## SECURITIES AND EXCHANGE COMMISSION

 WASHINGTON, D. C. 20549FORM 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, 1995
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.)
(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 $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.
Yes $x$ No

The number of shares outstanding of each of the issuer's classes of common stock as of October 27, 1995 was:
Class
Common Stock, \$5 Par Value

## Outstanding

31,117, 699 Shares
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Item 1. Financial Statements
CONSOLIDATED BALANCE SHEETS (Unaudited)
First Hawaiian, Inc. and Subsidiaries

ASSETS
Interest-bearing deposits in other banks Federal funds sold and securities purchased
under agreements to resell
Investment securities:
Held-to-maturity (fair value of \$1,138,041,
\$981,651 and \$1,003,339, respectively)
Available-for-sale
Loans and leases:
Loans and leases
Less allowance for loan and lease losses
Net loans and leases
Total earning assets
Cash and due from banks
Premises and equipment
Customers' acceptance liability
Core deposit premium
Goodwill
Other assets
TOTAL ASSETS

| LIABILITIES AND STOCKHOLDERS' EQUITY |  |
| :---: | :---: |
| Deposits: |  |
| Noninterest-bearing demand | \$ 838,271 |
| Interest-bearing demand | 1,105,380 |
| Savings | 1,083,836 |
| Time | 1,782,401 |
| Foreign | 287,511 |
| Total deposits | 5,097,399 |
| Short-term borrowings | 1,220,339 |
| Acceptances outstanding | 1,489 |
| Other liabilities | 213,306 |
| Long-term debt | 224,758 |
| TOTAL LIABILITIES | 6,757,291 |
| Stockholders' equity: |  |
| Common stock | 162,713 |
| Surplus | 133, 927 |
| Retained earnings | 375,471 |
| Unrealized valuation adjustments | 313 |
| Treasury stock | $(24,112)$ |
| TOTAL STOCKHOLDERS' EQUITY | 648,312 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | \$7,405,603 |

\$ 68,770
175,128
SEPTEMBER 30,
--------1995

| December 31, |
| :---: |
| 1994 |

\$ 11,670
180, 000
$1,126,463$
144,952

5, 224, 243
65,683
5,158,560
---------
$6,673,873$
262, 961
242, 593
1,489
12,496
76, 211
135, 980
\$7, 405, 603
1,
\$ 838, 271
1, 083, 836
1, 782, 401
--------
1, 220, 339
1, 480
224,758

6,757, 291
995, 887
151,992

| 5,533,565 | 5,278,372 |
| :---: | :---: |
| 61, 250 | 61,660 |
| 5,472,315 | 5, 216,712 |
| 6,811,864 | $6,533,759$ |
| 262,894 | 215,167 |
| 245,338 | 258,700 |
| 732 | 1,738 |
| 13,722 | 14,132 |
| 78,896 | 79,802 |
| 121,698 | 105,124 |
| \$7,535, 144 | \$7, 208, 422 |


| \$ 861, 869 | \$ 841, 071 |
| :---: | :---: |
| 1,160, 219 | 1,105,409 |
| 1,226,877 | 1,296,983 |
| 1,503,347 | 1,441, 110 |
| 399, 901 | 374, 423 |
| 5,152, 213 | 5, 058,996 |
| 1,329,816 | 1,115,930 |
| 732 | 1,738 |
| 205,108 | 182,358 |
| 219, 331 | 220,418 |
| 6,907, 200 | 6,579,440 |
| 162,713 | 162,713 |
| 133,820 | 133, 821 |
| 346, 339 | 340,777 |
| $(1,033)$ | (476) |
| $(13,895)$ | $(7,853)$ |
| 627,944 | 628,982 |
| \$7,535,144 | \$7, 208, 422 |
| ========== | ========== |

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

| QUARTER E | BER 30, | NINE MONTHS ENDED SEPTEMBER 30, |  |
| :---: | :---: | :---: | :---: |
| 1995 | 1994 | 1995 | 1994 |

(in thousands, except shares and per share data)

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

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

## 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


| \$ |
| ---: |
| 356,077 |
| 8,735 |
| 39,758 |
| 4,019 |
| 11,674 |
| ..----- |
| 420,263 |


| 131, 841 | 84,771 |
| :---: | :---: |
| 59, 281 | 31,698 |
| 9,973 | 8,701 |
| 201, 095 | 125,170 |
| 219,168 | 220,359 |
| 17,380 | 13,679 |


| 201,788 | 206,680 |
| ---: | ---: |
| 17,525 | 17,713 |
| 18,056 | 17,907 |
| 26,305 | 23,422 |
| 7 | 175 |
| 10,256 | 6,056 |
| $----\cdots-\cdots-\cdots$ |  |


| 69,948 | 69,211 |
| :---: | :---: |
| 20, 316 | 20,955 |
| 19,185 | 17,407 |
| 17,788 | 18,208 |
| 57,900 | 57,690 |
| 185,137 | 183,471 |
| 88,800 | 88,482 |
| 31,491 | 30,968 |
| \$ 57,309 | \$ 57,514 |
| \$ 1.80 | \$ 1.78 |
| \$ . 885 | \$ . 885 |
| 31, 903, 697 | 32, 326, 053 |

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
Provision for loan and lease losses
Depreciation and amortization
Income taxes
Decrease (increase) in interest receivable
Increase in interest payable
Increase in prepaid expenses
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 held-to-maturity investment securities
Proceeds from maturity of held-to-maturity investment securities
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 and leases
to customers
Capital expenditures
Other
Net cash provided by (used in) investing activities
Cash flows from financing activities:
Net decrease in deposits
Net increase (decrease) in short-term borrowings
Proceeds from long-term debt
Payments on long-term debt
Cash dividends paid
Repurchased common stock
Net cash used in financing activities
CASH AND DUE FROM BANKS AT END OF PERIOD
Supplemental disclosures:
Interest paid
Net income taxes paid
Supplemental schedule of noncash investing activities: Loans exchanged for mortgage-backed securities

NINE MONTHS ENDED SEPTEMBER 30,

| -1995 | 1994 |
| :---: | :---: |
| $($ (in thousands $)$ |  |


| \$ 262, 894 | \$ 436,129 |
| :---: | :---: |
| 57,309 | 57,514 |
| 17,380 | 13,679 |
| 19,904 | 18,143 |
| 17,448 | 10,392 |
| $(2,224)$ | 3,896 |
| 10,057 | 689 |
| $(1,696)$ | $(5,745)$ |
| 118,178 | 98,568 |


| $(57,100)$ | 93,114 |
| :---: | :---: |
| 4,872 | $(119,523)$ |
| $(192,005)$ | $(239,404)$ |
| 526,440 | 359,353 |
| $(11,740)$ | $(75,018)$ |
| 15,000 | 14,000 |
| 3,780 | 32,645 |


| $(168,636)$ | $(225,835)$ |
| :---: | :---: |
| $(10,572)$ | $(22,344)$ |
| $(30,999)$ | 16,140 |
| 79,040 | $(166,872)$ |
| $(54,814)$ | $(161,132)$ |
| $(109,477)$ | 46,248 |
| 5,447 | -- |
| (20) | $(1,349)$ |
| $(28,192)$ | $(28,572)$ |
| $(10,095)$ | $(7,853)$ |
| $(197,151)$ | $(152,658)$ |
| \$ 262,961 | \$ 215,167 |

$\$ 191,038 \quad \$ 116,687$
=========
$\$ 20,576$
$=======$
\$ 465,011 \$ --
\$
$=======-1$

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

BALANCE, BEGINNING OF PERIOD
Net income
Repurchased common stock
Unrealized valuation adjustment
Cash dividends
BALANCE, END OF PERIOD

QUARTER ENDED SEPTEMBER 30,

| 1995 | 1994 | 1995 | 1994 |
| :---: | :---: | :---: | :---: |
| (in thousands) |  |  |  |
| \$645, 614 | \$620,331 | \$627, 944 | \$608, 369 |
| 19,671 | 19,777 | 57,309 | 57,514 |
| $(7,629)$ | $(1,348)$ | $(10,095)$ | $(7,853)$ |
| ( 16) | (274) | 1,346 | (476) |
| $(9,328)$ | $(9,504)$ | $(28,192)$ | $(28,572)$ |
| \$648, 312 | \$628,982 | \$648, 312 | \$628,982 |
| ======= | ======= | ======= | ======== |

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.; 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 1994 have been reclassified to conform with the 1995 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, 1995, the Company adopted Statement of Financial Accounting Standards ("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 and lease losses primarily because the majority of impaired loan valuations continue to be based on the fair value of the collateral.

The provision for loan and lease losses charged to expense is based upon the Company's historical loss experience and estimates of future loan and lease losses in the current loan and lease 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 and lease losses. SFAS No. 114 does not apply to large groups of smaller balance homogeneous loans that are collectively evaluated for impairment, except for those loans restructured under a troubled debt structuring. Loans collectively evaluated for impairment include certain smaller balance commercial loans, consumer loans and residential real estate loans, and are not included in the data that follows.

The following table summarizes impaired loan information as of September 30, 1995:
Impaired loans
Impaired loans with related allowance for loan and lease losses
calculated under SFAS No. 114

Interest payments on impaired loans are applied to principal.
Effective January 1, 1994, the Company adopted SFAS No. 112, 'Employer's Accounting for Postretirement Benefits," which requires that the estimated cost of benefits to be provided by an employer to former or inactive employees after employment, but before retirement, be accounted for on an accrual basis. The adoption of SFAS No. 112 did not have a material effect on the consolidated financial statements of the Company.

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 1995 of $\$ 57,309,000$ compared to $\$ 57,514,000$ for the first nine months of 1994 , a decrease of .4\%. For the third quarter of 1995, the consolidated net income of $\$ 19,671,000$ represented a decrease of $.5 \%$ from the same quarter in 1994.

On a per share basis, consolidated net income for the nine months and quarter ended September 30, 1995 were $\$ 1.80$ and $\$ .62$, respectively, an increase of $1.1 \%$ and $1.6 \%$, respectively, over the same periods in 1994. The increase in earnings per share was attributable to the fewer number of shares outstanding for the 1995 periods as a result of the stock buyback program authorized in October 1994 and May 1995 for the total repurchase of up to 1.6 million shares, or five percent of the Company's approximately 32 million shares outstanding.

On an annualized basis, the Company's return on average total assets for the first nine months of 1995 was $1.01 \%$ compared to $1.08 \%$ for the same period in 1994 and return on average stockholders' equity was $11.98 \%$ compared to $12.44 \%$ for the same period in 1994. Increases in average total assets and average stockholders' equity coupled with a decline in earnings for the first nine months of 1995 compared to 1994, resulted in decreases in return on average total assets and return on average stockholders' equity.

## NET INTEREST INCOME

Net interest income, on a fully taxable equivalent basis, decreased $\$ 2,519,000$, or $1.1 \%$, to $\$ 223,327,000$ for the first nine months of 1995 from $\$ 225,846,000$ for the same period in 1994. Net interest income decreased $\$ 1,952,000$, or $2.5 \%$, to $\$ 76,123,000$ for the third quarter of 1995 from $\$ 78,075,000$ for the same period in 1994. The decreases in net interest income for the first nine months and third quarter of 1995 as compared to the amounts reported for the same periods in 1994 were primarily due to decreases in the net interest margin, partially offset by increases in average earning assets, reflecting significant growth in new loans and leases.

The net interest margin was $4.32 \%$ and $4.46 \%$ for the first nine months and third quarter of 1995, respectively, down 33 basis points (1\% equals 100 basis points) and 32 basis points, respectively, from the same periods in 1994. Both the cost of funds and yield on average earning assets increased during the first nine months and third quarter of 1995 as compared with the same periods in 1994 due to a higher interest rate environment and the continuing shift of the Company's assets into loans and leases (excluding the effect of the mortgage securitization described below). However, the increase in the cost of funds (reflecting among other things various deposit programs to fund loan growth) outpaced the increase in the yield on average earning assets, resulting in an unfavorable impact on the net interest margin. For the first nine months of 1995, the yield on average earning assets was adversely impacted by the: (1) reversal of $\$ 1,166,000$ in previously recognized interest income on certain loans placed on nonaccrual status; and (2) write-off of $\$ 743,000$ in lease finance interest income for the remaining net investment in certain leveraged leases, exclusive of the residual values, as a result of the early termination of these leases. In addition, the net interest margin on earning assets for the third quarter of 1994 was positively impacted by the recognition of certain nonrecurring loan fees of $\$ 2,545,000$.

Average earning assets increased by $\$ 408,332,000$, or $6.3 \%$, and $\$ 290,019,000$, or $4.5 \%$, for the first nine months and third quarter of 1995, respectively, over the same periods in 1994. 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 security portfolio. Excluding the effect of such securitization, average loans and leases increased $11.6 \%$ and $10.6 \%$, for the first nine months and third quarter of 1995, respectively, over the same periods in 1994. The increases were primarily due to efforts to diversify the loan portfolio, both geographically and by industry. Credit extensions to companies in the media and telecommunications industry located on the mainland United States accounted for the majority of the increases. As a result (excluding the effect of the loan securitization) the mix of average earning assets changed, with higher-yielding average loans and leases representing $82.3 \%$ and $84.3 \%$ of average earning assets for the first nine months and third quarter of 1995, respectively, as compared to $78.4 \%$ and 79.7\%, respectively, for the same periods in 1994.

Average interest-bearing deposits and liabilities increased by $\$ 418,984,000$, or $7.6 \%$, and $\$ 302,636,000$, or $5.5 \%$, for the first nine months and third quarter of 1995, respectively, over the same periods in 1994. 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 $36.7 \%$ and $37.3 \%$ of average interest-bearing deposits and liabilities for the first nine months and third quarter of 1995, respectively, as compared to $31.6 \%$ and $33.5 \%$, respectively, for the same periods in 1994.

The following table sets forth consolidated average balance sheets, an analysis of interest income/expense, and average yield/rate for each major category of interest-earning assets and interest-bearing liabilities for the periods indicated on a taxable equivalent basis. The tax equivalent adjustment is made for items exempt from Federal income taxes to make them comparable with taxable items before any income taxes are applied. The tax equivalent adjustment is based on the prevailing federal income tax rate of $35 \%$ for 1995 and 1994.

QUARTER ENDED SEPTEMBER 30,


Earning assets:
Interest-bearing deposits
in other banks
Federal funds sold and
securities purchased
securities purchased
under agreements to resell
Investment securities
Available-for-sale securities
Loans and leases (2),(3)

Total earning assets
Nonearning assets
$\begin{array}{llllllllll}\$ & 59,358 & \$ & 912 & 6.10 \% & \$ & 32,549 & \$ & 270 & 3.30 \%\end{array}$

| 175,397 | 2,464 | 5.57 | 74,155 | 646 | 3.46 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1,149,875 | 17,397 | 6.00 | 1, 084,666 | 12,076 | 4.42 |
| 146,220 | 2,388 | 6.48 | 123, 805 | 1,617 | 5.18 |
| 5,236,441 | 117,988 | 8.94 | 5,162,097 | 108,115 | 8.31 |
| 6,767,291 | 141,149 | 8.27 | 6,477,272 | 122,724 | 7.52 |
| 662,053 |  |  | 641,521 |  |  |
| \$7,429,344 |  |  | \$7,118,793 |  |  |
| ========== |  |  | ========== |  |  |

NINE MONTHS ENDED SEPTEMBER 30,


Earning assets:
Interest-bearing deposits in other banks
$\begin{array}{lllllllll}\$ & 29,347 & \$ & 1,330 & 6.06 \% & \$ & 85,130 & \$ & 2,167\end{array} \quad 3.40 \%$
Federal funds sold and securities purchased under agreements to resell
Investment securities
Available-for-sale securities
Loans and leases (2),(3)

Total earning assets
Nonearning assets

Total assets

| 239,606 | 10,345 | 5.77 | 113,230 |
| :---: | :---: | :---: | :---: |
| 955,979 | 39,837 | 5.57 | 1,083,885 |
| 154,908 | 7,623 | 6.58 | 121, 094 |
| 5,528,719 | 365,287 | 8.83 | 5,096,888 |
| 6,908,559 | 424,422 | 8.21 | 6,500,227 |
| 661,106 |  |  | 648,097 |
| \$7,569,665 |  |  | \$7,148, 324 |

(1) Annualized.
(2) Nonaccruing loans and leases have been included in the computations of average loan and lease balances.
(3) Interest income for loans and leases included loan fees of $\$ 6,003$ and $\$ 18,009$ for the quarter and nine months ended September 30, 1995, respectively; and $\$ 8,513$ and $\$ 22,408$ for the quarter and nine months ended September 30, 1994, respectively.


Tax equivalent adjustment

## Net interest income

\＄220， 359
＝ニニニニニ＝＝
（1）Annualized．

## INVESTMENT SECURITIES

Comparative book and fair values of held-to-maturity investment securities at September 30, 1995, December 31, 1994, and September 30, 1994 were as follows

|  | $\begin{gathered} \text { SEPTEMBER 30, } \\ 1995 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 1994 \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 1994 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | thousands) |  |  |
| Book value | \$ | 1,126,463 | \$ | 995,887 | \$ | 1,012,076 |
| Unrealized gains |  | 13,147 |  | 3,600 |  | 5,054 |
| Unrealized losses |  | $(1,569)$ |  | $(17,836)$ |  | $(13,791)$ |
| Fair value | \$ | 1,138, 041 | \$ | 981,651 | \$ | 1,003,339 |

The increase in the held-to-maturity portfolio from December 31, 1994 to September 30, 1995 reflects the conversion of approximately $\$ 490,000,000$ of adjustable rate mortgage loans to FNMA securities that could also be pledged to collateralize public deposits. At the same time, holdings of repurchase agreements were decreased as the FNMA securities satisfied the Company's need for public funds collateral.

The increase in unrealized gains and decrease in unrealized losses from December 31, 1994 to September 30, 1995, were primarily attributable to the declining interest rate environment in the first nine months of 1995 as compared to the rise in the overall level of interest rates during 1994 resulting from monetary actions of the Federal Reserve Board.

At September 30, 1995, unrealized gains and losses on available-for-sale securities were $\$ 528,000$ and $\$ 8,000$, respectively. At December 31, 1994, there were no unrealized gains and \$1,716,000 in unrealized losses on available-for-sale securities.

Realized gains and losses for the nine months ended September 30, 1995 and 1994 were as follows:


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, 1995, December 31, 1994 and September 30, 1994

|  | SEPTEMBER 30, 1995 |  | December 31, 1994 |  | September 30, 1994 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AMOUNT | \% | Amount | \% | Amount | \% |
|  |  | (dol | in thousands |  |  |  |
| Commercial, financial and agricultural | \$1,345,794 | 25.8\% | \$1, 264, 510 | 22.9\% | \$1,166, 504 | 22.1\% |
| Real estate: |  |  |  |  |  |  |
| Commercial | 979,237 | 18.7 | 964,758 | 17.4 | 970,282 | 18.4 |
| Construction | 269,612 | 5.2 | 320,783 | 5.8 | 299,609 | 5.7 |
| Residential: |  |  |  |  |  |  |
| Insured, guaranteed or |  |  |  |  |  |  |
| Home equity credit lines | $\begin{array}{r} 1,295,940 \\ 437,238 \end{array}$ | 24.8 8.4 | $1,615,306$ 433,830 | 29.2 7.8 | $1,573,490$ 408,775 | 29.8 7.7 |
| Total real estate loans | 2,982,027 | 57.1 | 3,334,677 | 60.2 | 3,252,156 | 61.6 |
| Consumer | 463,327 | 8.9 | 467,827 | 8.4 | 444,697 | 8.4 |
| Lease financing | 226,829 | 4.3 | 230,587 | 4.2 | 193,539 | 3.7 |
| Foreign | 206,266 | 3.9 | 235,964 | 4.3 | 221,476 | 4.2 |
| Total loans and leases | 5,224,243 | 100.0\% | 5,533,565 | 100.0\% | 5,278,372 | 100.0\% |
| Less allowance for loan and |  |  |  |  |  |  |
| lease losses | 65,683 |  | 61,250 |  | 61,660 |  |
| Total net loans and leases | \$5,158, 560 |  | \$5,472,315 |  | \$5, 216, 712 |  |

The loan and lease portfolio is the largest component of earning assets and accounts for the greatest portion of total interest income. At September 30, 1995, total loans and leases were $\$ 5,224,243,000$, a decrease of $5.6 \%$ from December 31, 1994. During the second quarter of 1995, the Company securitized approximately $\$ 490,000,000$ in adjustable rate mortgage loans in an effort to increase its funding capacity and liquidity. These securitized loans were classified in the investment securities portfolio at September 30, 1995. If these securitized loans had been included within the loans category at September 30, 1995, the loan growth over December 31, 1994 would have been 2.8\%.

Total loans and leases at September 30, 1995, represented $70.5 \%$ of total assets, $78.3 \%$ of total earning assets and $102.5 \%$ of total deposits compared to $73.4 \%$ of total assets, $81.2 \%$ of total earning assets and $107.4 \%$ of total deposits at December 31, 1994. The decreases in percentages compared to December 31, 1994 were due to the aforementioned loan securitization Governmental and certain other time deposits were shifted into security repurchase agreements at September 30, 1995, December 31, 1994 and September 30, 1994 to reduce the Company's deposit insurance premiums. If these repurchase agreements had been included in the deposit base, total loans and leases as a percentage of total deposits would have been $87.9 \%, 92.6 \%$ and 89.3\%, respectively, at such dates.

At September 30, 1995, commercial, financial and agricultural loans increased $\$ 81,284,000$, or $6.4 \%$, over December 31, 1994. Credit extensions to companies in the media and telecommunications industry primarily accounted for this increase.

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, 1995, commercial real estate loans totalled $\$ 979,237,000$, or $18.7 \%$, of total loans and leases. The Company has selectively participated as a lender on commercial properties on the mainland United States, principally on the west coast. Such loans totalled $\$ 47,880,000$ at September 30, 1995, a decrease of $18.0 \%$ from December 31, 1994. At September 30, 1995, the largest concentration of commercial real estate loans to a single borrower was $\$ 34,686,000$.

A summary of nonperforming assets at September 30, 1995, December 31, 1994 and September 30, 1994 follows:


Nonperforming assets increased from \$63,112,000 at December 31, 1994 to
$\$ 80,714,000$ at September 30, 1995. The increase was primarily attributable to a specific borrower involved in three different commercial loans (collateralized by real estate) and one real estate loan totalling $\$ 10.1$ million which were placed on nonaccrual status during the second quarter of 1995. The remaining increase was due to various commercial and real estate-residential loans being placed on nonaccrual status during the first nine months of 1995.

The increase in other real estate owned from \$4,160,000 at December 31, 1994 to $\$ 8,610,000$ at September 30, 1995 was primarily attributable to the foreclosure on a real estate-construction loan with a carrying value of $\$ 4,433,000$ in the first quarter of 1995.

Loans and leases past due 90 days or more and still accruing interest totalled $\$ 41,916,000$ at September 30, 1995, an increase of $25.6 \%$ from December 31, 1994. The increase was primarily due to the addition of 12 commercial loans totalling $\$ 14.5$ million and two real estate - commercial loans totalling $\$ 3.8$ million, offset by four commercial loans totalling $\$ 9.5$ million which were placed on nonaccrual status at September 30, 1995. All of the loans which are past due 90 days or more and still accruing interest are in management's judgment adequately secured 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 has begun to show signs of improvement, and certain local real estate sectors evidence signs of having stabilized, the effects of the economic downturn may continue to affect the level of nonperforming assets and related charge-offs in future periods.

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

|  | QUARTER ENDED SEPTEMBER 30, |  |  |  |  |  | NINE MONTHS ENDED SEPTEMBER 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  |  | 1994 |  |  | 1995 |  |  | 1994 |  |  |
|  |  | AVERAGE BALANCE | AVERAGE <br> RATE (1) |  | Average Balance | Average <br> Rate (1) |  | AVERAGE <br> BALANCE | AVERAGE <br> RATE (1) |  | Average Balance | Average <br> Rate (1) |
|  |  | (dollars in thousands) |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing demand | \$ | 1,073,080 | 2.72\% | \$ | 1,105,142 | 2.21\% | \$ | 1,083,294 | 2.75\% | \$ | 1,164,714 | 2.02\% |
| Savings |  | 1,065, 007 | 2.76 |  | 1,269,977 | 1.80 |  | 1, 093,783 | 3.04 |  | 1,292,044 | 1.95 |
| Time |  | 2,155,263 | 5.33 |  | 1,835,559 | 3.91 |  | 2,168,470 | 5.22 |  | 1,736,599 | 3.72 |
| Total interest-bearing deposits |  | 4,293,350 | 4.04 |  | 4,210,678 | 2.83 |  | 4,345,547 | 4.06 |  | 4,193,357 | 2.70 |
| Noninterest-bearing demand |  | 829,606 | -- |  | 860,221 | -- |  | 828,047 | -- |  | 888,603 | -- |
| Total deposits | \$ | 5,122,956 | 3.39\% | \$ | 5,070,899 | 2.35\% | \$ | 5,173,594 | 3.41\% | \$ | 5,081,960 | 2.23\% |

(1) Annualized.

Average deposits for the nine months ended September 30, 1995 increased $\$ 81.6$ million, or $1.6 \%$, over the same period in 1994. For the current quarter, average deposits increased $\$ 52.1$ million, or $1.0 \%$, as compared to the second quarter of 1994. Various deposit product programs initiated by the Company in 1995 which increased the overall interest rates paid on time certificates of deposits, contributed to the increases in average deposits.

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

(1) Annualized.

For the first nine months of 1995, the provision for loan and lease losses was $\$ 17,380,000$, an increase of $\$ 3,701,000$, or $27.1 \%$, as compared to the same period in 1994. The provision for loan and lease losses was $\$ 10,699,000$ for the third quarter of 1995, an increase of $\$ 4,151,000$, or $63.4 \%$, over the same period in 1994. These increases reflect the Company's evaluation of economic conditions and trends in Hawaii (in particular, the relatively slow improvement in the Hawaii economy) the increase in net charge-offs and higher levels of nonperforming assets that the Company has been experiencing, and the significant loan growth that the Company has had over the past several years. Based on these continuing factors, the Company's near-term goal is to increase the allowance for loan and lease losses to $1.50 \%$ of total loans and leases.

Net charge-offs for the first nine months of 1995 were $\$ 12,947,000$, a decrease of $\$ 1,325,000$, or $9.3 \%$, as compared to the same period in 1994. Net charge-offs for the third quarter of 1995 were $\$ 6,216,000$ compared to $\$ 6,761,000$ for the same period a year ago.

The allowance for loan and lease losses decreased to $91.09 \%$ of nonperforming loans and leases at September 30, 1995 (excluding 90 days past due accruing loans and leases) from 105.35\% at September 30, 1994, reflecting the increase in nonperforming loans and leases in the first nine months of 1995 as compared to the first nine months of the prior year. In management's judgment, the allowance for loan and lease 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 future periods and, accordingly, changes in the allowance for loan and lease losses.

## NONINTEREST INCOME

Exclusive of securities transactions, noninterest income totalled \$72,142,000 and $\$ 27,460,000$ for the first nine months and third quarter of 1995, respectively, an increase of $10.8 \%$ and $30.3 \%$, respectively, over the same periods in 1994.

Trust income decreased \$188,000, or $1.1 \%$, for the first nine months of 1995 compared to the same period in 1994. However, trust income increased \$297,000, or $5.7 \%$, for the third quarter of 1995 as compared to 1994.

Service charges on deposit accounts remained relatively constant for the first nine months of 1995 compared to the same period in 1994. Service charges on deposit accounts decreased $\$ 217,000$, or $3.6 \%$, in the third quarter of 1995 as compared to the same period a year ago. This decrease was partly attributable to lower fees on analyzed accounts.

Other service charges and fees increased $\$ 2,883,000$, or $12.3 \%$, and $\$ 1,739,000$ or $22.3 \%$, for the first nine months and third quarter of 1995, respectively, over the same periods in 1994. These increases were primarily the result of increases in merchant discount fees and commissions from annuity sales.

Other noninterest income increased $\$ 4,200,000$, or $69.4 \%$, and $\$ 4,569,000$ or 237.1\%, for the first nine months and third quarter of 1995, respectively, over the same periods in 1994. These increases were primarily due to insurance recoveries and reversal of accruals totalling \$4,700,000 related to losses (which were recognized in the fourth quarter of 1994) attributable to investments made in the trust area that were outside of the clients' express investment guidelines. The year to date increase was offset in part by an advisory fee of \$477,000 recognized in 1994.

## NONINTEREST EXPENSES

Noninterest expenses totalled $\$ 185,137,000$ for the first nine months of 1995, an increase of .9\%, over the same period in 1994. Noninterest expenses totalled $\$ 61,457,000$ for the third quarter of 1995 , an increase of $\$ 968,000$, or $1.6 \%$, compared to the same period a year ago.

Total salaries and wages increased $\$ 737,000$, or $1.1 \%$, and $\$ 937,000$, or $4.1 \%$ for the first nine months and third quarter of 1995, respectively, over the same periods in 1994.

Employee benefits decreased \$639,000, or 3.0\%, for the first nine months of 1995 compared to the same period a year ago. The decrease was due to lower expenses related to various employee benefit and incentive accounts. In the third quarter of 1995 , employee benefits increased $\$ 520,000$, or $7.5 \%$, over the same period in 1994. The increase was due to lower expenses related to pension, profit sharing, and incentive awards in the third quarter of 1994.

Occupancy expense for the first nine months and third quarter of 1995 increased $\$ 1,778,000$, or $10.2 \%$, and $\$ 387,000$, or $6.6 \%$, respectively, over the same periods in 1994. The increases primarily result from higher depreciation, insurance and rental expenses. The increases in depreciation and insurance expenses were primarily attributable to the construction of a new five-story, 75,000 square foot office building, including a branch, on property owned in fee simple in Maite, Guam in late 1994.

Equipment expense decreased $\$ 420,000$ and $\$ 565,000$, or $2.3 \%$ and $9.2 \%$ for the first nine months and third quarter of 1995, respectively, compared to the same period in 1994. These decreases are attributed to completion of the Company's migration from a Unisys to IBM information technology platform and improvements in the delivery and processing systems in 1995.

Exclusive of: (1) the Federal Deposit Insurance Corporation's (the "FDIC") insurance refund plus interest of $\$ 2,774,000$ received this September for the period June to September 1995 as a result of the reduction in the assessment rate from 23 cents to 4 cents per $\$ 100$ effective June 1, 1995; (2) the write-off of the residual values of $\$ 620,000$ related to the early termination of certain leveraged leases in the second quarter of 1995; and (3) the loss on disposition of certain other real estate owned of $\$ 1,409,000$ in the second quarter of 1994 , other noninterest expenses for the first nine months and third quarter of 1995, increased $\$ 3,773,000$ and $\$ 2,463,000$, or $6.7 \%$ and $13.2 \%$, respectively, over the same periods in 1994. The increases were primarily a result of higher software depreciation expense in connection with the above mentioned migration from Unisys to IBM and interchange fees.

In addition, current legislative discussion associated with the undercapitalized Savings Association Insurance Fund ("SAIF") could potentially result in a one-time assessment to the Company's SAIF-insured deposits. Although uncertain, the timing of the assessment may be as early as the fourth quarter of 1995. The pre-tax cost to the Company is estimated to be approximately $\$ 3,500,000$ (based on an assessment rate of 85 cents per $\$ 100$ ), which would partially offset the aforementioned benefit of the FDIC premium reduction for the second half of 1995.

## INCOME TAXES

The Company's effective income tax rate (exclusive of the tax equivalent adjustment) for the first nine months and third quarter of 1995 was $35.5 \%$ and $35.1 \%$, respectively, as compared to $35.0 \%$ and $34.8 \%$, respectively, for the same periods in 1994.

Stockholders' equity was $\$ 648,312,000$ at September 30, 1995, a $3.2 \%$ increase over \$627,944,000 at December 31, 1994. Average stockholders' equity represented $8.7 \%$ of average total assets for the third quarter of 1995 compared to $8.8 \%$ in the same quarter last year. There was no significant change in the Company's liquidity position during the third quarter of 1995.

The following tables present the Company's regulatory capital position at September 30, 1995:

RISK-BASED CAPITAL RATIOS

|  | AMOUNT |  | RATIO |
| :---: | :---: | :---: | :---: |
|  | (dollars in thousands) |  |  |
| Tier 1 Capital | \$ | 568, 306 | 9.28\% |
| Tier 1 Capital minimum requirement (1) |  | 244,895 | 4.00 |
| Excess | \$ | 323,411 | 5.28\% |
| Total Capital | \$ | 733, 989 | 11.99\% |
| Total Capital minimum requirement (1) |  | 489, 791 | 8.00 |
| Excess | \$ | 244, 198 | 3.99\% |
| Risk-weighted assets |  | 122,382 |  |

LEVERAGE RATIO


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

Excess

| $\$$ | 568,306 | $7.73 \%$ |
| :--- | :--- | :--- |
| 220,490 | 3.00 |  |

--------- ---
347,816 4.73\%
$\$ 7,349,651$
==ニ=======
(1) Risk-based capital guidelines as established by the Federal Reserve Board for bank holding companies require minimum Tier 1 and Total capital ratios of $4 \%$ and $8 \%$, respectively.
(2) The Leverage Ratio of $3 \%$ is the minimum requirement for the most highly rated banking organizations which are not experiencing or anticipating significant growth. According to the Federal Reserve Board, other banking organizations are expected to maintain leverage ratios of at least one to two percent higher.

The Board of Directors (the "Board") has authorized the total repurchase of up to 1.6 million shares, or five percent of the Company's approximately 32 million shares outstanding, to be held by the Company or used for corporate purposes as designated by the Board. During the first nine months of 1995, the Company acquired 377,912 shares at an average price of $\$ 27.09$ under these authorizations. These purchases are not expected to have a material effect on the Company's liquidity, financial position or results of operations.

## ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

(a) Exhibits

Exhibit 12 Statement regarding computation of ratios.
Exhibit $27 \quad$ Financial data schedule
(b) Reports on Form 8-K - No reports on Form 8-K were filed during the quarter ended September 30, 1995.

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

FIRST HAWAIIAN, INC.
(REGISTRANT)

Date
November 13, 1995
By /s/ HOWARD H. KARR
HOWARD H. KARR
EXECUTIVE VICE PRESIDENT AND TREASURER (PRINCIPAL FINANCIAL OFFICER)

PAGE NUMBER IN

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

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

This schedule contains summary financial information extracted from the registrant's quarterly financial statements for the nine month period ended September 30, 1995, and is qualified in its entirety by reference to such financial statements.

1

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DEC-31-1995
JAN-01-1995 SEP-30-1995

262, 961
68,770
175,128
144, 952
$1,126,463$
1,138, 041
5,224, 243
65,683
7,405,603
5, 097, 399
1, 220, 339
213, 306
224,758
162,713
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0
485, 599
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364, 812
43,777
11,674
420, 263
131, 841
201, 095
219, 168
17, 380

- 13

185, 137
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57,309
1.80
1.80
8.21 68,871 41,916
3,233
61, 250
14,552
1,605 65,683
45,720
1,070
18, 893

