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 March 31, 1995
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ 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)
$\qquad$

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 $15(d)$ 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 April 30, 1995 was:

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Class
    Common Stock, $5 Par Value
Outstanding
\(-------------1,964,192\) Shares
```

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

|  | MARCH 31, | December 31, | March 31, |
| :---: | :---: | :---: | :---: |
|  | 1995 | 1994 | 1994 |
|  |  | (in thousands) |  |
| ASSETS |  |  |  |
| Interest-bearing deposits in other banks | \$ 8,770 | \$ 11,670 | \$ 65,810 |
| Federal funds sold and securities purchased under agreements to resell | 285,904 | 180, 000 | 87,956 |
| Investment securities: |  |  |  |
| Held-to-maturity (fair value of $\$ 817,206$, \$981,651 and \$1,142,853, respectively) | 823,649 | 995,887 | 1,139,798 |
| Available-for-sale | 161, 877 | 151, 992 | 131, 352 |
| Loans and leases: |  |  |  |
| Loans and leases | 5,713,570 | 5,533,565 | 5, 014,133 |
| Less allowance for loan and lease losses | 61,236 | 61,250 | 61,929 |
| Net loans and leases | 5,652,334 | 5,472,315 | 4,952, 204 |
| Total earning assets | 6,932,534 | 6,811,864 | 6,377,120 |
| Cash and due from banks | 267,313 | 262,894 | 296,909 |
| Premises and equipment | 245,320 | 245,338 | 251, 841 |
| Customers' acceptance liability | 2,107 | 732 | 1,800 |
| Core deposit premium | 13,312 | 13,722 | 15,376 |
| Goodwill | 77,993 | 78,896 | 80,413 |
| Other assets | 164,848 | 121,698 | 95,439 |
| TOTAL ASSETS | \$7,703,427 | 7,535,144 | \$7,118, 898 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |
| Deposits: |  |  |  |
| Noninterest-bearing demand | \$ 833,175 | \$ 861,869 | \$ 931,751 |
| Interest-bearing demand | 1,128,513 | 1,160, 219 | 1,207, 065 |
| Savings | 1,155,446 | 1,226,877 | 1,394,498 |
| Time | 1,640,479 | 1,503,347 | 1,354, 348 |
| Foreign | 467,543 | 399,901 | 184,286 |
| Total deposits | 5,225,156 | 5,152,213 | 5, 071,948 |
| Short-term borrowings | 1, 395, 182 | 1,329,816 | 1, 055, 025 |
| Acceptances outstanding | 2,107 | 732 | 1,800 |
| Other liabilities | 214,738 | 205,108 | 168,510 |
| Long-term debt | 228, 283 | 219,331 | 208,583 |
| Total liabilities | 7, 065,466 | 6,907,200 | 6,505,866 |
| Stockholders' equity: |  |  |  |
| Common stock | 162,713 | 162,713 | 162,713 |
| Surplus | 133,820 | 133,820 | 133, 821 |
| Retained earnings | 355,675 | 346,339 | 321, 028 |
| Unrealized valuation adjustment | (197) | $(1,033)$ | (41) |
| Treasury stock | $(14,050)$ | $(13,895)$ | $(4,489)$ |
| Total stockholders' equity | 637, 961 | 627,944 | 613, 032 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | \$7,703,427 | \$7, 535, 144 | \$7,118, 898 |

The accompanying notes are an integral part of these consolidated financial statements.
THREE MONTHS ENDED MARCH 31,
-1995

| INTEREST INCOME |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Interest and fees on loans | \$ | 118,656 | \$ | 93,987 |
| Lease financing income |  | 3,592 |  | 2,918 |
| Interest on investment securities: |  |  |  |  |
| Taxable interest income |  | 11,360 |  | 10,626 |
| Exempt from Federal income taxes |  | 1,654 |  | 379 |
| Other interest income |  | 3,332 |  | 2,134 |
| Total interest income |  | 138,594 |  | 110,044 |
| INTEREST EXPENSE |  |  |  |  |
| Deposits |  | 42,149 |  | 26,712 |
| Short-term borrowings |  | 20,513 |  | 9,332 |
| Long-term debt |  | 3,179 |  | 2,917 |
| Total interest expense |  | 65,841 |  | 38,961 |
| Net interest income |  | 72,753 |  | 71,083 |
| Provision for loan and lease losses |  | 3,340 |  | 3,843 |
| Net interest income after provision for |  |  |  |  |
| loan and lease losses |  | 69,413 |  | 67,240 |
| OTHER OPERATING INCOME |  |  |  |  |
| Trust income |  | 6,354 |  | 6,462 |
| Service charges on deposit accounts |  | 6,306 |  | 5,884 |
| Other service charges and fees |  | 8,254 |  | 8,153 |
| Securities gains, net |  | 1 |  | 141 |
| Other |  | 2,068 |  | 2,429 |
| Total other operating income |  | 22,983 |  | 23, 069 |
| OTHER OPERATING EXPENSES |  |  |  |  |
| Salaries and wages |  | 23,227 |  | 23,227 |
| Employee benefits |  | 7,234 |  | 7,382 |
| Occupancy expense |  | 6,426 |  | 5,722 |
| Equipment expense |  | 6,386 |  | 5,873 |
| Other |  | 20,072 |  | 19,200 |
| Total other operating expenses |  | 63,345 |  | 61,404 |
| Income before income taxes |  | 29,051 |  | 28,905 |
| Income taxes |  | 10,281 |  | 10,168 |
| NET INCOME | \$ | 18,770 | \$ | 18,737 |
| PER Share data |  |  |  |  |
| NET INCOME | \$ | . 59 | \$ | . 58 |
| CASH DIVIDENDS | \$ | . 295 | \$ | . 295 |
| AVERAGE SHARES OUTSTANDING |  | 021,262 |  | 399,530 |

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 (decrease) in interest payable
Decrease (increase) in prepaid expenses
Net cash provided by operating activities
Cash flows from investing activities:
Net decrease in interest-bearing deposits in other banks
Net increase in Federal funds sold and securities purchased under agreements to resell
Purchase of held-to-maturity investment securities
Proceeds from sale of held-to-maturity investment securities
Proceeds from maturity of held-to-maturity investment securities
Purchase of available-for-sale investment securities
Proceeds from maturity of available-for-sale investment securities
Net decrease (increase) in loans and leases
to customers
Capital expenditures
Other
Net cash provided by (used in) investing activities
Cash flows from financing activities:
Net increase (decrease) in deposits
Net increase (decrease) in short-term borrowings
Proceeds from long-term debt
Payments on long-term debt
Cash dividends paid
Purchases of common stock for issuance under Incentive Plan for Key Executives and Stock Incentive Plan

Net cash provided by (used in) financing activities
CASH AND DUE FROM BANKS AT END OF PERIOD
Supplemental disclosures:
Interest paid
Net income taxes paid
\$ 57,920
=========
\$ 2,016


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

| 1995 | 1994 |
| :---: | :---: |
| (in thousands) |  |
| \$627,944 | \$608, 369 |
| 18,770 | 18,737 |
| (155) | $(4,489)$ |
| 836 | (41) |
| $(9,434)$ | $(9,544)$ |
| \$637,961 | \$613, 032 |

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," which 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 the market price or fair value of the collateral if the loan is collateral dependent. The adoption of SFAS No. 114 did not have a material effect on the consolidated financial statements of the Company.

Effective January 1, 1994, the Company adopted SFAS No. 112, "Employer's Accounting for Postretirement Benefits," which requires that the estimated cost of benefits 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.

## NET INCOME

Consolidated net income for the first three months of 1995 was $\$ 18,770,000$ compared to $\$ 18,737,000$ for the first three months of 1994 , an increase of . $2 \%$, On a per share basis, consolidated net income for the first quarter of 1995 was $\$ .59$, an increase of $1.7 \%$ as compared to the first quarter of 1994

On an annualized basis, the Company's return on average total assets for the first three months of 1995 was $1.00 \%$ compared to $1.06 \%$ for the same period in 1994 and return on average stockholders' equity was $12.07 \%$ compared to $12.47 \%$ for the same period in 1994. The decreases in return on average total assets and in return on average stockholders' equity were primarily attributable to the slight increase in earnings as compared to the 5.7\% increase in average total assets and $3.5 \%$ increase in average stockholders' equity. The increase in earnings per share was primarily attributable to the decrease in average shares outstanding, resulting from purchases of treasury stock to be used for issuance under various incentive plans of the Company.

## NET INTEREST INCOME

Net interest income, on a fully taxable equivalent basis, increased $\$ 1,456,000$ or $2.0 \%$, to $\$ 74,341,000$ for the three months ended March 31, 1995 from $\$ 72,885,000$ for the same period in 1994. This increase was primarily due to a $6.9 \%$ increase in average earning assets, reflecting significant growth in new loans and leases, offset by a 20 basis point (1\% equals 100 basis points) decrease in the net interest margin.

As a result of increases in prevailing interest rates from the first quarter of 1994 to the first quarter of 1995, the yield on average earning assets increased 121 basis points and the rate paid for sources of funds used for such earning assets increased 141 basis points, which resulted in a decrease in the net interest margin from 4.54\% to 4.34\%.

Average earning assets increased by $\$ 445,545,000$, or $6.9 \%$, in the first quarter of 1995 over the first quarter of 1994. Efforts to diversify the Company's loan portfolio, both geographically and by industry, resulted in an $11.5 \%$ increase in average loans and leases. Credit extensions to companies on the mainland United States in the telecommunications industry primarily accounted for this increase. As a result, the mix of average earning assets changed, with higher-yielding loans and leases representing $81.0 \%$ of average earning assets in the first quarter of 1995 as compared to $77.6 \%$ in the first quarter of 1994.

Average interest-bearing deposits and liabilities increased by $\$ 449,812,000$, or $8.2 \%$, over the first quarter of 1994. As a result of depositors seeking higher yields, the mix of average interest-bearing deposits and liabilities changed with higher rate time deposits representing $35.1 \%$ of average interest-bearing deposits and liabilities in the first quarter of 1995 as compared to $26.0 \%$ in the first quarter of 1994.

The following table sets forth the condensed consolidated average balance sheets, an analysis of interest income/expense and average yield/rate for each major category of earning assets and interest-bearing deposits and 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 1995 and 1994) to make them comparable with taxable items before any income taxes are applied.

THREE MONTHS ENDED MARCH 31,

|  | 1995 |  | 1994 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Interest |  |  | nterest |  |
| AVERAGE | INCOME/ | YIELD/ | Average | Income/ | Yield/ |
| BALANCE | EXPENSE | RATE(1) | Balance | Expense | Rate(1) |
|  |  | dollars | ands) |  |  |

## ASSETS

Earning assets:


LIABILITIES AND
STOCKHOLDERS' EQUITY
Interest-bearing deposits
and liabilities:
Deposits
Short-term borrowings

Long-term debt
Total interest-bearing
deposits and liabilities
Interest rate spread
Noninterest-bearing demand
deposits
Other liabilities

Total liabilities
Stockholders' equity
Total liabilities and
stockholders' equity
Net interest income and margin on earning assets

Tax equivalent adjustment
Net interest income


| \$ 26,712 | 2.60\% |
| :---: | :---: |
| 9,331 | 3.38 |
| 2,918 | 5.56 |
| 38,961 | 2.87 |
|  | 4.06\% |


| 74,341 | $4.34 \%$ | 72,885 | $4.54 \%$ |
| ---: | :--- | ---: | :--- |
|  | $===$ | 1,802 |  |
| 1,588 |  | ------ |  |
| ----- |  | $\$ 71,083$ |  |
| $\$ 72,753$ |  | $=====$ |  |

(1) Annualized.
(2) Nonaccruing loans and leases have been included in computations of average loan and lease balances.
(3) Interest income for loans and leases included loans fees of $\$ 5,915$ and \$8,005 for 1995 and 1994, respectively.

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## INVESTMENT SECURITIES

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

|  | $\begin{gathered} \text { MARCH 31, } \\ 1995 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 1994 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 1994 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
|  |  | (in thousands) |  |
| Book value | \$823, 649 | \$995, 887 | \$1,139, 798 |
| Unrealized gains | 2,243 | 3,600 | 9,259 |
| Unrealized losses | $(8,686)$ | $(17,836)$ | $(6,204)$ |
| Fair value | \$817, 206 | \$981, 651 | \$1,142, 853 |
|  | ======== | ======== | ========= |

The decrease in unrealized losses from December 31, 1994 to March 31, 1995, was primarily attributable to the stable interest rate environment in the first quarter 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 March 31, 1995, gross unrealized gains and losses on available-for-sale securities were $\$ 43,000$ and $\$ 371,000$, respectively. At December 31, 1994, there were no unrealized gains and the gross unrealized losses on available-for-sale securities were \$1,716,000.

Gross realized gains and losses for the three months ended March 31, 1995 and 1994 were as follows:

|  | 1995 | 1994 |
| :--- | :---: | ---: |
|  | (in thousands) |  |
| Realized gains | $\$ 3$ | $\$ 142$ |
| Realized losses | 2 | 1 |
| Securities gains, net | -- | --- |
|  | $\$ 1$ | $\$ 141$ |
|  | $==$ | $===$ |

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 March 31, 1995, December 31, 1994 and March 31, 1994

|  | MARCH 31, 1995 |  | December 31, 1994 |  | March 31, 1994 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AMOUNT | \% | Amount | \% | Amount | \% |
|  |  |  | (dollars in | thousands) |  |  |
| Commercial, financial and |  |  |  |  |  |  |
| Real estate: |  |  |  |  |  |  |
| Commercial | 947,867 | 16.6 | 964,758 | 17.4 | 895,431 | 17.8 |
| Construction | 308,521 | 5.4 | 320,783 | 5.8 | 271, 042 | 5.4 |
| Residential: |  |  |  |  |  |  |
| Insured, guaranteed |  |  |  |  |  |  |
| Home equity credit |  |  |  |  |  |  |
| lines | 384,332 | 6.8 | 391,195 | 7.1 | 349,490 | 7.0 |
| Total real estate |  |  |  |  |  |  |
| loans | 3,311,884 | 58.0 | 3,292,042 | 59.5 | 2,965,648 | 59.1 |
| Consumer | 465,534 | 8.1 | 467,827 | 8.4 | 450,411 | 9.0 |
| Lease financing | 228,859 | 4.0 | 230,587 | 4.2 | 198,826 | 4.0 |
| Foreign | 245,719 | 4.3 | 235,964 | 4.3 | 213,911 | 4.3 |
| Total loans and leases | 5,713,570 | 100.0\% | 5,533,565 | 100.0\% | 5,014,133 | 100.0\% |
| Less allowance for loan and lease losses | 61,236 |  | 61,250 |  | 61,929 |  |
| Total net loans and |  |  |  |  |  |  |
| leases | \$5,652, 334 |  | \$5,472,315 |  | \$4,952,204 |  |

The loan and lease portfolio is the largest component of earning assets and accounts for the greatest portion of total interest income. At March 31, 1995 total loans and leases were $\$ 5,713,570,000$, an increase of $3.3 \%$ from December 31, 1994.

Total loans and leases at March 31, 1995, represented $74.2 \%$ of total assets, $82.4 \%$ of total earning assets and $109.3 \%$ 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. Governmental and certain other time deposits were shifted into security repurchase agreements at March 31, 1995, December 31, 1994 and March 31, 1994 to reduce the Company's deposit insurance premiums. If these repurchase agreements were included in the deposit base, total loans and leases as a percentage of total deposits would represent $94.3 \%, 92.6 \%$ and $84.2 \%$, respectively, at such dates.

At March 31, 1995, commercial, financial and agricultural loans increased $\$ 154,429,000$, or $11.8 \%$, over December 31, 1994. Credit extensions to companies in the 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 March 31, 1995, commercial real estate loans totalled $\$ 947,867,000$, or $16.6 \%$, 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 $\$ 53,866,000$ at March 31, 1995, a decrease of $7.8 \%$ from December 31, 1994. At March 31, 1995, the largest concentration of commercial real estate loans to a single borrower was $\$ 28,860,000$.

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

MARCH 31, December 31, March 31,
19951994
(dollars in thousands)
Nonperforming loans and leases: Nonaccrual:

Commercial, financial and agricultural
Real estate:
Commercial
Residential:
Insured, guaranteed, or conventional Home equity credit lines

Total real estate loans
Consumer
Lease financing
Total nonaccrual loans and leases Renegotiated:

Commercial real estate 2,500
Commercial, financial and agricultural
Total nonperforming loans and leases
Other real estate owned

Total nonperforming assets
Loans and leases past due 90 days or more
and still accruing interest
Nonperforming assets to total loans and leases and other real estate owned (end of period): Excluding 90 days past due accruing loans and leases

Nonperforming assets to total assets
(end of period):
Excluding 90 days past due accruing loans and leases
Including 90 days past due accruing loans and leases
1.16\%
1.94\%
\$ 7,915

2,260
38,673
5, 023
519
------1
46,475
-------
210
54, 816
2,500
57,316
9, 082
------
\$66,398
=======
\$44,701
=======
. $86 \%$
1.44\%
1.14\%
1.66\%
1.74\%
2.11\%
\$ 7,972

7,038
35,290
4,649
259

- 259

60,982
------
76
3
70,707
55,824
3,128
--
---
$----\mathbf{- 7}$
70,709
13,210
\$83,919
======
\$22,733
=======
1.17\%
1.48\%

Nonperforming assets increased from \$63,112,000 at December 31, 1994 to $\$ 66,398,000$ at March 31, 1995.

The decrease in the nonaccrual real estate - construction category and corresponding increase in the other real estate owned category was due to the foreclosure on a real estate - construction loan with a carrying value of \$4,433,000 in March 1995.

Loans and leases past due 90 days or more and still accruing interest totalled $\$ 44,701,000$ at March 31, 1995, an increase of $\$ 11,334,000$, or $34.0 \%$, from December 31, 1994. The increase was primarily due to six commercial real estate loans totalling $\$ 8.2$ million and a $\$ 2.7$ million commercial loan. 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 unusually long recession experienced by the Hawaii economy and weaknesses in both the local and California real estate markets. The Company believes that the Hawaii economy is beginning to show signs of improvement, and local commercial real estate markets evidence signs of having stabilized. A significant and sustained improvement in the Hawaii economy and in local real estate markets should have a positive effect on the Company's overall asset quality; however, there can be no assurance that such improvements will result in a significant reduction in the level of nonperforming assets (which consist primarily of commercial real estate loans) or related charge-offs in the near term.

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

|  | THREE MONTHS ENDED MARCH 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  |
|  | AVERAGE BALANCE | AVERAGE <br> RATE(1) | Average Balance | Average <br> Rate(1) |
|  | (dollars in thousands) |  |  |  |
| Interest-bearing demand | \$1,108, 993 | 2.76\% | \$1,246, 257 | 1.92\% |
| Savings | 1,128,820 | 3.24 | 1,488, 406 | 1.92 |
| Time | 2,087,862 | 4.97 | 1,432,160 | 3.90 |
| Total interest-bearing deposits | 4,325,675 | 3.95 | 4,166,823 | 2.60 |
| Noninterest-bearing demand | 828,650 | -- | 920,502 | -- |
| Total deposits | \$5,154,325 | 3.32\% | \$5, 087, 325 | 2.13\% |

Average interest-bearing deposits increased $\$ 158,852,000$, or $3.8 \%$, over the first quarter of 1994 . As a result of depositors seeking higher yields, the mix of average interest-bearing deposits changed, with higher rate time deposits representing $48.3 \%$ of average interest-bearing deposits in the first quarter of 1995 as compared to $34.4 \%$ in the first quarter of 1994.
(1) Annualized.

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

| THREE MONTHS ENDED MARCH 31, |  |
| :---: | :---: |
| 1995 | 1994 |
| (dollars in thousands) |  |


| Loans and leases outstanding (end of period) | $\begin{aligned} & \$ 5,713,570 \\ & ======== \end{aligned}$ | $\begin{aligned} & \$ 5,014,133 \\ & ========= \end{aligned}$ |
| :---: | :---: | :---: |
| Average loans and leases outstanding | \$5,626,482 | \$5, 045, 514 |
| Allowance for loan and lease losses: |  |  |
| Balance at beginning of period | \$ 61,250 | \$ 62,253 |
| Loans and leases charged off: |  |  |
| Commercial, financial and agricultural | 833 | 2,551 |
| Real estate: |  |  |
| Construction | 827 | 804 |
| Commercial | 596 | 375 |
| Residential | 117 | 252 |
| Consumer | 1,482 | 1,488 |
| Total loans and leases charged off | 3,855 | 5,470 |
| Recoveries on loans and leases previously charged off: |  |  |
| Commercial, financial and agricultural | 28 | 871 |
| Real estate: |  |  |
| Construction | 5 | 4 |
| Commercial | 1 | -- |
| Residential | 17 | 14 |
| Consumer | 450 | 412 |
| Lease financing | -- | 2 |
| Total recoveries on loans and leases charged off | 501 | 1,303 |
| Net charge-offs | 3,354 | 4,167 |
| Provision charged to expense | 3,340 | 3,843 |
| Balance at end of period | \$ 61, 236 | \$ 61,929 |
| Net loans and leases charged off to |  |  |
| Net loans and leases charged off to |  |  |
| Allowance for loan and lease losses to |  |  |
| Allowance for loan and lease losses to nonperforming loans and leases (end of period): |  |  |
| Excluding 90 days past due accruing loans and leases | 1.07X | . 88 x |
| Including 90 days past due accruing loans and leases | . 60 X | .66x |

(1) Annualized.

For the first three months of 1995, the provision for loan and lease losses was $\$ 3,340,000$, a decrease of $\$ 503,000$, or $13.1 \%$, as compared to the same period in 1994. This decrease is consistent with the decrease in net charge-offs for the respective period. Net charge-offs for the first three months of 1995 were $\$ 3,354,000$, a decrease of $\$ 813,000$, or $19.5 \%$, compared to the same period in 1994. The allowance for loan and lease losses increased to $107 \%$ of nonperforming assets at March 31, 1995 (excluding 90 days past due accruing loans and leases) from $88 \%$ at March 31, 1994, reflecting the substantial decrease in nonperforming assets and net charge-offs in the first quarter of 1995 compared to the first quarter of the prior year.

OTHER OPERATING INCOME
Exclusive of securities transactions, other operating income totalled $\$ 22,982,000$ for the first quarter of 1995 , an increase of $.2 \%$ over the same period in 1994.

Trust fees decreased $\$ 108,000$, or $1.7 \%$, for the first quarter of 1995 compared to the same period in 1994.

Service charges on deposit accounts increased $\$ 422,000$, or $7.2 \%$, for the first quarter of 1995 over the same period in 1994. This increase was partly attributable to increases in fees on checking accounts and on checks returned and paid.

Other service charges and fees increased \$101,000, or $1.2 \%$, for the first quarter of 1995 over the same period in 1994. This increase was primarily the result of fee income from loan servicing.

Security transactions resulted in net pre-tax gains of $\$ 1,000$ for the first three months of 1995 compared to net pre-tax gains of $\$ 141,000$ for the same period in 1994.

Other operating income decreased $\$ 361,000$, or $14.9 \%$, for the first quarter of 1995 compared to the same period in 1994. This decrease was partly attributable to an advisory fee recognized in 1994.

OTHER OPERATING EXPENSES
Other operating expenses totalled $\$ 63,345,000$ for the first three months of 1995, an increase of $3.2 \%$ over the first three months of 1994.

Total personnel expenses (salaries and wages and employee benefits) decreased $\$ 148,000$, or $.5 \%$, for the first three months of 1995 as compared to the same period in 1994.

Occupancy expense for the first three months of 1995 increased $\$ 704,000$, or $12.3 \%$, over the same period in 1994, primarily as a result of higher depreciation, insurance and rental expenses. The increase in depreciation and insurance expenses was 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 increased \$513,000, or $8.7 \%$, for the first quarter of 1995 over the same period in 1994, primarily as a result of higher depreciation and rental expense and maintenance service contracts in connection with the migration from a Unisys to IBM information technology platform and improvements in the delivery and processing systems.

Other expenses for the first three months of 1995 increased $\$ 872,000$, or $4.5 \%$, over the same period in 1994, primarily as a result of higher software depreciation expense and interchange fees.

The Company's effective income tax rate (exclusive of the tax equivalent adjustment) for the first three months of 1995 was $35.4 \%$ as compared to $35.2 \%$ for the same period in 1994.

## LIQUIDITY AND CAPITAL

Stockholders' equity was \$637,961,000 at March 31, 1995, a $1.6 \%$ increase from $\$ 627,944,000$ at December 31, 1994. Average stockholders' equity represented $8.30 \%$ of average total assets for the first quarter of 1995 compared to $8.48 \%$ in the same quarter last year. There was no significant change in the Company's liquidity position during the first quarter of 1995.

The following tables present the Company's regulatory capital position at March 31, 1995:

## RISK-BASED CAPITAL RATIOS

(dollars in thousands)

```
Tier 1 Capital
Tier 1 Capital minimum requirement(1)
```

Excess

Total Capital
Total Capital minimum requirement(1)
Excess
Risk-weighted assets

| \$ | 556,456 | 9.19\% |
| :---: | :---: | :---: |
|  | 242,151 | 4.00 |
| \$ | 314,305 | 5.19\% |
|  | ======= | ===== |
| \$ | 717,692 | 11.86\% |
|  | 484,301 | 8.00 |
| \$ | 243,391 | 3.86\% |
| \$ | 053,763 |  |

LEVERAGE RATIO

| AMOUNT | RATIO |
| :---: | :--- |
| $---------------~$ |  |

(dollars in thousands)

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

| $\$$ | 556,456 |
| :--- | ---: |
| 225,527 | $7.40 \%$ |
| -------- | 3.00 |
| \$ 330,929 | ---- |
| ========== | $4.40 \%$ |
| \$ $7,517,569$ | $====$ |
| ========== |  |

(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 of the Company has authorized the purchase from time to time of shares of outstanding common stock of the Company for issuance under the Company's Incentive Plan for Key Executives and Stock Incentive Plan. During the first quarter of 1995, the Company acquired 6,263 shares at an average price of $\$ 24.80$ per share under this authorization.

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits

Exhibit 12 Statement regarding computation of ratios.
Exhibit 27 Financial data schedule
(b) Reports on Form 8-K - No reports on Form 8-K were filed during the quarter ended March 31, 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
May 12, 1995
By /s/ HOWARD H. KARR
HOWARD H. KARR
EXECUTIVE VICE PRESIDENT AND TREASURER (PRINCIPAL FINANCIAL OFFICER)

| EXHIBIT |  | Page Number in |
| :---: | :---: | :---: |
| NUMBER | DESCRIPTION | QUARTERLY REPORT ON FORM 10-Q |
| 12 | Statement regarding computation of ratios. | 19 |
| 27 | Financial data schedule | 20 |

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

THREE MONTHS ENDED MARCH 31,

(dollars in thousands)

| Income before income taxes | \$29, 051 | \$28,905 |
| :---: | :---: | :---: |
| Fixed charges:(1) |  |  |
| Interest expense | 65,841 | 38,961 |
| Rental expense | 1,211 | 1, 084 |
|  | 67, 052 | 40, 045 |
| Less interest on deposits | 42,149 | 26,712 |
| Net fixed charges | 24,903 | 13,333 |
| Earnings, excluding |  |  |
| interest on deposits | ======= | ======= |
| Earnings, including |  |  |
| Ratio of earnings to |  |  |
| fixed charges: |  |  |
| Excluding interest on deposits | $2.17 x$ | $3.17 x$ |
| Including interest on deposits | 1.43x | 1.72x |

(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.

$$
\begin{aligned}
& \text { 3-MOS } \\
& \text { DEC-31-1995 } \\
& 0 \\
& \text { 18,770 } \\
& \text {. } 59 \\
& 8.18 \\
& \text { 57,316 } \\
& \text { 44,701 } \\
& \text { 2,500 } \\
& \text { 61,250 } \\
& \text { 3, } 855 \\
& 501 \\
& \text { 61,236 } \\
& \text { 46,459 } \\
& \text { 1,085 } \\
& \text { 13, } 692
\end{aligned}
$$

