## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549
FORM 8-K
CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d)
OF THE SECURITIES EXCHANGE ACT OF 1934
Date of Report (Date of earliest event reported): October 22, 2021
FIRST HAWAIIAN, INC.
(Exact Name of Registrant as Specified in Its Charter)

Delaware
(State or Other Jurisdiction of Incorporation)

001-14585
(Commission File Number)
999 Bishop St., 29th Floor
Honolulu, Hawaii
(Address of Principal Executive Offices)

99-0156159
(IRS Employer Identification No.)
(808) 525-7000
(Registrant's Telephone Number, Including Area Code)

## Not Applicable

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
$\square$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
Securities registered pursuant to Section 12(b) of the Act:

| Title of each class: | Trading Symbol(s) | Name of each exchange on which registered: |
| :---: | :---: | :---: |

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 ( $\$ 230.405$ of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 ( $\S 240.12 \mathrm{~b}-2$ of this chapter).

Emerging growth company $\square$
If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. $\square$

## Item 2.02 Results of Operations and Financial Condition.

On October 22, 2021, First Hawaiian, Inc. (together with its consolidated subsidiary, "First Hawaiian") reported its earnings for the quarter ended September 30, 2021. A copy of First Hawaiian's press release containing this information is being furnished as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated herein by reference.

All information provided in this Current Report on Form 8-K, including Exhibit 99.1, shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities under that Section, and shall not be deemed to be incorporated by reference into any filing of First Hawaiian under the Securities Act of 1933, as amended, or the Exchange Act except as expressly set forth by specific reference in such a filing.

## Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

## Exhibit No.

Description
99.1 Press release of First Hawaiian, Inc. dated October 22, 2021 containing financial information for its quarter ended September 30, 2021.

104 Cover Page Interactive Data File - the cover page XBRL tags are embedded within the Inline XBRL document

## SIGNATURE

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 hereunto duly authorized.

## FIRST HAWAIIAN, INC.

Date: October 22, 2021
By: /s/ Robert S. Harrison
Robert S. Harrison
Chairman of the Board, President and Chief Executive Officer
(Principal Executive Officer)

## First Hawaiian, Inc.

## For Immediate Release

## First Hawaiian, Inc. Reports Third Quarter 2021 Financial Results and Declares Dividend

HONOLULU, Hawaii October 22, 2021--(Globe Newswire)--First Hawaiian, Inc. (NASDAQ:FHB), ("First Hawaiian" or the "Company") today reported financial results for its quarter ended September 30, 2021.
"We are pleased with the bank's solid performance in the third quarter. It was also a milestone quarter, as total assets exceeded $\$ 25$ billion at quarter-end for the first time in our history," said Bob Harrison, Chairman, President and CEO. "We had good growth in deposit balances, credit quality remained excellent, and we are seeing an increase in loan activity."

On October 20, 2021 the Company's Board of Directors declared a quarterly cash dividend of $\$ 0.26$ per share. The dividend will be payable on December 3, 2021 to stockholders of record at the close of business on November 22, 2021.

## Third Quarter 2021 Highlights:

- Net income of $\$ 64.3$ million, or $\$ 0.50$ per diluted share
- Total loans and leases decreased $\$ 269.4$ million, versus prior quarter, reflecting a $\$ 308.0$ million decline in PPP loans
- Total deposits increased $\$ 1.3$ billion versus prior quarter
- Recorded a $\$ 4.0$ million negative provision for credit losses
- Board of Directors declared a quarterly dividend of $\$ 0.26$ per share
- Repurchased $\$ 21.6$ million of stock under share repurchase program


## Balance Sheet

Total assets were $\$ 25.5$ billion as of September 30, 2021, compared to $\$ 24.2$ billion as of June 30, 2021.
Gross loans and leases were $\$ 12.8$ billion as of September 30, 2021, a decrease of $\$ 269.4$ million, or $2.1 \%$, from $\$ 13.1$ billion as of June 30 , 2021.

Total deposits were $\$ 22.1$ billion as of September 30, 2021, an increase of $\$ 1.3$ billion, or $6.2 \%$, from $\$ 20.8$ billion as of June 30, 2021.

## Net Interest Income

Net interest income for the third quarter of 2021 was $\$ 132.6$ million, an increase of $\$ 1.1$ million, or $0.8 \%$, compared to $\$ 131.5$ million for the prior quarter.

The net interest margin (NIM) was $2.36 \%$ in the third quarter of 2021, a decrease of 10 basis points compared to $2.46 \%$ in the second quarter of 2021.

## Provision Expense

During the quarter ended September 30, 2021, we recorded a $\$ 4.0$ million negative provision for credit losses. In the quarter ended June 30 , 2021, we recorded a $\$ 35.0$ million negative provision for credit losses.

## Noninterest Income

Noninterest income was $\$ 50.1$ million in the third quarter of 2021 , an increase of $\$ 0.7$ million compared to noninterest income of $\$ 49.4$ million in the second quarter of 2021.

## Noninterest Expense

Noninterest expense was $\$ 101.0$ million in the third quarter of 2021 , an increase of $\$ 1.6$ million compared to noninterest expense of $\$ 99.4$ million in the second quarter of 2021.

The efficiency ratio was $55.1 \%$ and $54.7 \%$ for the quarters ended September 30, 2021 and June 30, 2021, respectively.

The effective tax rate was $25.0 \%$ for the quarter ended September 30, 2021 and 25.5\% for the quarter ended June 30, 2021.

## Asset Quality

The allowance for credit losses was $\$ 161.2$ million, or $1.26 \%$ of total loans and leases, as of September 30, 2021, compared to $\$ 169.1$ million, or $1.29 \%$ of total loans and leases, as of June 30, 2021. The reserve for unfunded commitments was $\$ 32.5$ million as of September 30, 2021 compared to $\$ 29.2$ million as of June 30, 2021. Net charge-offs were $\$ 0.6$ million, or $0.02 \%$ of average loans and leases on an annualized basis for the quarter ended September 30, 2021, compared to net charge-offs of $\$ 1.1$ million, or $0.03 \%$ of average loans and leases on an annualized basis for the quarter ended June 30, 2021. Total non-performing assets were $\$ 8.6$ million, or $0.07 \%$ of total loans and leases and other real estate owned, at September 30, 2021, compared to total non-performing assets of $\$ 8.9$ million, or $0.07 \%$ of total loans and leases and other real estate owned, at June 30, 2021.

## Capital

Total stockholders’ equity was \$2.7 billion at both September 30, 2021 and June 30, 2021.
The tier 1 leverage, common equity tier 1 and total capital ratios were $7.39 \%, 12.63 \%$ and $13.88 \%$, respectively, at September 30 , 2021, compared with $7.68 \%, 12.76 \%$ and $14.01 \%$, respectively, at June 30, 2021.

The Company repurchased 0.8 million shares of common stock at a total cost of $\$ 21.6$ million under the stock repurchase program in the third quarter. The average cost was $\$ 27.76$ per share repurchased. Remaining buyback authority under the stock repurchase program was $\$ 21.5$ million at September 30, 2021.

## First Hawaiian, Inc.

First Hawaiian, Inc. (NASDAQ:FHB) is a bank holding company headquartered in Honolulu, Hawaii. Its principal subsidiary, First Hawaiian Bank, founded in 1858 under the name Bishop \& Company, is Hawaii's oldest and largest financial institution with branch locations throughout Hawaii, Guam and Saipan. The company offers a comprehensive suite of banking services to consumer and commercial customers including deposit products, loans, wealth management, insurance, trust, retirement planning, credit card and merchant processing services. Customers may also access their accounts through ATMs, online and mobile banking channels. For more information about First Hawaiian, Inc., visit the Company's website, www.fhb.com.

## Conference Call Information

First Hawaiian will host a conference call to discuss the Company’s results today at 1:00 p.m. Eastern Time, 7:00 a.m. Hawaii Time. To access the call, participants should dial (844) 452-2942 (US/Canada), or (574) 990-9846 (International) ten minutes prior to the start of the call and enter the conference ID: 2438538. A live webcast of the conference call, including a slide presentation, will be available at the following link: www.fhb.com/earnings. The archive of the webcast will be available at the same location. A telephonic replay of the conference call will be available two hours after the conclusion of the call until $4: 30$ p.m. (Eastern Time) on October 29, 2021. Access the replay by dialing (855) 859-2056 or (404) 537-3406 and entering the conference ID: 2438538.

## Forward-Looking Statements

This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements reflect our current views with respect to, among other things, future events and our financial performance. These statements are often, but not always, made through the use of words or phrases such as "may", "might", "should", "could", "predict", "potential", "believe", "expect", "continue", "will", "anticipate", "seek", "estimate", "intend", "plan", "projection", "would", "annualized" and "outlook", or the negative version of those words or other comparable words or phrases of a future or forward-looking nature. These forward-looking statements are not historical facts, and are based on current expectations, estimates and projections about our industry, management's beliefs and certain assumptions made by management, many of which, by their nature, are inherently uncertain and beyond our control. Accordingly, we caution you that any such forward-looking statements are not guarantees of future performance and are subject to risks, assumptions, estimates and uncertainties that are difficult to predict. Further, statements about the potential effects of the COVID-19 pandemic on our businesses and financial results and conditions may constitute forward-looking statements and are subject to the risk that the actual effects may differ, possibly materially, from what is reflected in those forward-looking statements due to factors and future developments that are uncertain, unpredictable and in many cases beyond our control, including the scope and duration of the pandemic, actions taken by governmental authorities in response to the pandemic, and the direct and indirect impact of the pandemic on our customers, third parties and us. Although we believe that the expectations reflected in these forward-looking statements are reasonable as of the date made, there can be no assurance that actual results will not prove to be materially different from the results expressed or implied by the forward-looking statements. A number of important factors could cause actual results or performance to differ materially from the forwardlooking statements, including (without limitation) the risks and uncertainties associated with the ongoing impacts of COVID-19, the domestic and global economic environment and capital market conditions and other risk factors. For a discussion of some of these risks and important factors that could affect our future results and financial condition, see our U.S. Securities and Exchange Commission ("SEC") filings, including, but not limited to, our Annual Report on Form 10-K for the year ended December 31, 2020 and our Quarterly Report on Form 10Q for the quarters ended March 31, 2021 and June 30, 2021.

## Use of Non-GAAP Financial Measures

We present net interest income, noninterest income, noninterest expense, net income, earnings per share (basic and diluted) and the related ratios described below, on an adjusted, or "core," basis, each a non-GAAP financial measure. These core measures exclude from the corresponding GAAP measure the impact of certain items that we do not believe are representative of our financial results. We believe that the presentation of these non-GAAP financial measures helps identify underlying trends in our business from period to period that could otherwise be distorted by the effect of certain expenses, gains and other items included in our operating results. We believe that these core measures provide useful information about our operating results and enhance the overall understanding of our past performance and future performance. Investors should consider our performance and financial condition as reported under GAAP and all other relevant information when assessing our performance or financial condition.

Core net interest margin, core efficiency ratio, core return on average total assets and core return on average total stockholders' equity are non-GAAP financial measures. We compute our core net interest margin as the ratio of core net interest income to average earning assets. We compute our core efficiency ratio as the ratio of core noninterest expense to the sum of core net interest income and core noninterest income. We compute our core return on average total assets as the ratio of core net income to average total assets. We compute our core return on average total stockholders' equity as the ratio of core net income to average total stockholders' equity.

Return on average tangible stockholders' equity, core return on average tangible stockholders’ equity, return on average tangible assets, core return on average tangible assets and tangible stockholders' equity to tangible assets are non-GAAP financial measures. We compute our return on average tangible stockholders' equity as the ratio of net income to average tangible stockholders' equity, which is calculated by subtracting (and thereby effectively excluding) amounts related to the effect of goodwill from our average total stockholders' equity. We compute our core return on average tangible stockholders' equity as the ratio of core net income to average tangible stockholders' equity, which is calculated by subtracting (and thereby effectively excluding) amounts related to the effect of goodwill from our average total stockholders' equity. We compute our return on average tangible assets as the ratio of net income to average tangible assets, which is calculated by subtracting (and thereby effectively excluding) amounts related to the effect of goodwill from our average total assets. We compute our core return on average tangible assets as the ratio of core net income to average tangible assets. We compute our tangible stockholders' equity to tangible assets as the ratio of tangible stockholders' equity to tangible assets, each of which we calculate by subtracting (and thereby effectively excluding) the value of our goodwill. We believe that these measurements are useful for investors, regulators, management and others to evaluate financial performance and capital adequacy relative to other financial institutions. Although these non-GAAP financial measures are frequently used by stakeholders in the evaluation of a company, they have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our results or financial condition as reported under GAAP.

Tables 14 and 15 at the end of this document provide a reconciliation of these non-GAAP financial measures with their most directly comparable GAAP measures.

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| (dollars in thousands, except per share data) | As of September 30, 2021 | As of June 30, 2021 | $\begin{gathered} \text { As of } \\ \text { December 31, } \\ \hline 020 \end{gathered}$ | $\begin{gathered} \text { As of } \\ \text { September 30, } \\ 2020 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Balance Sheet Data: |  |  |  |  |
| Loans and leases | \$ 12,834,339 | \$ 13,103,785 | \$ 13,279,097 | \$ 13,499,969 |
| Total assets | 25,548,322 | 24,246,328 | 22,662,831 | 22,310,701 |
| Total deposits | 22,120,003 | 20,835,115 | 19,227,723 | 18,897,762 |
| Long-term borrowings | 200,000 | 200,000 | 200,010 | 200,010 |
| Total stockholders' equity | 2,711,734 | 2,731,341 | 2,744,104 | 2,733,934 |
| Per Share of Common Stock: |  |  |  |  |
| Book value | 21.14 | 21.17 | 21.12 | 21.04 |
| Tangible book value (non-GAAP) ${ }^{(4)}$ | 13.38 | 13.45 | 13.46 | 13.38 |
| Asset Quality Ratios: |  |  |  |  |
| Non-accrual loans and leases / total loans and leases | 0.07 \% | 0.07 \% | 0.07 \% | 0.13 \% |
| Allowance for credit losses for loans and leases / total loans and leases | 1.26 \% | 1.29 \% | 1.57 \% | 1.45 \% |
| Capital Ratios: |  |  |  |  |
| Common Equity Tier 1 Capital Ratio | 12.63 \% | 12.76 \% | 12.47 \% | 12.22 \% |
| Tier 1 Capital Ratio | 12.63 \% | 12.76 \% | 12.47 \% | 12.22 \% |
| Total Capital Ratio | 13.88 \% | 14.01 \% | 13.73 \% | 13.47 \% |
| Tier 1 Leverage Ratio | 7.39 \% | 7.68 \% | 8.00 \% | 7.91 \% |
| Total stockholders' equity to total assets | 10.61 \% | 11.26 \% | 12.11 \% | 12.25 \% |
| Tangible stockholders' equity to tangible assets (non-GAAP) | 6.99 \% | 7.47 \% | 8.07 \% | 8.16 \% |
| Non-Financial Data: |  |  |  |  |
| Number of branches | 54 | 54 | 54 | 58 |
| Number of ATMs | 298 | 294 | 297 | 302 |
| Number of Full-Time Equivalent Employees | 2,025 | 2,087 | 2,103 | 2,099 |

${ }^{(1)}$ Except for the efficiency ratio and the core efficiency ratio, amounts are annualized for the three and nine months ended September 30, 2021 and 2020 and the three months ended June 30, 2021.
(2) Core return on average tangible assets is a non-GAAP financial measure. We compute our core return on average tangible assets as the ratio of core net income to average tangible assets, which is calculated by subtracting (and thereby effectively excluding) amounts related to the effect of goodwill from our average total assets. For a reconciliation to the most directly comparable GAAP financial measure for core net income, see Table 14, GAAP to Non-GAAP Reconciliation.
(3) Core return on average tangible stockholders' equity is a non-GAAP financial measure. We compute our core return on average tangible stockholders' equity as the ratio of core net income to average tangible stockholders' equity, which is calculated by subtracting (and thereby effectively excluding) amounts related to the effect of goodwill from our average total stockholders' equity. For a reconciliation to the most directly comparable GAAP financial measure for core net income, see Table 14, GAAP to Non-GAAP Reconciliation.
(4) Tangible book value is a non-GAAP financial measure. We compute our tangible book value as the ratio of tangible stockholders' equity to shares outstanding. Tangible stockholders' equity is calculated by subtracting (and thereby effectively excluding) amounts related to the effect of goodwill from our total stockholders' equity. For a reconciliation to the most directly comparable GAAP financial measure for core net income, see Table 14, GAAP to Non-GAAP Reconciliation.


| Consolidated Ba | $\underset{2021}{ } \begin{gathered}\text { September 30, }\end{gathered}$ |  | June 30, |  | $\begin{gathered} \hline \text { December 31, } \\ 2020 \\ \hline \end{gathered}$ |  |  | Table 3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\underset{2020}{\substack{\text { September } \\ 20,}}$ |  |  |
| Assets |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 268,467 |  |  | \$ | 347,861 | \$ | 303,373 | \$ | 333,744 |
| Interest-bearing deposits in other banks |  | 2,130,615 |  | 1,558,437 |  | 737,571 |  | 482,585 |
| Investment securities, at fair value (amortized cost: \$7,994,266 as of |  |  |  |  |  |  |  |  |
| September 30, 2021, \$6,951,153 as of June 30, 2021, \$5,985,031 as of |  |  |  |  |  |  |  |  |
| December 31, 2020 and \$5,584,556 as of September 30, 2020) |  | 7,953,727 |  | 6,953,930 |  | 6,071,415 |  | 5,692,883 |
| Loans held for sale |  | 2,052 |  | 1,241 |  | 11,579 |  | 34,669 |
| Loans and leases |  | 12,834,339 |  | 13,103,785 |  | 13,279,097 |  | 13,499,969 |
| Less: allowance for credit losses |  | 161,246 |  | 169,148 |  | 208,454 |  | 195,876 |
| Net loans and leases |  | 12,673,093 |  | 12,934,637 |  | 13,070,643 |  | 13,304,093 |
|  |  |  |  |  |  |  |  |  |
| Premises and equipment, net |  | 317,272 |  | 319,452 |  | 322,401 |  | 321,229 |
| Accrued interest receivable |  | 64,855 |  | 66,734 |  | 69,626 |  | 66,005 |
| Bank-owned life insurance |  | 468,968 |  | 466,402 |  | 466,537 |  | 462,422 |
| Goodwill |  | 995,492 |  | 995,492 |  | 995,492 |  | 995,492 |
| Mortgage servicing rights |  | 9,107 |  | 10,007 |  | 10,731 |  | 10,922 |
| Other assets |  | 664,674 |  | 592,135 |  | 603,463 |  | 606,657 |
| Total assets | \$ | 25,548,322 |  | 24,246,328 |  | 22,662,831 | \$ | 22,310,701 |
| Liabilities and Stockholders' Equity |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |
| Interest-bearing | \$ | 13,246,579 |  | 12,245,193 |  | \$ 11,705,609 | \$ | 11,989,492 |
| Noninterest-bearing |  | 8,873,424 |  | 8,589,922 |  | 7,522,114 |  | 6,908,270 |
| Total deposits |  | 22,120,003 |  | 20,835,115 |  | 19,227,723 |  | 18,897,762 |
| Long-term borrowings |  | 200,000 |  | 200,000 |  | 200,010 |  | 200,010 |
| Retirement benefits payable |  | 144,400 |  | 144,101 |  | 143,373 |  | 138,806 |
| Other liabilities |  | 372,185 |  | 335,771 |  | 347,621 |  | 340,189 |
| Total liabilities |  | 22,836,588 |  | 21,514,987 |  | 19,918,727 |  | 19,576,767 |
|  |  |  |  |  |  |  |  |  |
| Stockholders' equity |  |  |  |  |  |  |  |  |
| Common stock ( $\$ 0.01$ par value; authorized $300,000,000$ shares; issued/outstanding: 140,563,799 / 128,255,570 shares as of |  |  |  |  |  |  |  |  |
| September 30, 2021, issued/outstanding: 140,542,398 / 129,019,871 shares as of June 30, 2021, issued/outstanding: 140,191,133/ |  |  |  |  |  |  |  |  |
| 129,912,272 shares as of December 31, 2020 and issued/outstanding: |  |  |  |  |  |  |  |  |
| Additional paid-in capital |  | 2,524,168 |  | 2,520,790 |  | 2,514,014 |  | 2,511,849 |
| Retained earnings |  | 581,094 |  | 550,511 |  | 473,974 |  | 446,315 |
| Accumulated other comprehensive (loss) income, net |  | $(61,463)$ |  | $(29,702)$ |  | 31,604 |  | 51,254 |
| Treasury stock ( $12,308,229$ shares as of September 30, 2021, 11,522,527 shares as of June 30, 2021, 10,278,861 shares as of December 31, 2020 and $10,278,639$ shares as of September 30, 2020) |  |  |  |  |  |  |  |  |
| Total stockholders' equity |  | 2,711,734 |  | 2,731,341 |  | 2,744,104 |  | 2,733,934 |
| Total liabilities and stockholders' equity | \$ | 25,548,322 |  | 24,246,328 |  | \$ 22,662,831 | \$ | 22,310,701 |


| Average Balances and Interest Rates |  |  |  |  |  |  |
| :--- | :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

(1) Non-performing loans and leases are included in the respective average loan and lease balances. Income, if any, on such loans and leases is recognized on a cash basis.
(2) Interest income includes taxable-equivalent basis adjustments of $\$ 0.8$ million, $\$ 0.7$ million and $\$ 0.3$ million for the three months ended September 30, 2021, June 30, 2021 and September 30, 2020, respectively.

| Average Balances and Interest Rates |  |  |  |  |  |
| :--- | ---: | ---: | ---: | :--- | ---: | :--- | ---: | :--- |

[^0]| (dollars in millions) | Three Months Ended September 30, 2021Compared to June 30, 2021 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume |  | Rate |  | Total |  |
| Change in Interest Income: |  |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ | 0.2 | \$ | 0.3 | \$ | 0.5 |
| Available-for-Sale Investment Securities |  |  |  |  |  |  |
| Taxable |  | 1.3 |  | (0.9) |  | 0.4 |
| Non-Taxable |  | 0.5 |  | (0.3) |  | 0.2 |
| Total Available-for-Sale Investment Securities |  | 1.8 |  | (1.2) |  | 0.6 |
| Loans and Leases |  |  |  |  |  |  |
| Commercial and industrial |  | (3.9) |  | 2.5 |  | (1.4) |
| Commercial real estate |  | 0.3 |  | (0.2) |  | 0.1 |
| Construction |  | 0.5 |  | 0.2 |  | 0.7 |
| Residential: |  |  |  |  |  |  |
| Residential mortgage |  | 1.0 |  | (0.4) |  | 0.6 |
| Home equity line |  | 0.2 |  | (0.2) |  | - |
| Consumer |  | (0.1) |  | - |  | (0.1) |
| Lease financing |  | - |  | 0.1 |  | 0.1 |
| Total Loans and Leases |  | (2.0) |  | 2.0 |  | - |
| Other Earning Assets |  | 0.1 |  | (0.1) |  | - |
| Total Change in Interest Income |  | 0.1 |  | 1.0 |  | 1.1 |
|  |  |  |  |  |  |  |
| Change in Interest Expense: |  |  |  |  |  |  |
| Interest-Bearing Deposits |  |  |  |  |  |  |
| Savings |  | 0.1 |  | - |  | 0.1 |
| Time |  | (0.2) |  | - |  | (0.2) |
| Total Interest-Bearing Deposits |  | (0.1) |  | - |  | (0.1) |
| Total Change in Interest Expense |  | (0.1) |  | - |  | (0.1) |
| Change in Net Interest Income | \$ | 0.2 | \$ | 1.0 | \$ | 1.2 |


| (dollars in millions) | Three Months Ended September 30, 2021 Compared to September 30, 2020 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume | Rate |  | Total |  |
| Change in Interest Income: |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ 0.5 | \$ | 0.2 | \$ | 0.7 |
| Available-for-Sale Investment Securities |  |  |  |  |  |
| Taxable | 4.8 |  | (2.1) |  | 2.7 |
| Non-Taxable | 2.8 |  | - |  | 2.8 |
| Total Available-for-Sale Investment Securities | 7.6 |  | (2.1) |  | 5.5 |
| Loans Held for Sale | (0.1) |  | - |  | (0.1) |
| Loans and Leases |  |  |  |  |  |
| Commercial and industrial | (6.3) |  | 4.4 |  | (1.9) |
| Commercial real estate | 0.2 |  | (2.6) |  | (2.4) |
| Construction | 1.8 |  | - |  | 1.8 |
| Residential: |  |  |  |  |  |
| Residential mortgage | 1.8 |  | (5.1) |  | (3.3) |
| Home equity line | (0.2) |  | (0.9) |  | (1.1) |
| Consumer | (2.8) |  | (0.6) |  | (3.4) |
| Lease financing | - |  | 0.2 |  | 0.2 |
| Total Loans and Leases | (5.5) |  | (4.6) |  | (10.1) |
| Other Earning Assets | 0.1 |  | (0.3) |  | (0.2) |
| Total Change in Interest Income | 2.6 |  | (6.8) |  | (4.2) |

## Change in Interest Expense:

Interest-Bearing Deposits

| Savings |  | 0.1 |  | (0.1) |  | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Money Market |  | 0.1 |  | - |  | 0.1 |
| Time |  | (1.6) |  | (1.5) |  | (3.1) |
| Total Interest-Bearing Deposits |  | (1.4) |  | (1.6) |  | (3.0) |
| Short-Term Borrowings |  | (0.2) |  | (0.1) |  | (0.3) |
| Total Change in Interest Expense |  | (1.6) |  | (1.7) |  | (3.3) |
| Change in Net Interest Income | \$ | 4.2 | \$ | (5.1) | \$ | (0.9) |


| (dollars in millions) | Nine Months Ended September 30, 2021 Compared to September 30, 2020 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume | Rate |  | Total |  |
| Change in Interest Income: |  |  |  |  |  |
| Interest-Bearing Deposits in Other Banks | \$ 1.0 | \$ | (1.7) | \$ | (0.7) |
| Available-for-Sale Investment Securities |  |  |  |  |  |
| Taxable | 19.6 |  | (11.1) |  | 8.5 |
| Non-Taxable | 6.8 |  | - |  | 6.8 |
| Total Available-for-Sale Investment Securities | 26.4 |  | (11.1) |  | 15.3 |
| Loans Held for Sale | (0.1) |  | - |  | (0.1) |
| Loans and Leases |  |  |  |  |  |
| Commercial and industrial | (10.0) |  | 0.7 |  | (9.3) |
| Commercial real estate | (0.2) |  | (14.9) |  | (15.1) |
| Construction | 5.3 |  | (1.9) |  | 3.4 |
| Residential: |  |  |  |  |  |
| Residential mortgage | 2.2 |  | (10.2) |  | (8.0) |
| Home equity line | (1.3) |  | (3.1) |  | (4.4) |
| Consumer | (10.1) |  | (2.4) |  | (12.5) |
| Lease financing | 0.2 |  | 0.4 |  | 0.6 |
| Total Loans and Leases | (13.9) |  | (31.4) |  | (45.3) |
| Other Earning Assets | 0.2 |  | (1.0) |  | (0.8) |
| Total Change in Interest Income | 13.6 |  | (45.2) |  | (31.6) |

Change in Interest Expense:
Interest-Bearing Deposits
Savings
Money Market
Time
Total Interest-Bearing Deposits
Short-Term Borrowings
Total Change in Interest Expense
Change in Net Interest Income

| (dollars in thousands) | $\begin{gathered} \hline \text { September 30, } \\ 2021 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2021 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2020 \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2020 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and industrial: |  |  |  |  |  |  |  |  |
| Commercial and industrial excluding Paycheck Protection Program loans | \$ | 1,692,315 | \$ | 1,753,444 | \$ | 2,218,266 | \$ | ,250,094 |
| Paycheck Protection Program loans |  | 503,069 |  | 811,103 |  | 801,241 |  | 920,168 |
| Total commercial and industrial |  | 2,195,384 |  | 2,564,547 |  | 3,019,507 |  | 3,170,262 |
| Commercial real estate |  | 3,569,768 |  | 3,528,068 |  | 3,392,676 |  | 3,461,085 |
| Construction |  | 826,078 |  | 853,865 |  | 735,819 |  | 662,871 |
| Residential: |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 3,914,632 |  | 3,821,407 |  | 3,690,218 |  | 3,669,051 |
| Home equity line |  | 852,074 |  | 825,368 |  | 841,624 |  | 864,789 |
| Total residential |  | 4,766,706 |  | 4,646,775 |  | 4,531,842 |  | 4,533,840 |
| Consumer |  | 1,238,714 |  | 1,267,559 |  | 1,353,842 |  | 1,425,934 |
| Lease financing |  | 237,689 |  | 242,971 |  | 245,411 |  | 245,977 |
| Total loans and leases | \$ | 12,834,339 | \$ | 13,103,785 | \$ | 13,279,097 | \$ | 13,499,969 |


| Deposits | $\begin{gathered} \hline \text { September 30, } \\ 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { June 30, } \\ 2021, \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2020 \\ \hline \end{gathered}$ |  | September 30, 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in thousands) |  |  |  |  |  |  |  |
| Demand | \$ 8,873,424 | \$ | 8,589,922 | \$ | 7,522,114 | \$ | 6,908,270 |
| Savings | 7,347,079 |  | 6,421,053 |  | 6,020,075 |  | 5,994,687 |
| Money Market | 4,019,250 |  | 3,920,477 |  | 3,337,236 |  | 3,379,985 |
| Time | 1,880,250 |  | 1,903,663 |  | 2,348,298 |  | 2,614,820 |
| Total Deposits | \$ 22,120,003 | \$ | 20,835,115 | \$ | 19,227,723 | \$ | 18,897,762 |


| Non-Performing Assets and Accruing Loans and Leases Past Due 90 Days or More |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| (dollars in thousands) |  |  |  |


${ }^{(1)}$ Annualized for the three and nine months ended September 30, 2021 and 2020 and three months ended June 30, 2021.

| (dollars in thousands) | 2021 |  | Term Loans <br> Amortized Cost Basis by Origination Year |  |  |  |  |  |  |  |  |  | Revolving Loans Amortized Cost Basis |  | Revolving Loans Converted to Term Loans Amortized Cost Basis |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2020 |  | 2019 |  | 2018 |  | 2017 |  | Prior |  |  |  |  |  |  |  |
| Commercial Lending |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Pass | \$ | 633,079 | \$ | 172,147 | \$ | 162,921 | \$ | 128,968 | \$ | 31,439 | \$ | 194,494 | \$ | 578,257 | \$ | 21,767 | \$ | 1,923,072 |
| Special Mention |  | 5,421 |  | 4,709 |  | 104,973 |  | 4,083 |  | 1,069 |  | 4,292 |  | 23,127 |  | 289 |  | 147,963 |
| Substandard |  | 371 |  | 1,663 |  | 2,102 |  | 13,874 |  | 97 |  | 8,285 |  | 19,162 |  | 1,307 |  | 46,861 |
| Other (1) |  | 10,257 |  | 7,897 |  | 8,955 |  | 5,364 |  | 2,740 |  | 573 |  | 41,702 |  | - |  | 77,488 |
| Total Commercial and |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial Real Estate |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Risk rating: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Pass |  | 493,286 |  | 342,433 |  | 578,079 |  | 522,123 |  | 429,840 |  | 967,286 |  | 59,685 |  | - |  | 3,392,732 |
| Special Mention |  | - |  | 1,472 |  | 48,916 |  | 16,054 |  | 28,264 |  | 56,319 |  | 7,604 |  | - |  | 158,629 |
| Substandard |  | - |  | - |  | - |  | 1,907 |  | 258 |  | 15,578 |  | 502 |  | - |  | 18,245 |
| Other ${ }^{(1)}$ |  | - |  | - |  | - |  | - |  | - |  | 162 |  | - |  | - |  | 162 |
| Total Commercial Real |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Estate |  | 493,286 |  | 343,905 |  | 626,995 |  | 540,084 |  | 458,362 |  | 1,039,345 |  | 67,791 |  | - |  | 3,569,768 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Construction |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Risk rating: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Pass |  | 57,368 |  | 94,127 |  | 285,960 |  | 151,714 |  | 63,031 |  | 67,670 |  | 58,013 |  | - |  | 777,883 |
| Special Mention |  | - |  | - |  | 473 |  | 708 |  | - |  | 359 |  | - |  | - |  | 1,540 |
| Substandard |  | - |  | - |  | - |  | 369 |  | - |  | 850 |  | - |  | - |  | 1,219 |
| Other (1) |  | 19,268 |  | 10,753 |  | 4,367 |  | 4,955 |  | 2,710 |  | 2,581 |  | 802 |  | - |  | 45,436 |
| Total Construction |  | 76,636 |  | 104,880 |  | 290,800 |  | 157,746 |  | 65,741 |  | 71,460 |  | 58,815 |  | - |  | 826,078 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Lease Financing |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Risk rating: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Pass |  | 26,419 |  | 64,989 |  | 53,457 |  | 10,371 |  | 15,819 |  | 58,940 |  | - |  | - |  | 229,995 |
| Special Mention |  | 523 |  | 282 |  | 501 |  | 182 |  | 27 |  | 201 |  | - |  | - |  | 1,716 |
| Substandard |  | - |  | 2,720 |  | 1,506 |  | 225 |  | 1,037 |  | 490 |  | - |  | - |  | 5,978 |
| Total Lease Financing |  | 26,942 |  | 67,991 |  | 55,464 |  | 10,778 |  | 16,883 |  | 59,631 |  | - |  | - |  | 237,689 |
| Total Commercial Lending | \$ | 1,245,992 | \$ | 703,192 | \$ | 1,252,210 | \$ | 860,897 | \$ | 576,331 | \$ | 1,378,080 | \$ | 788,854 | \$ | 23,363 | \$ | 6,828,919 |


| (continued) <br> (dollars in thousands) | Term Loans <br> Amortized Cost Basis by Origination Year |  |  |  |  |  |  |  |  |  |  |  | Revolving Loans Amortized Cost Basis |  | Converted to Term Loans Amortized Cost Basis |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  | 2020 |  | 2019 |  | 2018 |  | 2017 |  | Prior |  |  |  |  |  |  |  |
| Residential Lending - - - - - - - - - - - - - - - |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| FICO: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 740 and greater | \$ | 804,889 | \$ | 661,402 | \$ | 306,706 | \$ | 209,819 | \$ | 270,664 | \$ | 879,063 | \$ | - | \$ | - | \$ | 3,132,543 |
| 680-739 |  | 104,415 |  | 79,553 |  | 52,470 |  | 36,440 |  | 40,109 |  | 141,178 |  | - |  | - |  | 454,165 |
| 620-679 |  | 14,479 |  | 11,825 |  | 6,941 |  | 5,683 |  | 10,341 |  | 41,481 |  | - |  | - |  | 90,750 |
| 550-619 |  | 231 |  | 818 |  | 193 |  | 2,059 |  | 1,428 |  | 7,378 |  | - |  | - |  | 12,107 |
| Less than 550 |  | - |  | - |  | - |  | 490 |  | 2,533 |  | 3,127 |  | - |  | - |  | 6,150 |
| No Score ${ }^{(3)}$ |  | 13,307 |  | 8,559 |  | 15,727 |  | 20,112 |  | 18,265 |  | 46,312 |  | - |  | - |  | 122,282 |
| Other (2) |  | 18,701 |  | 17,823 |  | 10,835 |  | 11,779 |  | 18,988 |  | 17,737 |  | 625 |  | 147 |  | 96,635 |
| Total Residential Mortgage |  | 956,022 |  | 779,980 |  | 392,872 |  | 286,382 |  | 362,328 |  | 1,136,276 |  | 625 |  | 147 |  | 3,914,632 |
| Home Equity Line |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 740 and greater |  | - |  | - |  | - |  | - |  | - |  | - |  | 637,131 |  | 2,220 |  | 639,351 |
| 680-739 |  | - |  | - |  | - |  | - |  | - |  | - |  | 150,452 |  | 3,485 |  | 153,937 |
| 620-679 |  | - |  | - |  | - |  | - |  | - |  | - |  | 38,987 |  | 1,709 |  | 40,696 |
| 550-619 |  | - |  | - |  | - |  | - |  | - |  | - |  | 10,433 |  | 1,473 |  | 11,906 |
| Less than 550 |  | - |  | - |  | - |  | - |  | - |  | - |  | 2,260 |  | 70 |  | 2,330 |
| No Score (3) |  | - |  | - |  | - |  | - |  | - |  | - |  | 3,854 |  | - |  | 3,854 |
| Total Home Equity Line |  | - |  | - |  | - |  | - |  | - |  | - |  | 843,117 |  | 8,957 |  | 852,074 |
| Total Residential Lending |  | 956,022 |  | 779,980 |  | 392,872 |  | 286,382 |  | 362,328 |  | 1,136,276 |  | 843,742 |  | 9,104 |  | 4,766,706 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer Lending |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| FICO: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 740 and greater |  | 130,773 |  | 88,770 |  | 88,797 |  | 65,818 |  | 30,908 |  | 11,516 |  | 107,938 |  | 245 |  | 524,765 |
| 680-739 |  | 72,447 |  | 63,996 |  | 65,105 |  | 41,209 |  | 21,461 |  | 8,912 |  | 68,887 |  | 717 |  | 342,734 |
| 620-679 |  | 27,131 |  | 28,491 |  | 33,219 |  | 22,225 |  | 15,042 |  | 6,825 |  | 30,956 |  | 1,398 |  | 165,287 |
| 550-619 |  | 3,181 |  | 8,735 |  | 15,408 |  | 12,262 |  | 9,546 |  | 4,829 |  | 10,150 |  | 1,177 |  | 65,288 |
| Less than 550 |  | 341 |  | 3,200 |  | 6,116 |  | 4,665 |  | 3,196 |  | 1,757 |  | 2,983 |  | 578 |  | 22,836 |
| No Score ${ }^{(3)}$ |  | 1,155 |  | 60 |  | 81 |  | 46 |  | 77 |  | 3 |  | 34,234 |  | 420 |  | 36,076 |
| Other ( ${ }^{2}$ ) |  | 709 |  | 368 |  | 1,735 |  | 30 |  | 2,183 |  | 38 |  | 76,665 |  | - |  | 81,728 |
| Total Consumer Lending |  | 235,737 |  | 193,620 |  | 210,461 |  | 146,255 |  | 82,413 |  | 33,880 |  | 331,813 |  | 4,535 |  | 1,238,714 |
| Total Loans and Leases | \$ | 2,437,751 | \$ | 1,676,792 | \$ | 1,855,543 | \$ | 1,293,534 | \$ | 1,021,072 | \$ | 2,548,236 | \$ | 1,964,409 | \$ | 37,002 | \$ | 12,834,339 |

${ }^{(1)}$ Other credit quality indicators used for monitoring purposes are primarily FICO scores. The majority of the loans in this population were originated to borrowers with a prime FICO score.
${ }^{(2)}$ Other credit quality indicators used for monitoring purposes are primarily internal risk ratings. The majority of the loans in this population were graded with a "Pass" rating.
(3) No FICO scores are primarily related to loans and leases extended to non-residents. Loans and leases of this nature are primarily secured by collateral and/or are closely monitored for performance.


|  | $\begin{gathered} \text { As of } \\ \text { September } 30, \\ 2021 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { As of } \\ \text { June 30, } \\ 2021 \end{gathered}$ |  | $\begin{gathered} \text { As of } \\ \text { December 31, } \\ 2020 \\ \hline \end{gathered}$ |  | As ofSeptember 30,2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance Sheet Data: |  |  |  |  |  |  |  |  |
| Total stockholders' equity | \$ | 2,711,734 | \$ | 2,731,341 | \$ | 2,744,104 | \$ | 2,733,934 |
| Less: goodwill |  | 995,492 |  | 995,492 |  | 995,492 |  | 995,492 |
| Tangible stockholders' equity | \$ | 1,716,242 | \$ | 1,735,849 | \$ | 1,748,612 | \$ | 1,738,442 |
| Total assets | \$ | 25,548,322 | \$ | 24,246,328 | \$ | 22,662,831 | \$ | 22,310,701 |
| Less: goodwill |  | 995,492 |  | 995,492 |  | 995,492 |  | 995,492 |
| Tangible assets | \$ | 24,552,830 | \$ | 23,250,836 | \$ | 21,667,339 | \$ | 21,315,209 |
| Shares outstanding |  | 128,255,570 |  | 129,019,871 |  | 129,912,272 |  | 129,911,789 |
| Total stockholders' equity to total assets |  | 10.61 \% |  | 11.26 \% |  | 12.11 \% |  | 12.25 \% |
| Tangible stockholders' equity to tangible assets (non-GAAP) |  | 6.99 \% |  | 7.47 \% |  | 8.07 \% |  | 8.16 \% |
| Book value per share | \$ | 21.14 | \$ | 21.17 | \$ | 21.12 | \$ | 21.04 |
| Tangible book value per share (non-GAAP) | \$ | 13.38 | \$ | 13.45 | \$ | 13.46 | \$ | 13.38 |

[^1]
${ }^{(1)}$ One-time items consisted of severance costs.
${ }^{(2)}$ Represents the adjustments to net income, tax effected at the Company's effective tax rate for the respective period.


[^0]:    (1) Non-performing loans and leases are included in the respective average loan and lease balances. Income, if any, on such loans and leases is recognized on a cash basis.
    (2) Interest income includes taxable-equivalent basis adjustments of $\$ 1.9$ million and $\$ 0.4$ million for the nine months ended September 30 , 2021 and 2020, respectively.

[^1]:    (1) Annualized for the three and nine months ended September 30, 2021 and 2020 and three months ended June 30, 2021.

