments of
an Enterprise and Related Information," which establishes standards for identifying operating segments and disclosing certain information relating to such segments. SFAS Nos. 130 and 131 are both effective for fiscal periods beginning after December 15, 1997. None of the statements discussed in this paragraph is expected to have a significant impact on the Company's current disclosures.

## 3. IMPAIRED LOANS

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

Impaired loans
Impaired loans with related allowance for loan losses calculated under SFAS No. 114
Total allowance for impaired loans
Average impaired loans
Interest income recorded during the period
\$89, 544
\$38, 503
\$10, 613
$\$ 96,084$
$\$ 874$
\$128, 446
\$ 35,517
\$ 9,690
\$ 87,289

| \$ |
| :--- |
| \$ |

\$ 68,040
\$ 51, 402
\$ 15, 653
\$101, 004

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 reduce the outstanding principal amounts of such loans.

## 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 (the remaining branches are now operated as branches of First Hawaiian Bank).

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 Company's 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 Company's 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 acquisitions discussed in the immediately preceding two paragraphs will be collectively referred to as the "Pacific Northwest Acquisitions."

## 5. FIRST HAWAIIAN CAPITAL I

On June 23, 1997, the Company formed First Hawaiian Capital I, a wholly-owned Delaware business trust (the "Trust"). The Trust issued $\$ 100,000,000$ of its Capital Securities, Series A, net of discount (the "Capital Securities"), and used the proceeds therefrom to purchase a like series of junior subordinated deferrable interest debentures (the "Debentures") of the Company. The Debentures are the sole assets of the Trust. The Capital Securities qualify as Tier 1 Capital of the Company and are fully and unconditionally guaranteed by the Company.

The Capital Securities accrue and pay interest semi-annually at an annual interest rate of $8.343 \%$ of the liquidation amount of $\$ 1,000$ per Capital Security. The Capital Securities are mandatorily redeemable upon maturity of the Debentures on July 1, 2027, or upon earlier redemption in whole or in part as provided for in the governing indenture.

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 nine months of 1997 of $\$ 64,132,000$, an increase of $\$ 4,184,000$, or $7.0 \%$, over the first nine months of 1996. For the third quarter of 1997, the consolidated net income of $\$ 21,351,000$ represented an increase of $12.4 \%$ over the same quarter in 1996. Consolidated net income for the first nine months and third quarter of 1996 was negatively impacted by a pre-tax charge of $\$ 3,849,000$ (after-tax charge of $\$ 2,309,000$ ) resulting from the Bank Insurance Fund ("BIF")/Savings Association Insurance Fund ("SAIF") legislation enacted by Congress on September 30, 1996. The legislation imposed a special one-time assessment on institutions holding SAIF-insured deposits in order to recapitalize the SAIF fund. Exclusive of the special SAIF one-time assessment, consolidated net income for the first nine months and quarter ended September 30, 1997 increased \$1,875,000, or 3.0\%, and $\$ 41,000$, or $.2 \%$, respectively, over the same periods in 1996. The modest increase in consolidated net income reflects the continuing sluggish economy in Hawaii.

On a per share basis, consolidated net income for the nine months and quarter ended September 30, 1997 were $\$ 2.02$ and $\$ .67$, respectively, representing increases of 5.2\% and 11.7\%, respectively, over the same periods in 1996. Exclusive of the aforementioned special one-time SAIF assessment, consolidated net income per share for the first nine months and third quarter of 1997, increased $1.5 \%$ and remained flat, respectively, compared to the same periods in 1996. The greater percentage increases in consolidated net income, as compared to the increases in consolidated net income on a per share basis were attributable to the higher average number of shares outstanding in 1997 as compared to 1996. This increase in average number of shares was a result of the issuance of common stock of the Company for the acquisition of ANB Financial Corporation in July 1996 and the exercise of common stock options by certain individuals.

On an annualized basis, the Company's return on average total assets for the first nine months of 1997 was $1.08 \%$, an increase of $3.8 \%$ over the same period in 1996, and its return on average stockholders' equity was $11.88 \%$, a decrease of
.9\% compared to the same period in 1996. The decrease in return on 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 $\$ 13,995,000$, or $5.8 \%$, to $\$ 253,316,000$ for the first nine months of 1997 from $\$ 239,321,000$ for the same period in 1996. Net interest income increased $\$ 611,000$, or . 7\%, to $\$ 84,731,000$ for the third quarter of 1997 from $\$ 84,120,000$ for the same period in 1996. The increase in net interest income for the first nine months of 1997 over the same period in 1996 was primarily due to increases in the net interest margin and average earning assets. The increase in net interest income for the third quarter of 1997 over the same period in 1996 was due to an increase in the net interest margin, which was partially offset by a decrease in average earning assets. The net interest margin for the first nine months and third quarter of 1997 increased 18 and 21 basis points ( $1 \%$ equals 100 basis points), respectively, over the same periods in 1996.

The net interest margin was $4.76 \%$ and $4.77 \%$ for the first nine months and third quarter of 1997, respectively, up $3.9 \%$ and $4.6 \%$, 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 21 and 27 basis points for the first nine months and third quarter of 1997, respectively, over the same periods in 1996 principally as a result of the reduction in the level of lower yielding investment securities held by the Company. The increase in the yield on average earning assets was partially offset by an increase in the rate paid on funding sources, which increased 3 and 5 basis points for the first nine months and third quarter of 1997, respectively, over the same periods in 1996.

Average earning assets increased by $\$ 131,110,000$, or $1.9 \%$, for the first nine months of 1997, over the same period in 1996. The increase was primarily due to the Pacific Northwest Acquisitions. Excluding the Pacific Northwest
Acquisitions, average earning assets for the first nine months of 1997 decreased $\$ 298,393,000$, or $4.5 \%$, as compared to the same period in 1996 . This decrease was primarily due to the reduced levels of state and local government funds requiring collateralization and the partial liquidation of investment securities upon the merger of First Hawaiian Bank and Pioneer. Average earning assets decreased by $\$ 291,203,000$, or $4.0 \%$, for the third quarter of 1997 , compared to the same period in 1996. This decrease was primarily due to the aforementioned liquidation of excess investment securities.

Average loans for the first nine months and third quarter of 1997 increased by $\$ 515,938,000$, or $9.5 \%$, and $\$ 298,622,000$, or $5.3 \%$, 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 nine months and third quarter of 1997 increased $2.5 \%$ and $2.6 \%$, 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 $\$ 203,302,000$, or $3.4 \%$, for the first nine months of 1997 over the same period in 1996. The
increase was primarily due to the Pacific Northwest Acquisitions (including the issuance of $\$ 50$ million of long-term subordinated debt during the third quarter of 1996 to fund the Pacific Northwest Acquisitions) and the issuance by First Hawaiian Capital I of $\$ 100,000,000$ of $8.343 \%$ Series A capital securities on June 30, 1997. Excluding the impact of the Pacific Northwest Acquisitions and the Series A capital securities issuance, average interest-bearing deposits and liabilities for the first nine months of 1997 decreased $\$ 167,189,000$, or $3.0 \%$, compared to the same period in 1996. Excluding the impact of the Series A capital securities issuance, average interest-bearing deposits and liabilities for the third quarter of 1997 decreased $\$ 279,263,000$, or $4.5 \%$, compared to the same period in 1996. These decreases reflect the repayment of short-term borrowings in 1997 using proceeds received from the liquidation of a portion of the investment securities portfolio as described above.

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.

## ASSETS

| QUARTER ENDED SEPTEMBER 30, |  |  |  |  |  | NINE MONTHS ENDED SEPTEMBER 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1997 |  |  |  | 1996 |  | 1997 |  |  |  |
|  | INTEREST |  |  | Interest |  |  | INTEREST |  |  |
| AVERAGE | INCOME/ | YIELD/ | Average | Income/ | Yield/ | AVERAGE | INCOME/ | YIELD/ | Average |
| BALANCE | EXPENSE | RATE (1) | Balance | Expense | Rate(1) | BALANCE | EXPENSE | RATE (1) | Balance |


| Earning assets: <br> Interest-bearing deposits in other banks | \$128, 025 | \$ 2,024 | 6.27\% | \$ 232,579 | \$ 3,384 | 5.79\% | \$ 72,568 | \$ 3,274 | 6.03\% | \$ 213,708 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Federal funds sold and securities purchased under agreements to resell | 141,780 | 1,903 | 5.33 | 118,877 | 1,612 | 5.39 | 143,106 | 5,723 | 5.35 | 149,113 |
| Investment securities (2) | 798,572 | 13,567 | 6.74 | 1,306,746 | 20,553 | 6.26 | 962,179 | 47,607 | 6.62 | 1,199, 860 |
| Loans (3), (4) | 5,973,862 | 132,087 | 8.77 | 5,675,240 | 124,950 | 8.76 | 5,936,912 | 388,239 | 8.74 | 5,420, 974 |
| Total earning assets | 7,042,239 | 149,581 | 8.43 | 7,333,442 | 150,499 | 8.16 | 7,114,765 | 444,843 | 8.36 | 6,983,655 |
| Nonearning assets | 776,307 |  |  | 749,136 |  |  | 795,545 |  |  | 680,065 |
| Total assets | \$7, 818, 546 |  |  | \$8, 082, 578 |  |  | \$7, 910, 310 |  |  | \$7,663,720 |


| Earning assets: |  |  |
| :---: | :---: | :---: |
| Interest-bearing deposits in other banks | \$ 9,036 | 5.65\% |
| Federal funds sold and securities purchased under agreements to resell | 6,132 | 5.49 |
| Investment securities (2) | 57,289 | 6.38 |
| Loans (3), (4) | 353,550 | 8.71 |
| Total earning assets | 426,007 | 8.15 |

Nonearning assets

Total assets
(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 $\$ 6,180$ and $\$ 18,161$ for the quarter and nine months ended September 30, 1997, respectively, and $\$ 6,548$ and $\$ 18,349$ for the quarter and nine months ended September 30, 1996, respectively.


NINE MONTHS ENDED SEPTEMBER 30,


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

| $\$ 4,634,603$ | $\$ 133,802$ | $3.86 \%$ |
| ---: | ---: | :--- |
| $1,005,890$ | 40,126 | 5.33 |
| 262,908 | 12,758 | 6.48 |


| Total interest-bearing deposits and liabilities | 5,903,401 | 186,686 | 4.22 |
| :---: | :---: | :---: | :---: |
| Interest rate spread |  |  | 3.93 |

Noninterest-bearing demand deposits

885,044
207, 601

6,996,046
667,674

-     -         -             -                 -                     -                         - 

Stockholders' equity
Other liabilities

Total liabilities

Total liabilities and stockholders' equity

# Net interest income 

 and margin on earning assetsTax equivalent adjustment 1,609

Net interest income
\$237, 712
========
(1) Annualized.

## INVESTMENT SECURITIES

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


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

$$
\begin{array}{ll}
1997 & 1996 \\
--- & --- \\
(\text { in thousands ) }
\end{array}
$$

| Realized gains | $\$ 1,060$ | $\$$ | 46 |
| :--- | ---: | ---: | ---: |
| Realized losses | $(773)$ | $(10)$ |  |

Securities gains, net \$ 287 \$====== 36

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

The following table sets forth the loan portfolio by major categories and loan mix at September 30, 1997, December 31, 1996 and September 30, 1996:

|  | September 30, 1997 |  | December 31, 1996 |  | September 30, 1996 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% | Amount | \% | Amount | \% |
|  | ------ | - | (dollars in | ousands) |  | - |
| Commercial, financial and agricultural | \$1,463,948 | 24.3\% | \$1,381, 824 | 23.8\% | \$1,423,206 | 24.6\% |
| Real estate: |  |  |  |  |  |  |
| Commercial | 1,201, 825 | 20.0 | 1,172,124 | 20.2 | 1,164,496 | 20.1 |
| Construction | 169,166 | 2.8 | 213,195 | 3.7 | 207,080 | 3.6 |
| Residential: |  |  |  |  |  |  |
| Insured, guaranteed or conventional | 1,482,876 | 24.6 | 1,473,803 | 25.4 | 1,457,046 | 25.2 |
| Home equity credit lines | 458,347 | 7.6 | 462,117 | 8.0 | 462,288 | 8.0 |
| Total real estate loans | 3,312,214 | 55.0 | 3,321, 239 | 57.3 | 3,290,910 | 56.9 |
| Consumer | 624,303 | 10.4 | 583,060 | 10.0 | 580, 011 | 10.0 |
| Lease financing | 296,181 | 4.9 | 240,898 | 4.1 | 236,483 | 4.1 |
| Foreign | 325,598 | 5.4 | 279,711 | 4.8 | 255,396 | 4.4 |
| Total loans | 6,022,244 | 100.0\% | 5,806,732 | 100.0\% | 5,786,006 | 100.0\% |
| Less allowance for loan losses | 83,575 |  | 85,248 |  | 83,542 |  |
| Total net loans | \$5,938,669 |  | \$5, 721,484 |  | \$5,702, 464 |  |

The loan portfolio is the largest component of earning assets and accounts for the greatest portion of total interest income. At September 30, 1997, total loans were \$6,022,244,000, representing increases of $3.7 \%$ and $4.1 \%$ over December 31, 1996 and September 30, 1996, respectively. The increases over December 31, 1996 and September 30, 1996 were primarily due to increased loan production by the Pacific Northwest subsidiaries.

Total loans at September 30, 1997, represented $76.3 \%$ of total assets, $86.3 \%$ of total earning assets and 101.1\% 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 $71.0 \%$ of total assets, $79.7 \%$ of total earning assets and $96.1 \%$ of total deposits at September 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 September 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 in the above table.

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

| $\begin{gathered} \text { SEPTEMBER 30, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 1996 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 1996 \end{gathered}$ |
| :---: | :---: | :---: |
| (dollars | in thousands) |  |

Nonperforming loans:
Nonaccrual:
Commercial, financial and agricultural
Real estate:
Commercial
Construction
Residential:
Insured, guaranteed, or conventional
Home equity credit lines
(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 \$91,494,000, or $1.51 \%$ of total loans and OREO at September 30, 1997. The percentage of nonperforming assets to total assets decreased from 1.22\% at December 31, 1996 to 1.16\% at September 30, 1997, primarily due to the decrease in nonperforming assets described below and a $1.3 \%$ decrease in total assets. In addition, certain components of total nonperforming assets changed from December 31, 1996 as compared to September 30, 1997. Nonaccrual loans at September 30, 1997 decreased $\$ 14,972,000$, or $34.4 \%$, from the balance at December 31, 1996, primarily due to decreases in commercial, financial and agricultural loans and real estate residential loans of $\$ 8,522,000$ and $\$ 7,571,000$, respectively. The decrease in nonaccrual loans was primarily attributable to pay-offs and partial pay-downs of nonaccrual loans. In addition, OREO at September 30, 1997 decreased by $\$ 7,047,000$ from the balance at December 31, 1996, due to the sale of property with a carrying value of $\$ 7,200,000$ in the second quarter of 1997 . These decreases were partially offset by an increase of $\$ 14,538,000$ in the commercial component of restructured real estate loans, principally due to the addition of a 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 $\$ 6,381,000$, or $6.5 \%$, from $\$ 97,875,000$ at June 30 , 1997 to \$91,494,000 at September 30, 1997. This decrease was primarily attributable to decreases in commercial, financial and agricultural loans and real estate loans.

Loans past due 90 days or more and still accruing interest totalled \$28,452,000 at September 30, 1997, a decrease of $\$ 1,930,000$, or $6.4 \%$, 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 most important of these adverse economic trends is the continuing weakness of Hawaii's economy. In contrast to the mainland economy, Hawaii's recovery from its 1992 recession continues to be slow and protracted. In addition, Hawaii continues to show weaknesses in its local real estate market, including declining values in the leasehold real estate sector. These trends may continue to affect the level of nonperforming assets and related charge-offs in future periods.

## DEPOSITS

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

|  | QUARTER ENDED SEPTEMBER 30, |  |  |  | NINE MONTHS ENDED SEPTEMBER 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1997 |  | 1996 |  | 1997 |  | 1996 |  |
|  | AVERAGE BALANCE | AVERAGE <br> RATE (1) | Average Balance | Average <br> Rate (1) | AVERAGE BALANCE | AVERAGE <br> RATE (1) | Average Balance | Average <br> Rate (1) |
|  |  |  |  | (dollars in | thousands) |  |  |  |
| Interest-bearing demand | \$1,649,476 | 2.57\% | \$1,371,192 | 2.83\% | \$1,590,104 | 2.58\% | \$1,223,388 | 2.72\% |
| Savings | 863,366 | 2.43 | 1,092,076 | 2.11 | 918,260 | 2.34 | 1,134,889 | 2.11 |
| Time | 2,544,669 | 5.35 | 2,495,274 | 5.30 | 2,513,647 | 5.28 | 2,276,326 | 5.34 |
| Total interest-bearing deposits | 5, 057, 511 | 3.95 | 4,958,542 | 3.91 | 5, 022, 011 | 3.89 | 4,634,603 | 3.86 |
| Noninterest-bearing demand | 844,846 | -- | 950,929 | -- | 856,460 | -- | 885,044 | -- |
| Total deposits | \$5,902,357 | 3.38\% | \$5,909,471 | 3.29\% | \$5,878, 471 | 3.32\% | \$5,519,647 | 3.24\% |

Average interest-bearing deposits increased $\$ 387,408,000$, or $8.4 \%$, and $\$ 98,969,000$, or $2.0 \%$, for the first nine months and third 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.
(1) Annualized.

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

(1) Annualized

## PROVISION AND ALLOWANCE FOR LOAN LOSSES, CONTINUED

For the first nine months of 1997, the provision for loan losses was $\$ 11,830,000$, a decrease of $\$ 1,332,000$, or $10.1 \%$, compared to the same period in 1996. The provision for loan losses was $\$ 3,817,000$ for the third quarter of 1997, a decrease of $\$ 832,000$, or $17.9 \%$, compared to the same period in 1996 . The provision for loan losses is based upon management's judgment as to the adequacy of the allowance for loan losses to absorb future losses. The Company uses a systematic methodology to determine the adequacy of the allowance and provision for loan losses to be reported for financial statement purposes. The determination of the adequacy of the allowance for loan losses is ultimately one of management judgment, which includes consideration of many factors, including among others the amount of problem and potential problem loans, net charge-off experience, changes in the composition of the loan portfolio quality, general economic factors and the fair value of collateral securing the loans.

Net charge-offs for the first nine months of 1997 decreased to $\$ 13,503,000$, a decrease of $\$ 1,356,000$, or $9.1 \%$, compared to the same period in 1996. Net charge-offs for the third quarter of 1997 were $\$ 4,431,000$ compared to $\$ 5,944,000$ for the same period a year ago. The decrease in net charge-offs for the first nine months of 1997 was primarily due to an increase in commercial, financial and agricultural and consumer loan recoveries. The decrease in net charge-offs for the third quarter of 1997 was primarily due to a decrease in commercial, financial and agricultural loan charge-offs. For the first nine months of 1997, consumer loan charge-offs increased $\$ 1,462,000$, or $16.7 \%$, over the same period in 1996. The increase in consumer loan charge-offs was primarily due to the sluggish Hawaii economy and resultant increase in personal bankruptcies. 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 $115 \%$ of nonperforming loans (excluding 90 days past due accruing loans) at September 30, 1997 from 118\% at December 31, 1996.

In management's judgment, the allowance for loan losses was adequate to absorb potential losses currently inherent in the portfolio at September 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 gains, net, noninterest income totalled \$85,764,000 and \$27,939,000 for the first nine months and third quarter of 1997, respectively, an increase of $11.2 \%$ and $8.4 \%$, respectively, over the same periods in 1996. Excluding the Pacific Northwest Acquisitions and securities gains, net, noninterest income increased \$4,496,000 for the first nine months of 1997, an increase of $6.0 \%$ over the same period in 1996.

Trust and investment services income increased \$830,000 and \$258,000, or 4.5\% and $4.3 \%$, for the first nine months and third quarter of 1997, respectively, over the same periods in 1996.

Service charges on deposit accounts increased $\$ 2,204,000$ and $\$ 383,000$, or $11.5 \%$ and $5.5 \%$, respectively, for the first nine months and third quarter of 1997, respectively, over the same periods in 1996. Excluding the Pacific Northwest Acquisitions, service charges on deposit accounts increased $\$ 552,000$ for the first nine months of 1997, an increase of $3.0 \%$ over the same period in 1996. The increase for the first nine months and third quarter was primarily due to increases in service charges on checks paid and returned and higher fees on analyzed accounts.

Other service charges and fees increased $\$ 4,706,000$ and $\$ 1,933,000$, or $15.6 \%$ and $18.7 \%$, respectively, for the first nine months and third quarter of 1997, respectively, over the same periods in 1996. Excluding the Pacific Northwest Acquisitions, other service charges and fees increased \$2,583,000 for the first nine months of 1997, an increase of $8.8 \%$ over the same period in 1996. The increase for the first nine months and third quarter of 1997 over the same periods 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. The increase was partially offset by lower mortgage brokerage fees.

Other noninterest income increased $\$ 904,000$, or $9.6 \%$, for the first nine months of 1997 over the same period in 1996. Excluding the Pacific Northwest Acquisitions, other noninterest income increased $\$ 531,000$ for the first nine months of 1997, an increase of $5.7 \%$ over the same period in 1996. The increase for the first nine 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; (2) higher foreclosed property income; and (3) higher income earned on bank owned life insurance on certain officers.

Noninterest income in the second quarter of 1996 also included a gain on sale of OREO of $\$ 3,029,000$ in the second quarter of 1996. Other noninterest income decreased $\$ 404,000$, or $16.5 \%$, for the third quarter of 1997 compared to the same period in 1996. The decrease in the third quarter of 1997 was primarily attributable to gain on sales of real property in the third quarter of the prior year.

## NONINTEREST EXPENSE

Noninterest expense totalled \$231,924,000 for the first nine months of 1997, an increase of $10.1 \%$ over the first nine months of 1996. Excluding the Pacific Northwest Acquisitions, noninterest expense increased \$6,549,000 for the first nine months of 1997, an increase of $3.3 \%$ over the same period in 1996. Noninterest expense totalled $\$ 76,220,000$ for the third quarter of 1997, an increase of $\$ 844,000$, or $1.1 \%$, over the same period a year ago.

Total personnel expense (salaries and wages and employee benefits) increased $\$ 9,402,000$ and $\$ 1,533,000$, or $9.2 \%$ and $4.3 \%$, for the first nine months and third quarter of 1997, respectively, over the same periods in 1996. Excluding the Pacific Northwest Acquisitions, personnel expense remained relatively constant for the first nine months of 1997 compared to the same period in 1996

Occupancy expense for the first nine months and third quarter of 1997 increased $\$ 9,421,000$, or $47.4 \%$, and $\$ 2,097,000$, or $29.8 \%$, respectively, over the same periods in 1996. Excluding the Pacific Northwest Acquisitions, occupancy expense increased $\$ 8,446,000$ for the first nine months of 1997, an increase of $43.5 \%$ over the same period in 1996. The increase was primarily due to costs associated with the new administrative headquarters building.

Equipment expense increased $\$ 1,693,000$, or $10.1 \%$, and $\$ 245,000$, or $4.3 \%$, respectively, for the first nine months and third quarter of 1997 over the same periods in 1996. Excluding the Pacific Northwest Acquisitions, equipment expense increased \$906,000 for the first nine months of 1997, an increase of $5.5 \%$, over the same period in 1996. The increase was a result of higher service contract and data processing equipment rental expense in 1997.

Other noninterest expense increased $\$ 680,000$ for the first nine months of 1997 an increase of $1.0 \%$ over the same period in 1996. Exclusive of certain nonrecurring items as follows: (1) the aforementioned $\$ 3,849,000$ SAIF one-time assessment recognized in the third quarter of 1996; (2) a 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; (3) a loss on the sale of a certain loan of $\$ 1,427,000$ in the second quarter of 1997; and (4) the Pacific Northwest Acquisitions, other noninterest expense for the first nine months of 1997 increased $\$ 1,087,000$, or $1.8 \%$, over the same period in 1996. Other noninterest expense for the first nine months of 1997 increased over the same period of last year as a result of higher interchange settlement fees, outside services expenses, depreciation - software expense and miscellaneous losses and charge-offs. The increase was partially offset by an increase in the cash surrender value of certain executive life insurance policies (recorded as a credit to insurance expense) in 1997. Excluding the aforementioned nonrecurring items, other noninterest expense for the third quarter of 1997 remained relatively constant compared to the same period a year ago.

The Company's effective income tax rate (exclusive of the tax equivalent adjustment) for the first nine months and third quarter of 1997 was $32.5 \%$ and $34.4 \%$, respectively, as compared to $34.1 \%$ and $35.3 \%$, respectively, for the same periods in 1996. The effective income tax rate for the first nine months of 1997 was positively impacted by income tax benefits resulting from the: (1) recognition of certain 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. The effective tax rate for the first nine months of 1996 was positively impacted by the reversal of deferred tax liabilities (reflecting a change in Hawaii tax laws) related to the leveraged lease sale as discussed previously on page 18.

LIQUIDITY AND CAPITAL
Stockholders' equity was \$741,280,000 at September 30, 1997, an increase of $5.0 \%$ over $\$ 705,884,000$ at December 31, 1996. The ratio of average stockholders' equity to average total assets was $9.40 \%$ for the third quarter of 1997 compared to $8.50 \%$ for the same quarter last year. The issuance of $\$ 100,000,000$ of capital securities by First Hawaiian Capital I on June 30, 1997 had a positive impact on the Company's liquidity and regulatory capital position at September 30, 1997.

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

RISK-BASED CAPITAL RATIOS

|  | (dollars in thousands) |  |  |
| :---: | :---: | :---: | :---: |
| Tier 1 Capital | \$ | 720,581 | 9.97\% |
| Tier 1 Capital minimum requirement (1) |  | 289,188 | 4.00 |
| Excess | \$ | 431, 393 | 5.97\% |
| Total Capital | \$ | 954, 156 | 13.20\% |
| Total Capital minimum requirement (1) |  | 578,376 | 8.00 |
| Excess | \$ | 375,780 | 5.20\% |
| Risk-weighted assets |  | 229,694 |  |

LEVERAGE RATIO

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

Excess
AMOUNT RATIO
(dollars in thousands)

| Excess | \$ 489,646 | 6.36\% |
| :---: | :---: | :---: |
| Average quarterly total assets (net of certain intangibles) | \$7,697, 847 |  |

(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.
(a) Exhibits

Exhibit 12 Statement regarding computation of ratios.
Exhibit 27 Financial data schedule.
(b) Reports on Form 8-K - No reports on Form 8-K were filed during the quarter ended September 30, 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 November 10, 1997

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

## EXHIBIT INDEX

EXHIBIT NUMBER

DESCRIPTION

Statement regarding computation of ratios.
Financial data schedule.

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

(1) For the purpose of computing the consolidated ratios of earnings to fixed charges, 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, consist of the foregoing items plus interest on deposits.

First Hawaiian, Inc. did not have any preferred stock outstanding during the periods shown above.

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE REGISTRANT'S QUARTERLY FINANCIAL STATEMENTS AS OF AND FOR THE NINE MONTH PERIOD ENDED SEPTEMBER 30, 1997, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

9-MOS
DEC-31-1997
JAN-01-1997
SEP-30-1997
183,730
156, 962
700,464
0
6,022,244
83,575
7, 895,048
5, 957, 289
644,241
222,965
328, 742
0
0
165,952
575,328
7,895,048
387, 954
47, 329
8,997
444, 280
146,105
191, 527
252,753
11,830
287
231, 924
95, 050
95, 050
0
0
64,132
2.02
2.02
8.36

28,575
28,452
44, 392
85, 248
17,635
4,132
83,575
38,905
1,915
42,755

