First Hawaiian, Inc.

Investor Presentation

February / March 2021

DISCLAIMER

First Hawaiian, Inc.

Forward-Looking Statements

This presentation contains, and from time-to-time in connection with this presentation our management may make, forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward looking statements reflect our views at such time 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 these 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, and any such forward-looking statements 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. Actual results may prove to be materially different from the results expressed or implied by the forward-looking statements. Factors that could cause our actual results to differ materially from those described in the forward-looking 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. can be found in our SEC filings, including, but not limited to, our Annual Report on Form 10-K for the year ended December 31, 2019, and our Quarterly Report on Form 10-Q for the quarters ended March 31, 2020, June 30, 2020, and September 30, 2020 which are available on our website (www.fhb.com) and the SEC’s website (www.sec.gov). Any forward-looking statement speaks only as of the date on which it is made, and we do not undertake any obligation to update or review any forward-looking statement, whether as a result of new information, future developments or otherwise, except as required by applicable law.

Use of Non-GAAP Financial Measures

The information provided herein includes certain non-GAAP financial measures. 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. 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. Investors should consider our performance and financial condition as reported under GAAP and all other relevant information when assessing our performance or financial condition. The reconciliation of such measures to the comparable GAAP figures are included in the appendix of this presentation.

Other

References to “we,” “us,” “our,” “FHI,” “FHB,” “Company,” and “First Hawaiian” refer to First Hawaiian, Inc. and its consolidated subsidiaries.

Q4 2020 HIGHLIGHTS[1]

First Hawaiian, Inc.

- ***Increases in net interest income and noninterest income***
- ***Lower noninterest expenses***
- ***1 bp increase in NIM***

	Q4 2020	Q3 2020
Net Income ($mm)	$61.7	$65.1
Diluted EPS	$0.47	$0.50
Net Interest Margin	2.71%	2.70%
Efficiency Ratio	46.6%	50.0%
ROA / ROATA[2]	1.09%/1.14%	1.16%/1.21%
ROE / ROATCE[2]	8.99%/14.14%	9.58%/15.16%
Tier 1 Leverage Ratio CET 1 Capital Ratio Total Capital ratio	8.00% 12.47% 13.72%	7.91% 12.22% 13.47%
Dividend[3]	$0.26 / share	$0.26 / share

- Slight increase in net interest income
- 9.6% increase in noninterest income
- 3.8% decrease in noninterest expenses

- $119 mm PPP loans forgiven/paid down

- Improved deposit mix, 2 bp decrease in cost of deposits

- Strong liquidity: 179% modified US liquidity coverage ratio

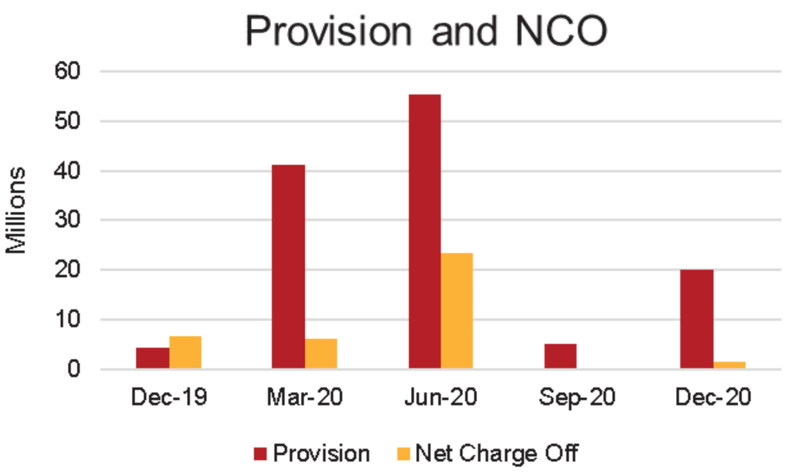
- Well capitalized: 12.47% CET1 ratio

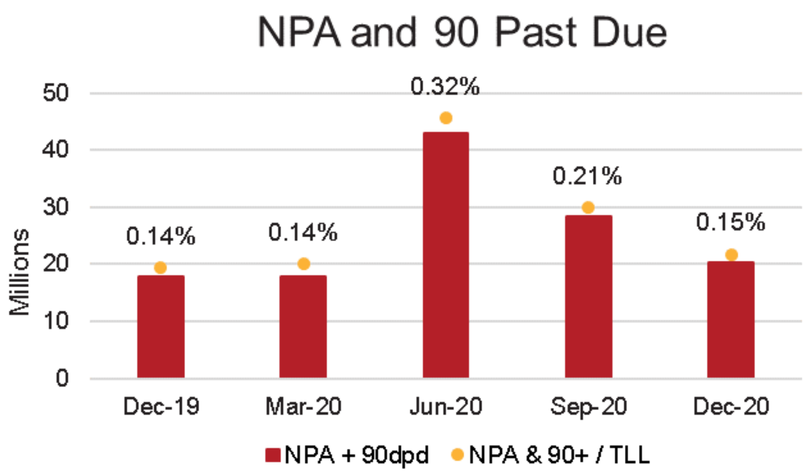
- Declared $0.26 / share dividend

(1) Comparisons to Q3 2020
(2) ROATA and ROATCE are non GAAP financial measures. A reconciliation of average tangible assets and average tangible stockholders' equity to the comparable GAAP measurements is provided in the appendix of this slide presentation.
(3) Declared on January 20, 2021. Payable March 5, 2021 to shareholders of record at close of business on February 22, 2021.

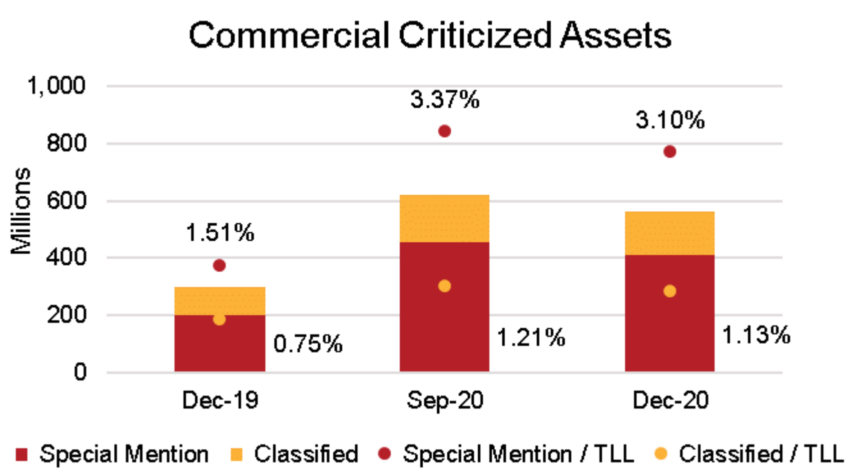
ASSET QUALITY

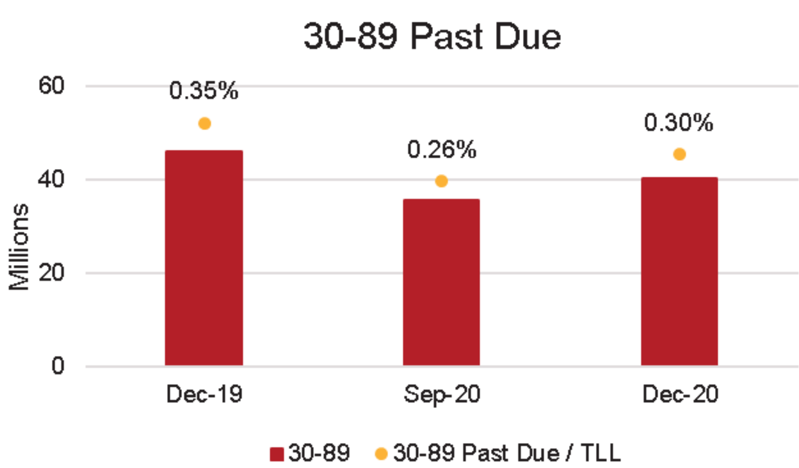
WELL-POSITIONED COMING INTO 2021





- 90 past due comprised of accruing loans





- 30-89 past due comprised of accruing and non-accruing loans

Note: TLL - Total Loans and Leases

ALLOWANCE FOR CREDIT LOSS

First Hawaiian, Inc.

PROVISION INCREASED DUE TO CONTINUED UNCERTAINTY

Q4 provisions reflect a weak but unchanged economic view with relatively few changes in the risk composition of the portfolio.

We continue to hold a qualitative overlay for loans based on default expectations not imbedded in the model.

Q4 ACL increased by $12.6 million to $208.5 million. The reserve for unfunded commitments increased by $6 million to $30.6 million.

Q4 ACL / Total Loans and Leases is 1.57% of all loans and 1.67% net of PPP loans.

Asset Rollforward of the Allowance for Credit Losses

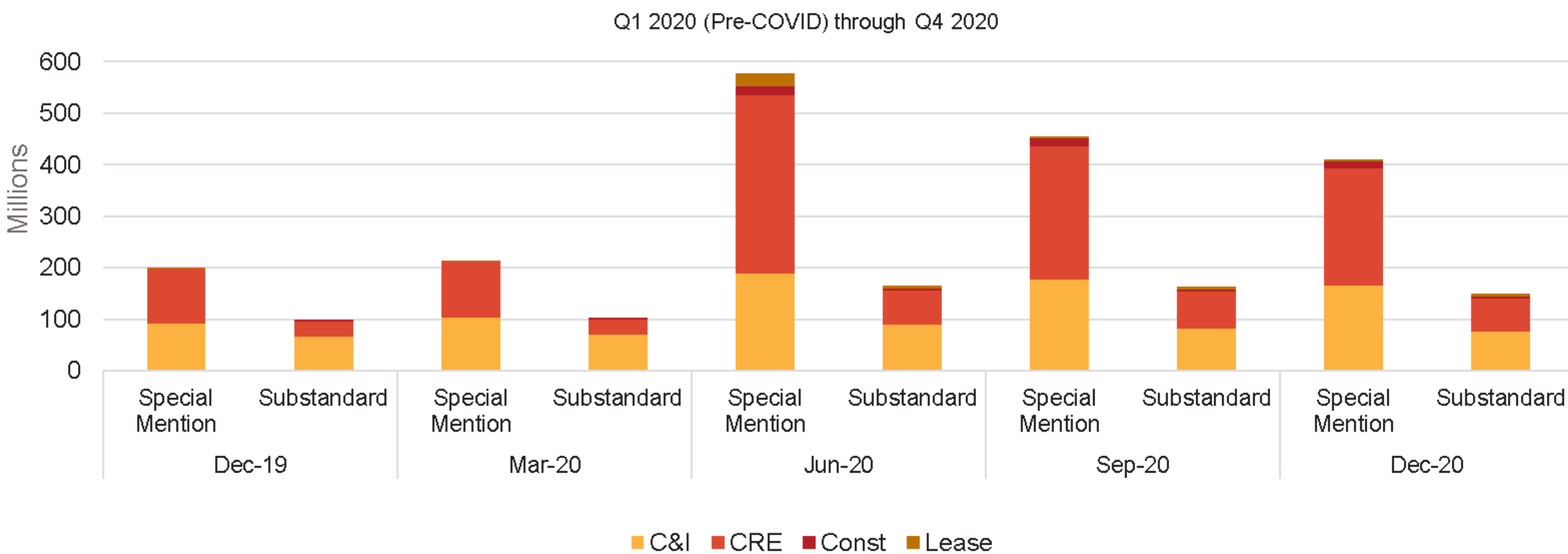
($ in 000's)	C&I	CRE	Const	Lease	Mortgage	Home Equity	Consumer	Total
9/30/2020 ACL	21,271	51,733	4,934	4,051	42,217	7,601	64,069	195,876
Charge-offs	-799	-30	-	-	-	-46	-7,049	-7,924
Recoveries	2,986	615	30	-	37	21	2,812	6,501
Provision	1,253	5,805	5,075	-753	-1,793	-413	4,827	14,001
12/31/2020 ACL	24,711	58,123	10,039	3,298	40,461	7,163	64,659	208,454
% of Total ACL	11.9%	27.9%	4.8%	1.6%	19.4%	3.4%	31.0%	100.0%
Total Loan Balance	3,019,507	3,392,676	735,819	245,411	3,690,218	841,624	1,353,842	13,279,097
ACL/Total LL (w/ PPP)	0.82%	1.71%	1.36%	1.34%	1.10%	0.85%	4.78%	1.57%
ACL/Total LL (no PPP)	1.11%	1.71%	1.36%	1.34%	1.10%	0.85%	4.78%	1.67%

COMMERCIAL RISK RATING

COMPOSITION BY LOAN TYPE

As of 12/31/2020 ($ mm)

Risk Rating	C&I		CRE		Const.		Lease		Total	
Pass	2,685,883	89%	3,100,309	91%	667,354	91%	234,933	95%	6,688,479	90%
Special Mention	164,897	6%	226,905	7%	15,104	2%	4,099	2%	411,005	6%
Substandard	75,273	2%	64,964	2%	3,891	1%	6,379	3%	150,507	2%
Doubtful	-	-	-	-	-	-	-	-	-	-
Other	93,454	3%	498	-	49,470	7%	-	-	143,422	2%
Total	**3,019,507**	**100%**	**3,392,676**	**100%**	**735,819**	**100%**	**245,411**	**100%**	**7,393,413**	**100%**



DEFERRALS AND MODIFICATIONS

REPERFORMANCE RATES REMAIN STRONG

As of 12/31/20 ($ mm)	COVID Deferrals & Mods[1]	Returned to Pay ($ mm)	Original Deferrals ($ mm)	Subsequent Deferrals & Mods ($ mm)	Delinquent ($ mm)
Commercial and Industrial	888	881	3	4	2
Commercial Real Estate	1,151	1,076	6	66	3
Construction	56	53	2	1	1
Lease Financing	11	4	-	7	-
Sub-Total Commercial	**2,106**	**2,013**	**10**	**79**	**5**
Residential Mortgage	670	44	516	108	2
Consumer	240	216	-	12	12
Sub-Total Consumer	**910**	**260**	**516**	**121**	**14**
Grand Total	**3,016**	**2,273**	**526**	**199**	**19**

Note: Totals may not sum due to rounding
[1] All loans classified under Covid-related programs

- 83% of COVID deferrals have ended, with 91% returning to contractual payments and just under 1% of those are delinquent
- Nearly all of the remaining original deferrals are residential mortgages, with $397 million expired on 1/1/2021. (92% of the residential mortgage deferrals that expired on 1/1/21 have since returned to pay.)

INVESTMENT HIGHLIGHTS

First Hawaiian, Inc.

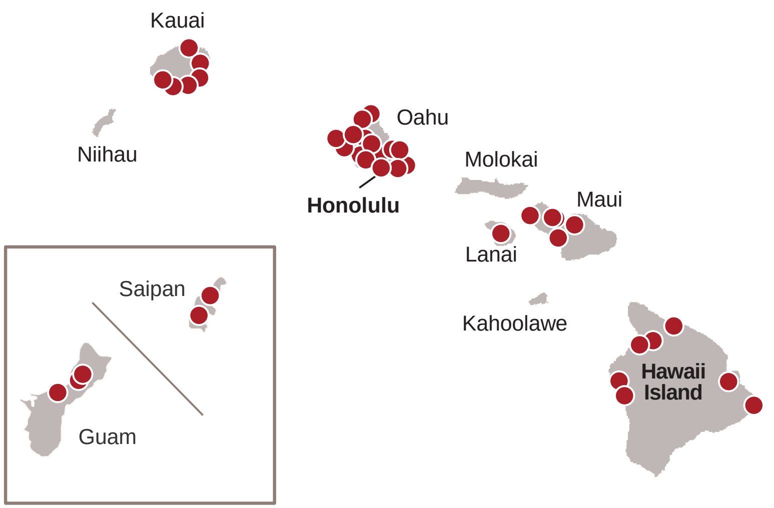
1. Strong, Consistent Financial Performance
2. Leading Position In Attractive Market
3. Experienced Leadership Team
4. High Quality Balance Sheet
5. Proven Through The Cycle Performance
6. Well-Capitalized With Attractive Dividend

STRONG PERFORMER IN ATTRACTIVE MARKET

First Hawaiian, Inc.

Branch Presence

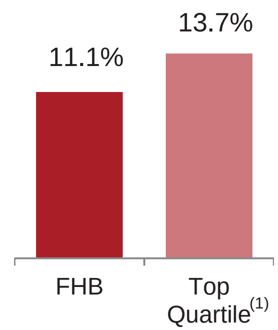
54 branches



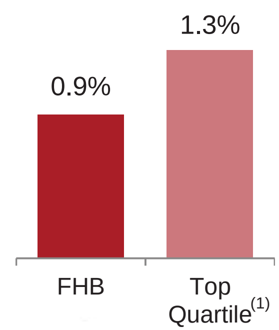
Financial Overview – 4Q 2020 YTD ($ billions)

Market Cap	*$3.1*	*Loans*	*$ 13.3*
Assets	*$ 22.7*	*Deposits*	*$ 19.2*

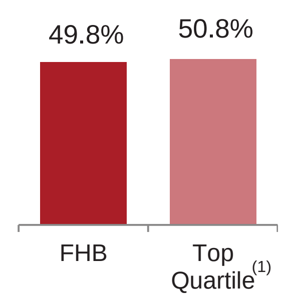
ROATCE(2), (4)



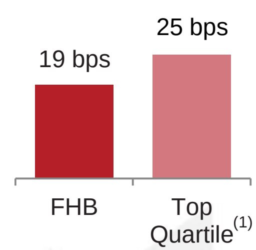
ROATA(2), (4)



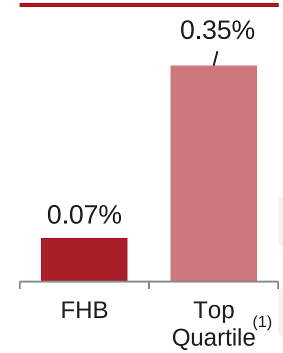
Efficiency Ratio(2), (3)



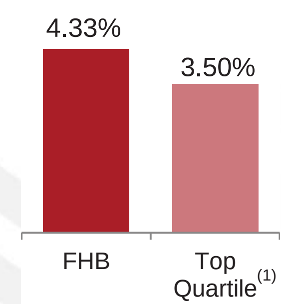
Cost of Deposits



NALs / Loans



Dividend Yield (5)



Company Highlights

- ✓ Oldest and largest Hawaii-based bank
- ✓ Full service community bank with complete suite of products & services
- ✓ #1 deposit market share in Hawaii since 2004
- ✓ Largest Hawaii-based lender
- ✓ $15.9 bn assets under administration as of 4Q20
- ✓ Proven through the cycle and outstanding operating performance

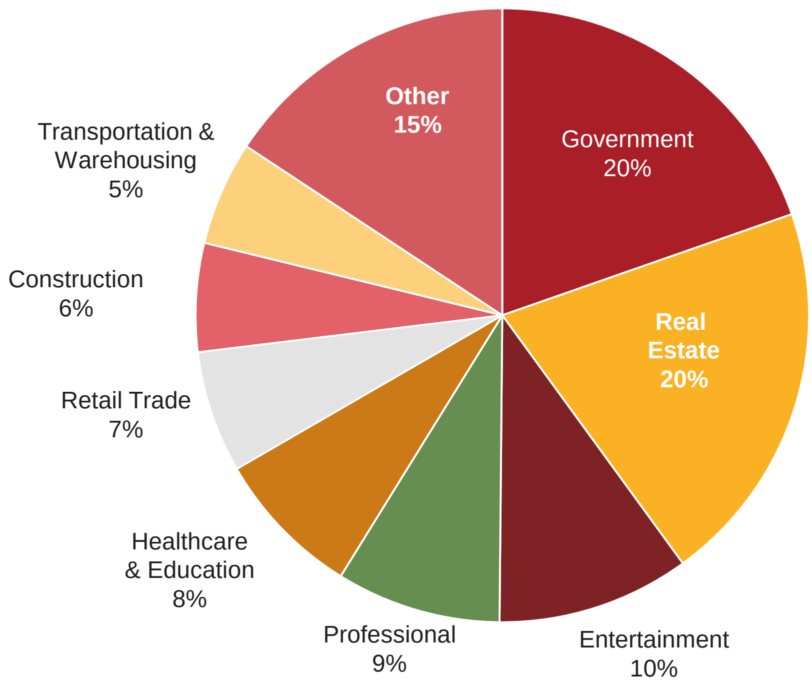
Source: Public filings and S&P Global Market Intelligence as of 03-Feb-2021
Note: Financial data as of 31-Dec-2020. Market data as of 3-Feb-2021.
(1) Top quartile is based on public banks $10–$50bn in assets constituted as of 31-Dec-2019; excludes merger targets.
(2) FHB ratios shown as core. Core operating measures exclude certain gains, expenses and one-time items. See annual and quarterly non-GAAP reconciliation of core net income, core net interest income, core noninterest income and core noninterest expense in the appendix.
(3) Core efficiency ratio is a non-GAAP financial measure. 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. Reconciliation of the components of our core efficiency ratio to comparable GAAP measures are provided in the appendix.
(4) ROATA (Return On Average Tangible Assets) and ROATCE (Return on Average Tangible Common Equity) are non-GAAP financial measures. A reconciliation to the comparable FHB GAAP measures is provided in the appendix.
(5) Dividend yield based on dividend paid in 4Q 2020 and closing market price as of 3-Feb-2021.

DESPITE NEAR-TERM CHALLENGES, THE FUNDAMENTAL STRENGTHS OF HAWAII'S ECONOMY REMAIN INTACT

First Hawaiian, Inc.

Hawaii GDP by Industry (2019)[1]

Visitor spending is ~19% of Hawaii GDP[2]



Fundamental Strengths

- Attractive destination for domestic and international travelers
  - Attractive alternative for travelers concerned about international travel
  - Well-developed visitor industry infrastructure
  - High quality medical care
- Strategically important
  - Headquarters of US Indo-Pacific Command and regional component commands: Army, Navy, Air Force, Marines
  - Over 42k active duty personnel stationed in Hawaii with over 60k dependents[3]
  - Almost 20k civilian employees[3]
  - Estimated total defense spending in Hawaii in 2018: $7.2 bn[3]

(1) US Bureau of Economic Analysis

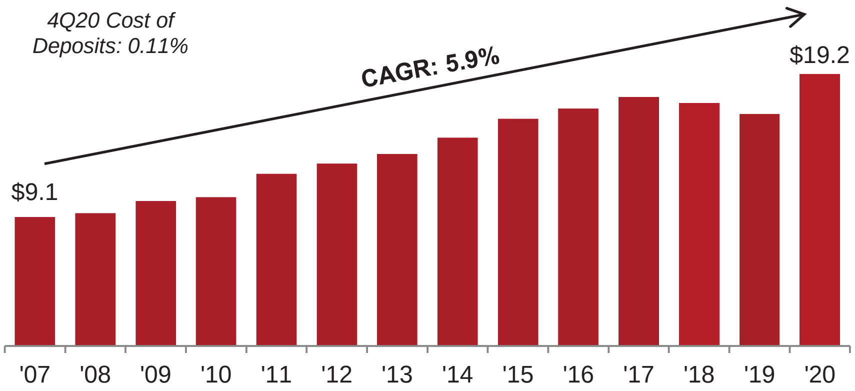
(2) Based on $17.9bn of 2019 visitor spending according to Hawaii Department of Business, Economic Development and Tourism.

(3) Hawaiidefenseeconomy.org

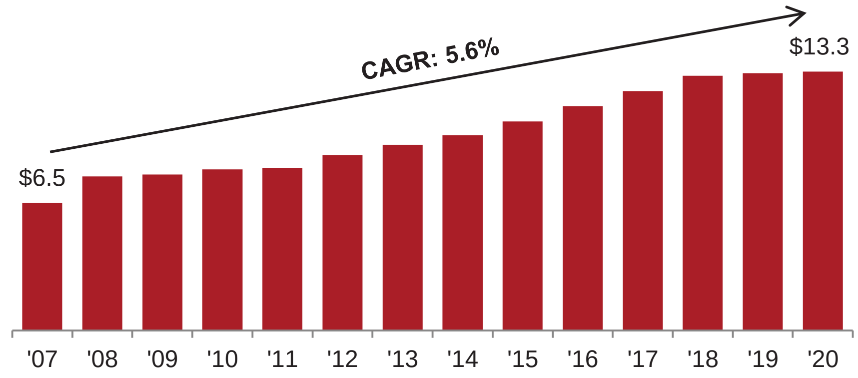
STRONG PERFORMANCE THROUGH THE CYCLE

First Hawaiian, Inc.

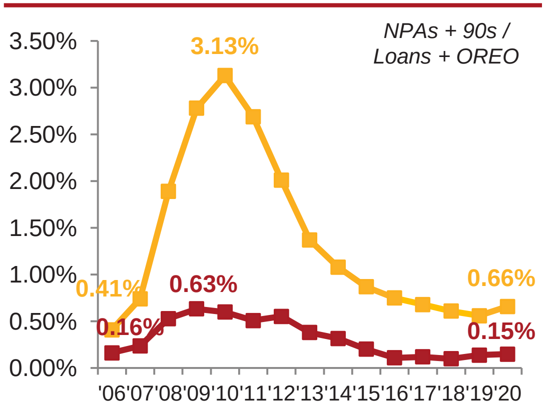
Consistent Deposit Growth ($bn)



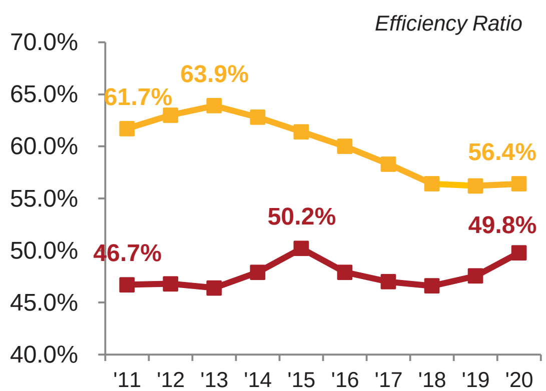
Steady, Balanced Loan Growth ($bn)



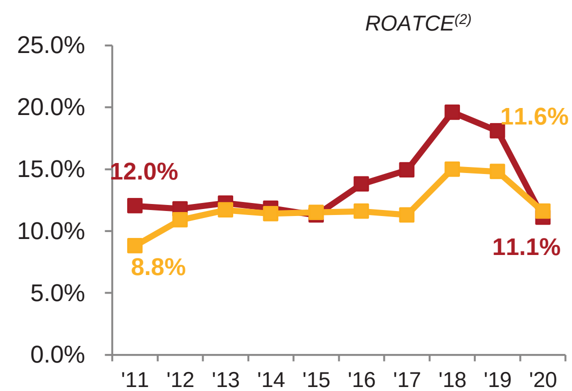
Through the Cycle Credit Performer



Strong Expense Mgmt. Culture(1)



Consistent Record of Profitability(1)



First Hawaiian, Inc.   Public U.S. Banks with $10-$50bn of Assets

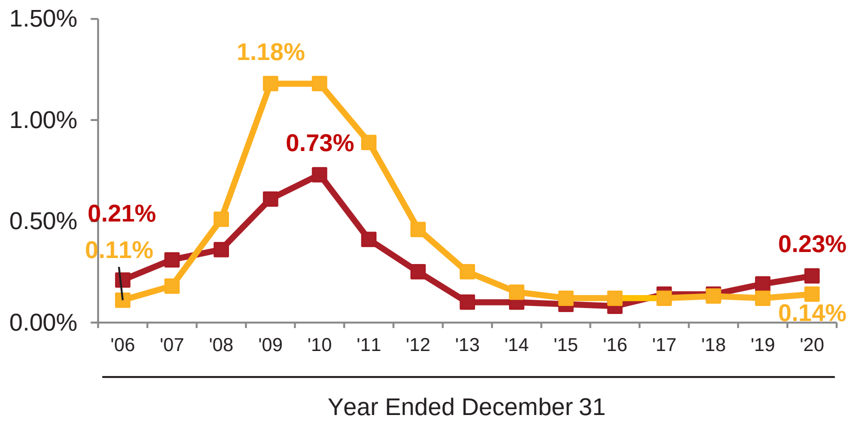
Source: Public filings and S&P Global Market Intelligence as of 03-Feb-2021
Note: Financial data as of 31-Dec-2020. $10–$50bn banks constituted as of 31-Dec-2019; excludes merger targets.
(1) FHB ratios shown as core. Core excludes certain gains, expenses and one-time items. See annual and quarterly non-GAAP reconciliations of core net income, core net interest income, core noninterest income and core noninterest expense used to calculate core ratios in the appendix.
(2) ROATCE (Return on Average Tangible Common Equity) is a non-GAAP financial measure. A reconciliation to the comparable FHB GAAP measure is provided in the appendix.

PROVEN, CONSISTENT, AND CONSERVATIVE CREDIT RISK MANAGEMENT

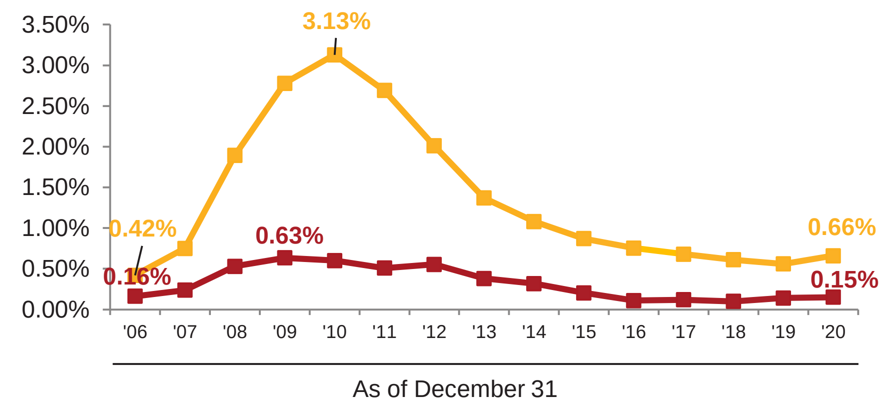
First Hawaiian, Inc.

Strong through the cycle credit performance driven by conservative approach to credit risk management

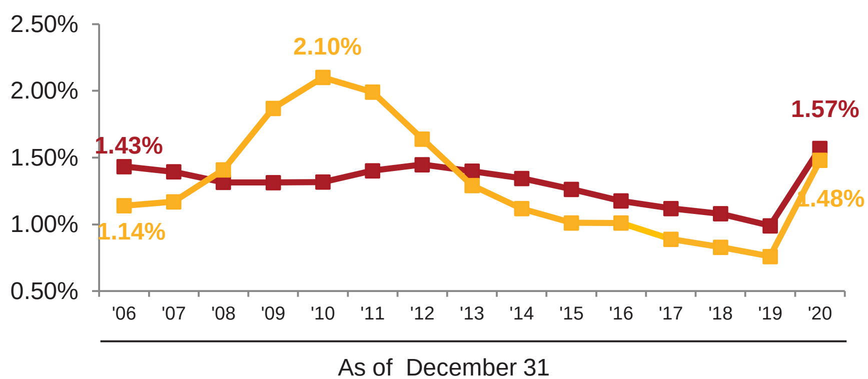
NCOs / Average Loans



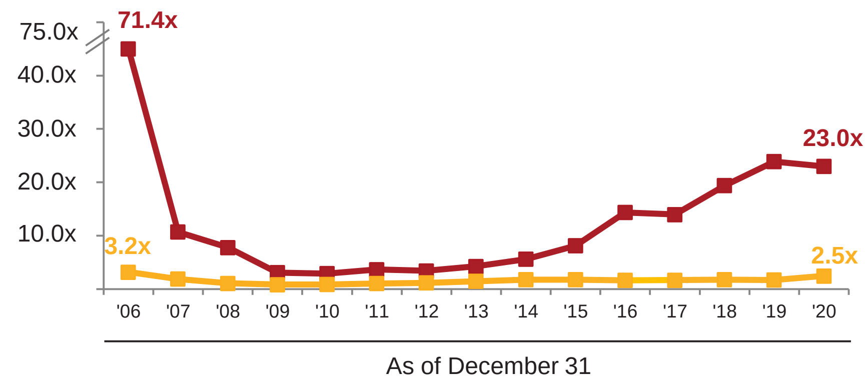
NPAs + 90s / Loans + OREO



Reserves / Loans



Reserves / Non-Accrual Loans



First Hawaiian, Inc.   Public U.S. Banks with \$10-\$50bn of Assets

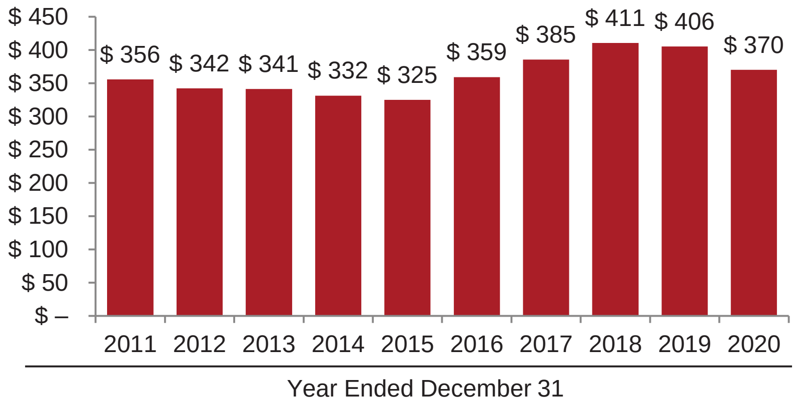
Source: Public filings and SNL Financial, available as of 03-Feb-2021
Note: Financial data as of 31-Dec-2020. \$10–\$50bn banks constituted as of 31-Dec-2019; excludes merger targets.

CONSISTENT TRACK RECORD OF STRONG PROFITABILITY

First Hawaiian, Inc.

Consistent PTPP Earnings

Core Pre-Tax, Pre-Provision Earnings ($mm)(1)

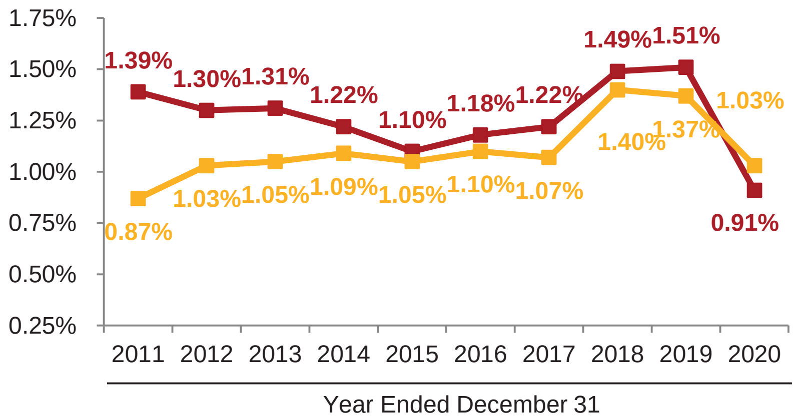


Stable Earnings Drivers

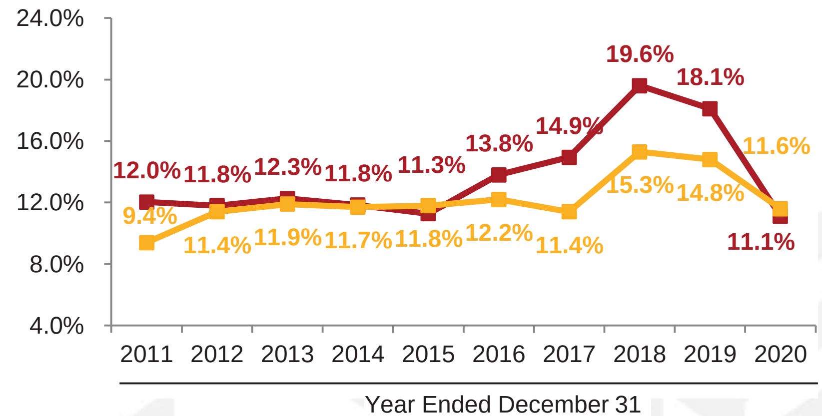
- Leading loan and deposit position in attractive market
- Demonstrated history of disciplined expense management
- Consistent underwriting standards with proven performance through the credit cycle

Consistent History of Strong Profitability

ROATA(1),(2)



ROATCE(1),(2)



First Hawaiian, Inc. — Public U.S. Banks with $10-$50bn of Assets

Source: Public filings and S&P Global Market Intelligence, as of 03-Feb-2021

Note: Financial data as of 31-Dec-2020. $10–$50bn banks constituted as of 31-Dec-2019; excludes merger targets.

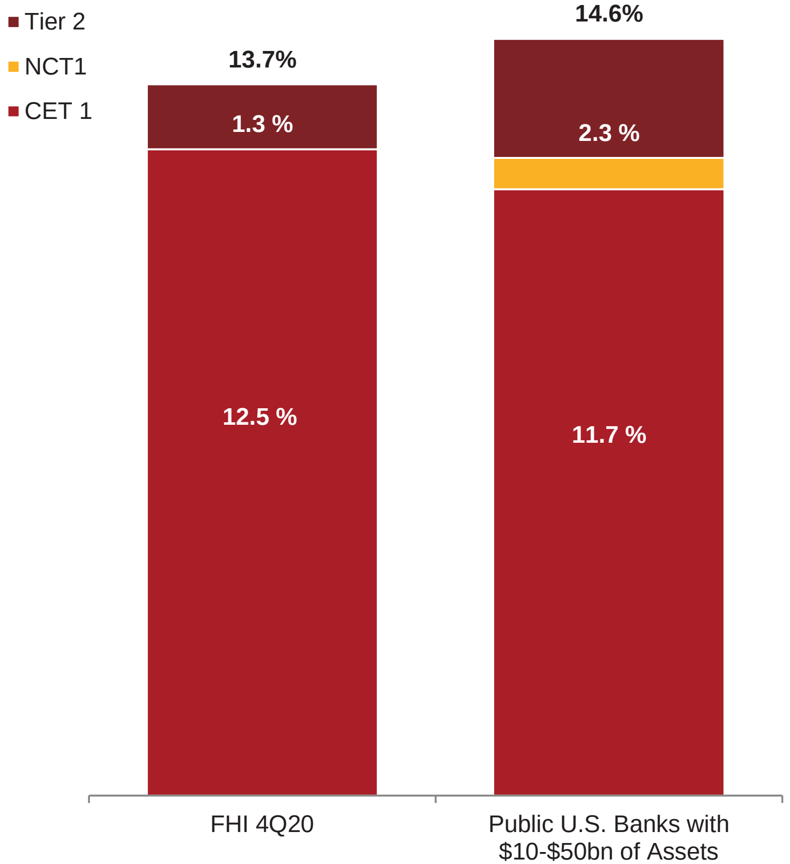
(1) FHB measures shown as core. Core excludes certain gains, expenses and one-time items. See annual and quarterly non-GAAP reconciliations of core net income, core net interest income, core noninterest income and core noninterest expense used to calculate core ratios in the appendix.

(2) PTPP (Pre-Tax, Pre-Provision) income, ROATA (Return On Average Tangible Assets) and ROATCE (Return On Average Tangible Common Equity) are non-GAAP financial measures. A reconciliation to the comparable FHB GAAP measures is provided in the appendix.

WELL CAPITALIZED WITH AN ATTRACTIVE DIVIDEND, ANNOUNCED $75MM STOCK REPURCHASE PROGRAM

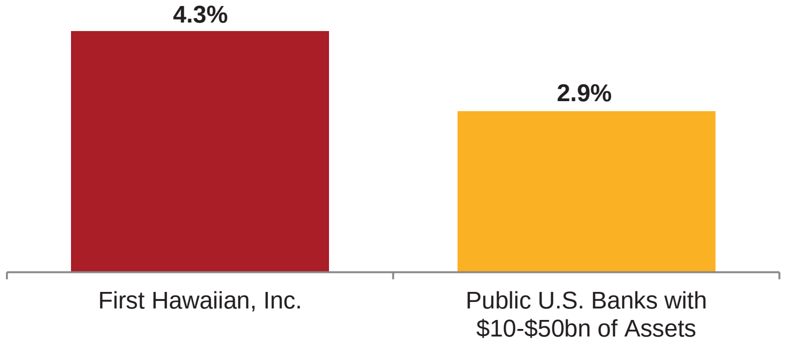
First Hawaiian, Inc.

Robust Capital Position



Tier 1 Leverage	8.0%	9.2%

Attractive Dividend Yield[1][2]



Capital Management Approach

- Retain sufficient earnings to support growth and maintain strong capital levels
- Held dividend at $0.26/share in Q4
- On February 8, 2021 announced stock repurchase program for up to $75 million of common stock during 2021

Source: Public filings and S&P Global Market Intelligence as of 03-Feb-2021
Note: Financial data as of 31-Dec-2020. $10–$50bn banks constituted as of 31-Dec-2019, excludes merger targets. Percentages may not total due to rounding.
[1] Dividends and share repurchases are subject to approval of FHI's board of directors, future capital needs and regulatory approvals.
[2] Dividend yield (MRQ) based on 4Q 2020 paid dividend and market data as of 3-Feb-2021.

First Hawaiian, Inc.

Appendix

FULL SUITE OF PRODUCTS AND SERVICES

First Hawaiian, Inc.

First Hawaiian is a full service community bank focused on building relationships with our customers

Commercial Lending

- Largest commercial lender in Hawaii
- 56 commercial bankers[2]
- Relationship-based lending
- Primary focus on Hawaii, additional focus on California
- C&I, leases, auto dealer flooring, CRE, and C&D
- Strong relationships with proven local real estate developers

Consumer Lending

- Services provided to individuals and small to mid-sized businesses
- Full service branches, online and mobile channels
- Exclusively in-footprint focus
- First mortgages, home equity, indirect auto financing, and other consumer loans

Deposits

- #1 deposit market share in Hawaii (35.0%)[1]
- Retail deposit products offered through branch, online, mobile, and direct channels
- Commercial deposits, treasury and cash management products
- Hawaii state and municipal relationships

First Hawaiian, Inc.

Credit Cards

- Leading credit card issuer among Hawaii banks
- Approximately 159,000 accounts with more than $1.9bn annual spend[2]
- Consumer, small businesses, and commercial cards
- Issuer of both Visa and MasterCard

Wealth Management

- $15.9 bn of AUA[2] and 31 financial advisors[2]
- Personal services include financial planning, insurance, trust, estate, and private banking
- Institutional services include investment management, retirement plan administration, and custody
- Mutual funds provided by Bishop Street Capital Management

Merchant Processing

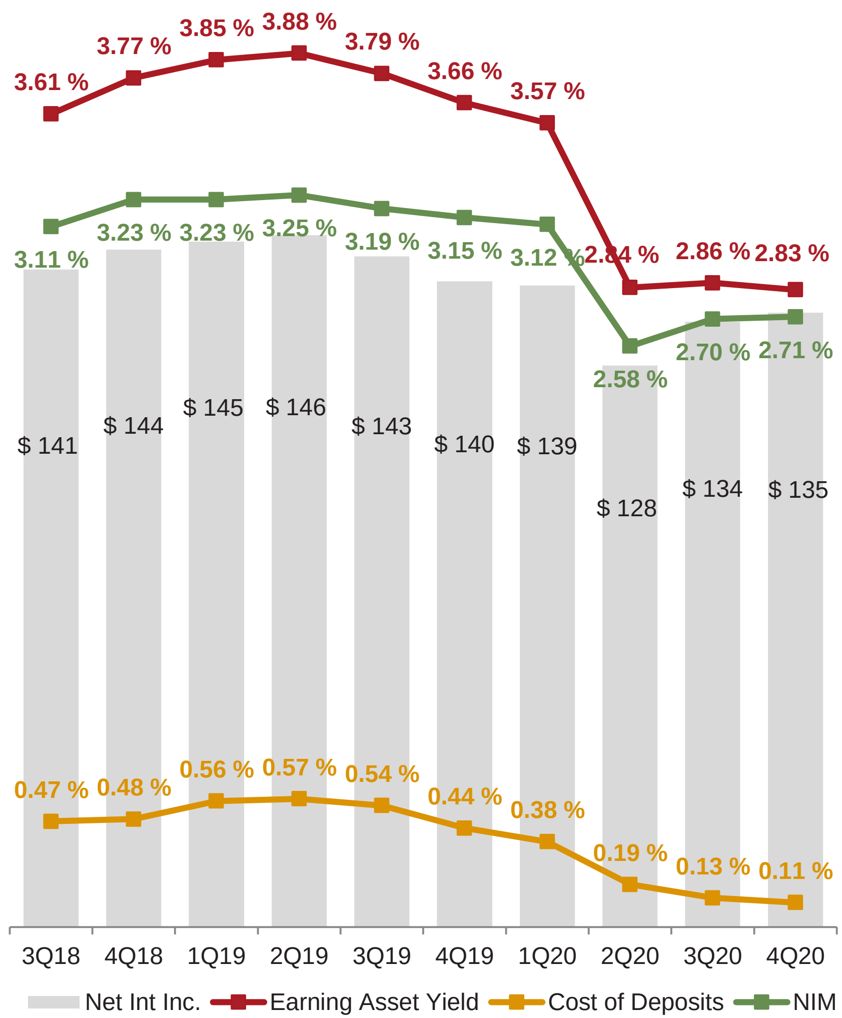
- Largest merchant processor in Hawaii
- Spans Hawaii, Guam and Saipan
- Over 4,600 terminals processed ~32.0mm transactions in 2020
- Relationships with all major U.S. card companies and select foreign cards

(1) Source: FDIC as of 30-Jun-2020
(2) As of 31-Dec-2020

MANAGING NIM THROUGH A CHALLENGING INTEREST RATE ENVIRONMENT

First Hawaiian, Inc.

NIM increased 1 bp in Q4 2020



Actively Managing Funding Costs

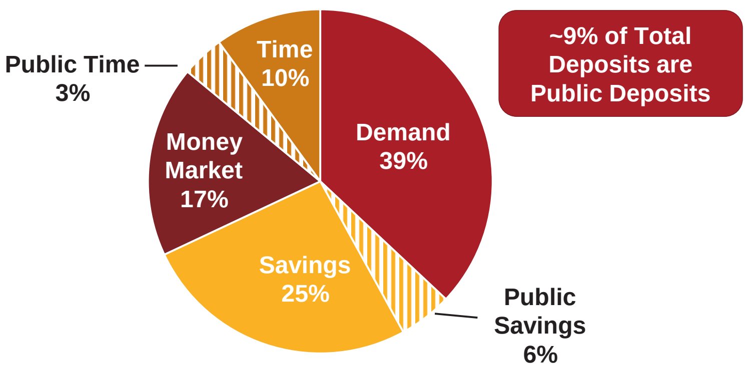
- Active repricing of high-cost commercial and consumer deposit accounts has helped to partially offset the impact of the low interest rate environment on asset yields
  - Cost of deposits declined 33 basis points from 4Q 2019 to 4Q 2020
- $400mm of FHLB fixed-rate advances with a weighted average rate of 2.84% allowed to mature and roll off during 2020
- Actively working to reduce average cash balances
- Hawaii banks experience more favorable deposit behavior than national banks across all rate cycles (see slide 21)

SOLID, LOW-COST CORE DEPOSIT BASE

First Hawaiian, Inc.

Strong brand, deep ties to the community and a leading market share position have driven an attractive, low-cost deposit base

Deposit Portfolio Composition

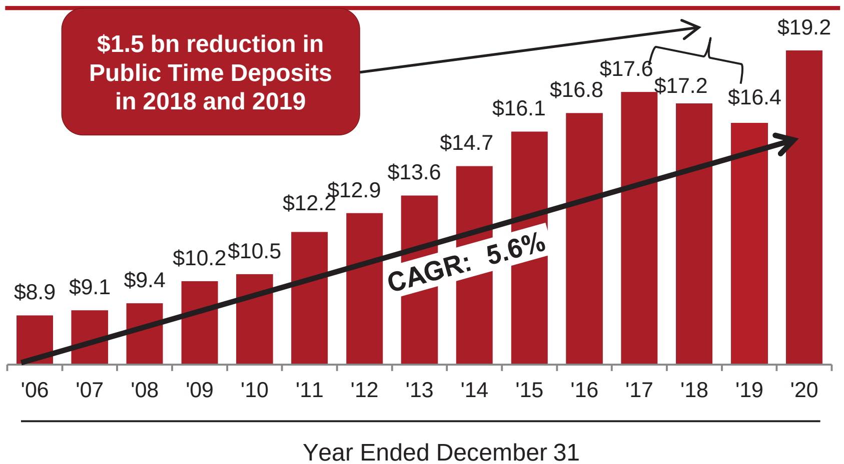


Deposits: $19.2bn
4Q20 Cost of Deposits: 0.11%

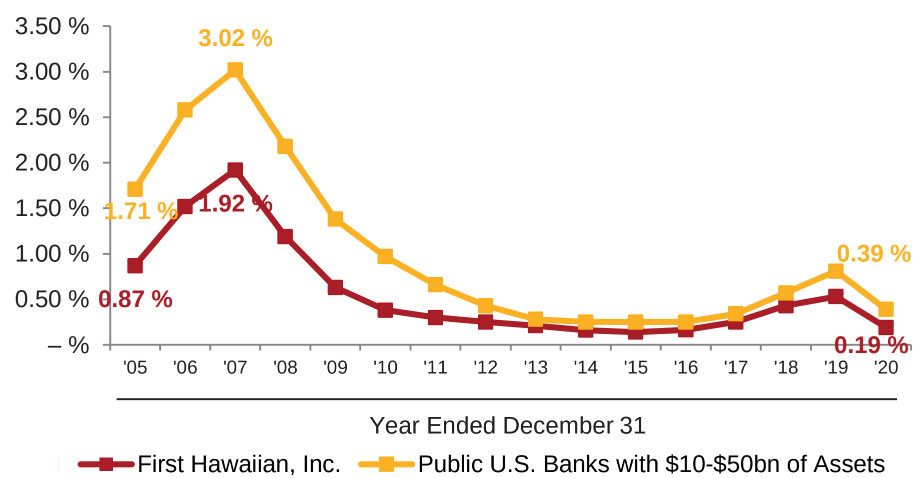
Growing Consumer and Commercial Deposits, Reducing Public Time Deposits

- In 2018 and 2019 we reduced the balance of public time deposits by about $1.5bn as part of our balance sheet optimization strategy
- Consumer and Commercial deposits increased by $2.1 bn, or 13.9%, in 2020. Increases were in transaction, savings, and money market accounts
- Total public deposits increased by $634mm in 2020, driven by increase in operating accounts due to CARES Act funding.

Consistent Deposit Growth ($bn)



Best-in-Class Cost of Deposits



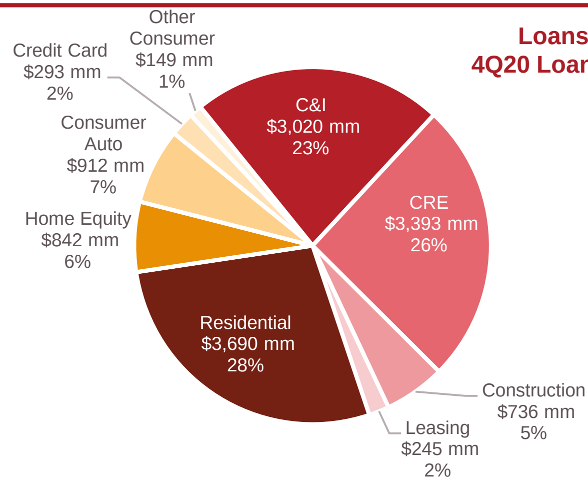
Source: Public filings and S&P Global Market Intelligence, as of 03-Feb-2021
Note: Financial data as of 31-Dec-2020. $10–$50bn banks constituted as of 31-Dec-2019; excludes merger targets.

STEADY ORGANIC GROWTH AND BALANCED LOAN PORTFOLIO

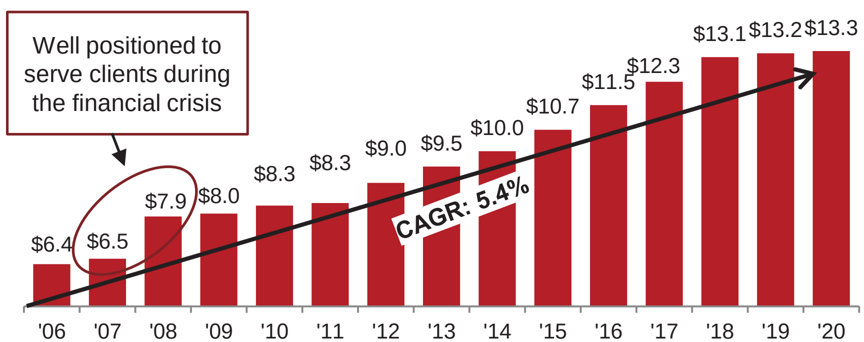
First Hawaiian, Inc.

Steady through the cycle organic loan growth and balanced loan portfolio

Balanced Loan Portfolio (as of 12/31/20)



Steady Loan Growth ($bn)



Year Ended December 31,

Loans / Deposits	71%	72%	84%	78%	79%	69%	70%	70%	68%	67%	69%	70%	76%	80%	69%

Note: Financial data as of 31-Dec-2020

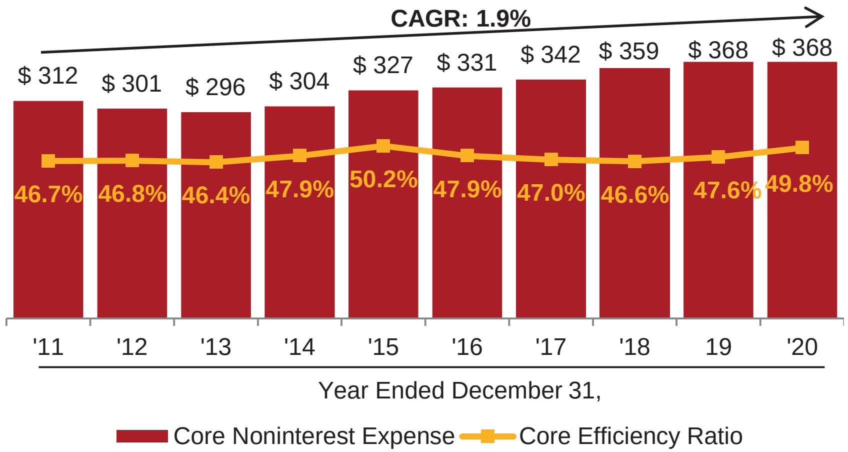
Loan Portfolio Highlights (as of 12/31/20)

- Largest Hawaii-based lender
- Balanced Portfolio
  - 56% Commercial, 44% Consumer
  - 82% Hawaii/Guam/Saipan, 18% Mainland
- Commercial
  - Hawaii's leading commercial bank with most experienced lending team.
    - Average commercial loan officer experience > 25 years
  - 67% Hawaii/Guam/Saipan, 33% Mainland
  - $923mm Shared National Credit portfolio
    - Participating in SNC lending for over 20 years
    - 29% Hawaii-based, 71% Mainland
  - Leading SBA lender Hawaii
    - SBA Lender of the Year (Category 1) 2017, 2018, 2019
    - Leveraged SBA experience to quickly launch PPP (Phase 1) program and process over 6,000 loans for approximately $940 mm in principal balances
- Consumer
  - Primarily a Prime and Super Prime lender
  - ~90% of portfolio collateralized
  - Financing consumer auto loans for over 40 years

DEMONSTRATED HISTORY OF DISCIPLINED EXPENSE MANAGEMENT

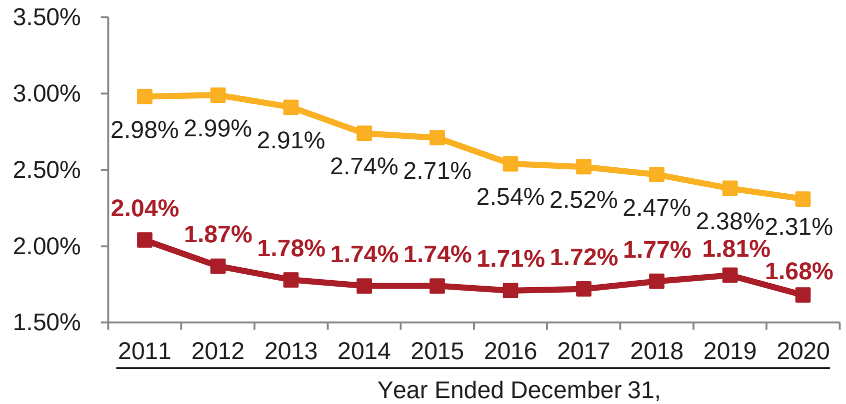
First Hawaiian, Inc.

Well Managed Core Noninterest Expense ($mm)(1),(2)

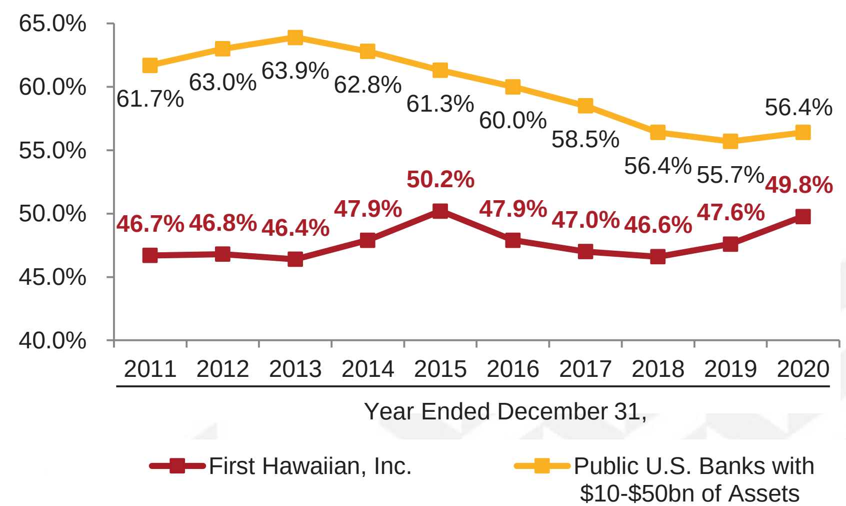


- Maintained expense discipline during pandemic
  - 2020 core expenses flat to 2019 core expenses
- In Q3 2020 announced permanent closure of four branches
- 2021 expense outlook: 2020 expenses + ~7%
  - Inflation and contractual related increases
  - Normalization of customer activity levels
  - Investments in technology

Noninterest Expense / Average Assets(1)



Efficiency Ratio(1),(2)



Source: Public filings and S&P Global Market Intelligence, as of 03-Feb-2021
Note: Financial data as of 31-Dec-2020. $10–$50bn banks constituted as of 31-Dec-2019; excludes merger targets.

(1) FHB measures shown as core. Core excludes certain gains, expenses and one-time items. See annual and quarterly non-GAAP reconciliations of core net income, core net interest income, core noninterest income and core noninterest expense used to calculate core ratios in the appendix.

(2) Core efficiency ratio is a non-GAAP financial measure. 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. Reconciliation of the components of our core efficiency ratio to comparable GAAP measures are provided in the appendix.

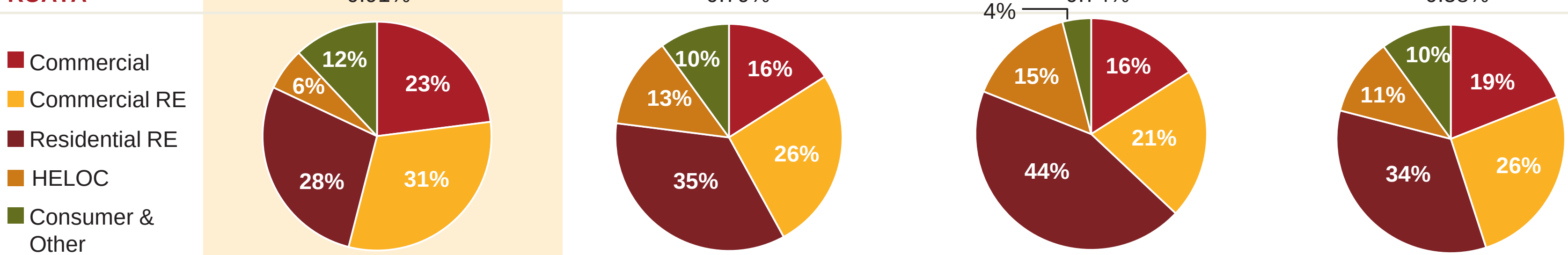
THE LEADER IN HAWAII

First Hawaiian, Inc.

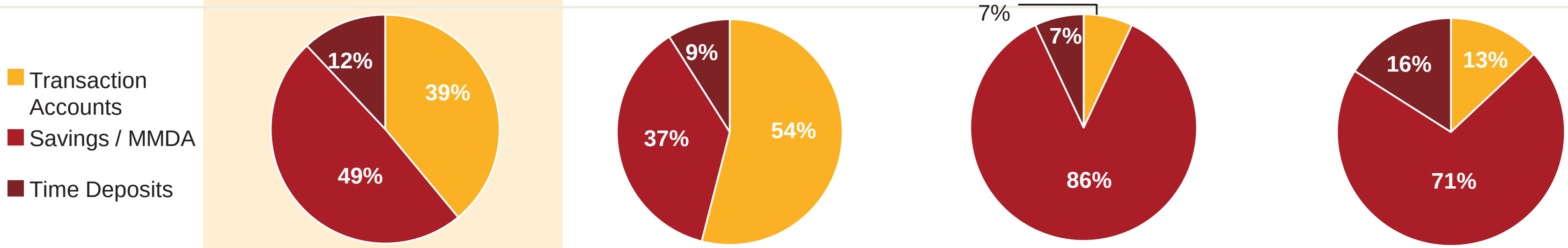
The banking market in Hawaii is dominated by local banks, with the top 4 banks accounting for ~93% of deposits

	First Hawaiian, Inc.	Bank of Hawaii	American Savings Bank	Central Pacific Bank
Branches	54	65	42	31
FTEs	2,103	2,022	1,074	810
Assets ($bn)	22.7	20.6	8.4	6.6
Loans ($bn)	13.3	11.9	5.3	5.0
Deposits ($bn)	19.2	18.2	7.4	5.8
2020 ROATCE	11.1%(1),(2)	11.7%	9.2%	6.9%
2020 ROATA	0.91%(1),(2)	0.79%	0.74%	0.58%

Loan Portfolio



Deposit Portfolio



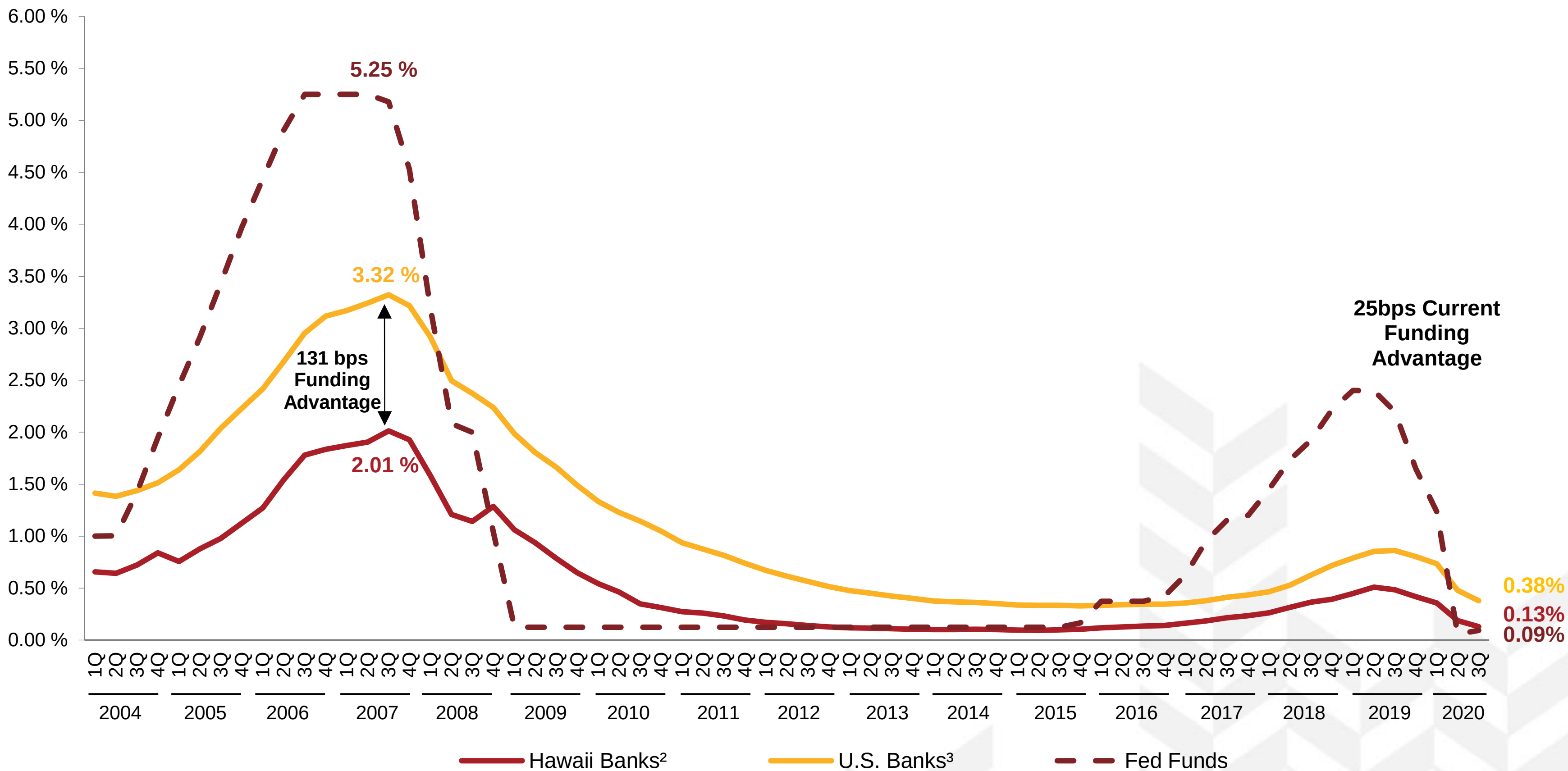
Hawaii Deposits[3]	First Hawaiian, Inc.	Bank of Hawaii	American Savings Bank	Central Pacific Bank
Rank	#1	#2	#3	#4
Share	35.0%	32.2%	13.9%	11.4%

Sources: S&P Global Market Intelligence, FDIC, SEC and company filings. Company filings used for peers where available, otherwise regulatory data used.
Note: Financial data as of 31-Dec-2020.
(1) ROATCE (return on average tangible common equity) and ROATA (return on average tangible assets) are non-GAAP financial measures. Reconciliations to the comparable FHB GAAP measures are provided in the appendix.
(2) FHB ROATCE and ROATA shown as core. Core excludes certain expenses, gains and one-time items. See reconciliation of core net income to the comparable FHB GAAP measure in the appendix.
(3) Deposit market share based on FDIC data as of 30-Jun-2020.

HAWAII BANKS HAVE A SIGNIFICANT DEPOSIT ADVANTAGE

First Hawaiian, Inc.

Hawaii banks experience more favorable deposit behavior across all rate cycles; Hawaii banks experienced a deposit beta[(1)] of ~34% vs. ~47% for broader U.S. banks during the last rising rate cycle



Source: SNL Financial and the Federal Reserve website

[(1)] Deposit beta is defined as the change in deposit costs as a percentage of the change in Fed Funds over a particular period. Deposit cost uses starting point (2Q04) to peak (3Q07); one quarter lag.

[(2)] Includes First Hawaiian, Bank of Hawaii, American Savings, Central Pacific, Territorial Bancorp, Hawaii National. 3Q20 cost of deposits based on publicly available company reported information.

[(3)] Includes all U.S. bank holding companies excluding Hawaii-based banks.

GAAP TO NON-GAAP RECONCILIATIONS

First Hawaiian, Inc.

We present net interest income, noninterest income, noninterest expense, efficiency ratio, net income, pre-tax, pre-provision earnings, basic and diluted earnings per share 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 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 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 and tangible book value per share 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 average tangible stockholders' equity to average tangible assets as the ratio of average tangible stockholders' equity to average tangible assets, each of which we calculate by subtracting (and thereby effectively excluding) the value of our goodwill. We compute our tangible book value per share as the ratio of tangible stockholders' equity to outstanding shares. 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.

The following tables provide a reconciliation of these non-GAAP financial measures with their most directly comparable GAAP measures.

GAAP TO NON-GAAP RECONCILIATION

First Hawaiian, Inc.

(dollars in thousands, except per share amounts)	For the Three Months Ended December 31, 2020	For the Three Months Ended September 30, 2020	For the Three Months Ended December 31, 2019	For the Year Ended December 31, 2020	For the Year Ended December 31, 2019
Income Statement Data:					
Net income	**$ 61,739**	$ 65,101	$ 67,836	**$ 185,754**	$ 284,392
Core net income	**$ 65,288**	$ 65,083	$ 71,250	**$ 189,378**	$ 291,785
Average total stockholders' equity	**$ 2,732,271**	$ 2,704,129	$ 2,636,651	**$ 2,698,853**	$ 2,609,432
Less: average goodwill	**995,492**	995,492	995,492	**995,492**	995,492
Average tangible stockholders' equity	**$ 1,736,779**	$ 1,708,637	$ 1,641,159	**$ 1,703,361**	$ 1,613,940
Average total assets	**$ 22,468,040**	$ 22,341,485	$ 20,089,601	**$ 21,869,064**	$ 20,325,697
Less: average goodwill	**995,492**	995,492	995,492	**995,492**	995,492
Average tangible assets	**$ 21,472,548**	$ 21,345,993	$ 19,094,109	**$ 20,873,572**	$ 19,330,205
Return on average total stockholders' equity[(1)]	**8.99 %**	9.58 %	10.21 %	**6.88 %**	10.90 %
Core return on average total stockholders' equity (non-GAAP)[(1)]	**9.51 %**	9.57 %	10.72 %	**7.02 %**	11.18 %
Return on average tangible stockholders' equity (non-GAAP)[(1)]	**14.14 %**	15.16 %	16.40 %	**10.91 %**	17.62 %
Core return on average tangible stockholders' equity (non-GAAP)[(1)]	**14.95 %**	15.15 %	17.22 %	**11.12 %**	18.08 %
Return on average total assets[(1)]	**1.09 %**	1.16 %	1.34 %	**0.85 %**	1.40 %
Core return on average total assets (non-GAAP)[(1)]	**1.16 %**	1.16 %	1.41 %	**0.87 %**	1.44 %
Return on average tangible assets (non-GAAP)[(1)]	**1.14 %**	1.21 %	1.41 %	**0.89 %**	1.47 %
Core return on average tangible assets (non-GAAP)[(1)]	**1.21 %**	1.21 %	1.48 %	**0.91 %**	1.51 %

[(1)] Annualized for the three months ended December 31, 2020, September 30, 2020 and December 31, 2019.

	As of December 31, 2020	As of September 30, 2020	As of December 31, 2019
Balance Sheet Data:			
Total stockholders' equity	**$ 2,744,104**	$ 2,733,934	$ 2,640,258
Less: goodwill	**995,492**	995,492	995,492
Tangible stockholders' equity	**$ 1,748,612**	$ 1,738,442	$ 1,644,766
Total assets	**$ 22,662,831**	$ 22,310,701	$ 20,166,734
Less: goodwill	**995,492**	995,492	995,492
Tangible assets	**$ 21,667,339**	$ 21,315,209	$ 19,171,242
Shares outstanding	**120,912,272**	129,911,789	129,928,479
Total stockholders' equity to total assets	**12.11 %**	12.25 %	13.09 %
Tangible stockholders' equity to tangible assets (non-GAAP)	**8.07 %**	8.16 %	8.58 %
Book value per share	**$ 21.12**	$ 21.04	$ 20.32
Tangible book value per share (non-GAAP)	**$ 13.46**	$ 13.38	$ 12.66

GAAP TO NON-GAAP RECONCILIATION

First Hawaiian, Inc.

(dollars in thousands, except per share amounts)	For the Three Months Ended December 31, 2020	For the Three Months Ended September 30, 2020	For the Three Months Ended December 31, 2019	For the Year Ended December 31, 2020	For the Year Ended December 31, 2019
Net interest income	**$ 135,227**	$ 134,002	$ 139,619	**$ 535,734**	$ 573,402
Core net interest income (non-GAAP)	**$ 135,227**	$ 134,002	$ 139,619	**$ 535,734**	$ 573,402
Noninterest income	**$ 53,598**	$ 48,898	$ 46,708	**$ 197,380**	$ 192,533
Losses (gains) on sale of securities	**12**	(24)	123	**114**	2,715
Costs associated with the sale of stock[1]	**4,828**	—	4,500	**4,828**	4,500
Core noninterest income (non-GAAP)	**$ 58,438**	$ 48,874	$ 51,331	**$ 202,322**	$ 199,748
Noninterest expense	**$ 88,127**	$ 91,629	$ 91,058	**$ 367,672**	$ 370,437
One-time items[2]	**—**	—	(48)	**—**	(2,814)
Core noninterest expense (non-GAAP)	**$ 88,127**	$ 91,629	$ 91,010	**$ 367,672**	$ 367,623
Net income	**$ 61,739**	$ 65,101	$ 67,836	**$ 185,754**	$ 284,392
Losses (gains) on sale of securities	**12**	(24)	123	**114**	2,715
Costs associated with the sale of stock[1]	**4,828**	—	4,500	**4,828**	4,500
One-time noninterest expense items[2]	**—**	—	48	**—**	2,814
Tax adjustments[3]	**(1,291)**	6	(1,257)	**(1,318)**	(2,636)
Total core adjustments	**3,549**	(18)	3,414	**3,624**	7,393
Core net income (non-GAAP)	**$ 65,288**	$ 65,083	$ 71,250	**$ 189,378**	$ 291,785
Basic earnings per share	**$ 0.48**	$ 0.50	$ 0.52	**$ 1.43**	$ 2.14
Diluted earnings per share	**$ 0.47**	$ 0.50	$ 0.52	**$ 1.43**	$ 2.13
Efficiency ratio	**46.59 %**	50.01 %	48.86 %	**50.10 %**	48.36 %
Core basic earnings per share (non-GAAP)	**$ 0.50**	$ 0.50	$ 0.55	**$ 1.46**	$ 2.19
Core diluted earnings per share (non-GAAP)	**$ 0.50**	$ 0.50	$ 0.54	**$ 1.45**	$ 2.19
Core efficiency ratio (non-GAAP)	**45.43 %**	50.02 %	47.65 %	**49.77 %**	47.55 %

1) Costs associated with the sale of stock for the three and twelve months ended December 31, 2020 and 2019 related to changes in the valuation of the funding swap entered into with the buyer of our Visa Class B restricted sales in 2016.
2) One-time items for the three and twelve months ended December 31, 2019 included losses on our funding swap as a result of a 2019 decrease in the conversion rate of our Visa Class B restricted shares sold in 2016. One-time items for the twelve months ended December 31, 2019 also included costs related to a nonrecurring payment for a former executive of the Company pursuant to the Bank's Executive Change-in-Control Retention Plan and nonrecurring offering costs.
3) Represents the adjustments to net income, tax effected at the Company's effective tax rate for the respective period.

GAAP TO NON-GAAP RECONCILIATION - ANNUAL

First Hawaiian, Inc.

(Dollars in millions, except per share data)	As of and for the Twelve Months Ended December 31,									
	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Net Income	$185.8	$ 284.4	$ 264.4	$ 183.7	$230.2	$213.8	$216.7	$214.5	$211.1	$199.7
Basic EPS	$1.43	$2.14	$1.93	$1.32	$1.65	$1.53	$1.55	$1.54	$1.68	$1.80
Diluted EPS	$1.43	$2.13	$1.93	$1.32	$1.65	$1.53	$1.55	$1.54	$1.68	$1.80
Core Net Income	**$189.4**	**$291.8**	**$286.7**	**$230.4**	**$217.1**	**$196.3**	**$201.6**	**$205.0**	**$196.7**	**$198.0**
Average Total Stockholders' Equity	$2,698.9	$ 2,609.4	$ 2,457.8	$ 2,538.3	$2,568.2	$2,735.8	$2,698.4	$2,667.4	$2,664.2	$2,640.6
Less: Average Goodwill	995.5	995.5	995.5	995.5	995.5	995.5	995.5	995.5	995.5	995.5
Average Tangible Stockholders' Equity	**$1,703.4**	**$ 1,613.9**	**$ 1,462.3**	**$ 1,542.8**	**$1,572.7**	**$1,740.3**	**$1,702.9**	**$1,672.0**	**$1,668.7**	**$1,645.1**
Total Stockholders' Equity	2,744.1	2,640.3	2,524.8	2,532.6	2,476.5	2,736.9	2,675.0	2,651.1	2,654.2	2,677.4
Less: Goodwill	995.5	995.5	995.5	995.5	995.5	995.5	995.5	995.5	995.5	995.5
Tangible Stockholders' Equity	**$1,748.6**	**$ 1,644.8**	**$ 1,529.3**	**$ 1,537.1**	**$1,481.0**	**$1,741.4**	**$1,679.5**	**$1,655.6**	**$1,658.7**	**$1,681.9**
Average Total Assets	21,869.1	20,325.7	20,247.1	19,942.8	19,334.7	18,785.7	17,493.2	16,653.6	16,085.7	15,246.8
Less: Average Goodwill	995.5	995.5	995.5	995.5	995.5	995.5	995.5	995.5	995.5	995.5
Average Tangible Assets	**$20,873.6**	**$ 19,330.2**	**$ 19,251.6**	**$ 18,947.3**	**$18,339.2**	**$17,790.2**	**$16,497.7**	**$15,658.1**	**$15,090.2**	**$14,251.3**
Total Assets	22,662.8	20,166.7	20,695.7	20,549.5	19,661.8	19,352.7	18,133.7	17,118.8	16,646.7	15,839.4
Less: Goodwill	995.5	995.5	995.5	995.5	995.5	995.5	995.5	995.5	995.5	995.5
Tangible Assets	**$21,667.3**	**$ 19,171.2**	**$ 19,700.2**	**$ 19,554.0**	**$18,666.3**	**$18,357.2**	**$17,138.2**	**$16,123.3**	**$15,651.2**	**$14,843.9**
Return on Average Total Stockholders' Equity	6.88%	10.90%	10.76%	7.24%	8.96%	7.81%	8.03%	8.04%	7.92%	7.56%
Core Return on Average Total Stockholder's Equity (non-GAAP)	**7.02%**	**11.18%**	**11.67%**	**9.08%**	**8.45%**	**7.18%**	**7.47%**	**7.68%**	**7.38%**	**7.50%**
Return on Average Tangible Stockholders' Equity (non-GAAP)	**10.91%**	**17.62%**	**18.08%**	**11.91%**	**14.64%**	**12.28%**	**12.72%**	**12.83%**	**12.65%**	**12.14%**
Core Return on Average Tangible Stockholder's Equity (non-GAAP)	**11.12%**	**18.08%**	**19.61%**	**14.93%**	**13.80%**	**11.28%**	**11.84%**	**12.26%**	**11.79%**	**12.04%**
Return on Average Total Assets	0.85%	1.40%	1.31%	0.92%	1.19%	1.14%	1.24%	1.29%	1.31%	1.31%
Core Return on Average Total Assets (non-GAAP)	**0.87%**	**1.44%**	**1.42%**	**1.16%**	**1.12%**	**1.05%**	**1.15%**	**1.23%**	**1.22%**	**1.30%**
Return on Average Tangible Assets (non-GAAP)	**0.89%**	**1.47%**	**1.37%**	**0.97%**	**1.26%**	**1.20%**	**1.31%**	**1.37%**	**1.40%**	**1.40%**
Core Return on Average Tangible Assets (non-GAAP)	**0.91%**	**1.51%**	**1.49%**	**1.22%**	**1.18%**	**1.10%**	**1.22%**	**1.31%**	**1.30%**	**1.39%**

Note: Totals may not sum due to rounding.

GAAP TO NON-GAAP RECONCILIATION - ANNUAL

First Hawaiian, Inc.

	For the Fiscal Year Ended December 31,									
(Dollars in millions)	**2020**	**2019**	**2018**	**2017**	**2016**	**2015**	**2014**	**2013**	**2012**	**2011**
Net Interest Income	$ 535.7	$ 573.4	$ 566.3	$ 528.8	$ 491.7	$ 461.3	$ 443.8	$ 439.0	$ 447.5	$4 70.0
Accounting Change (ASC 310 Adjustment)	–	–	–	–	–	–	–	(4.3)	–	–
Early Buyout on Lease	–	–	–	–	–	–	(3.1)	–	–	–
Early Loan Termination[1]	–	–	–	–	–	(4.8)	–	–	–	–
Core Net Interest Income (Non-GAAP)	**$ 535.7**	**$ 573.4**	**$ 566.3**	**$ 528.8**	**$ 491.7**	**$ 456.5**	**$ 440.7**	**$ 434.7**	**$ 447.5**	**$ 470.0**
Noninterest Income[2]	$ 197.4	$ 192.5	$ 179.0	$ 205.6	$ 226.0	$ 219.1	$ 216.0	$ 214.4	$ 219.1	$ 200.2
OTTI Losses on Available-For-Sale Securities	–	–	24.1	–	–	–	–	–	–	–
Loss (Gain) on Sale of Securities	0.1	2.7	–	–	(4.6)	(7.7)	–	(0.2)	(16.7)	(1.7)
Costs (Gain) associated with the Sale of Stock (Visa/MasterCard)[3]	4.8	4.5	–	–	(22.7)	(4.6)	(20.8)	(11.1)	–	–
Gain on Sale of Bank Properties	–	–	–	(6.9)	–	(3.4)	–	(0.4)	(6.4)	–
Other Adjustments[1],[4]	–	–	–	–	–	(7.5)	–	–	–	(0.9)
Core Noninterest Income (Non-GAAP)	**$ 202.3**	**$ 199.7**	**$ 203.1**	**$ 198.7**	**$ 198.8**	**$ 195.9**	**$ 195.1**	**$ 202.7**	**$ 196.0**	**$ 197.6**
Noninterest Expense[2]	$ 367.7	$ 370.4	$ 365.0	$ 347.6	$ 337.3	$ 327.3	$ 304.4	$ 296.7	$ 301.9	$ 311.7
Loss on Litigation Settlement	–	–	(4.1)	–	–	–	–	–	–	–
Non-Recurring Items[5]	–	(2.8)	(2.3)	(5.5)	(6.2)	–	–	(0.7)	(0.7)	–
Core Noninterest Expense (Non-GAAP)	**$ 367.7**	**$ 367.6**	**$ 358.6**	**$ 342.1**	**$ 331.1**	**$ 327.3**	**$ 304.4**	**$ 296.0**	**$ 301.2**	**$ 311.7**
Income Before Provision for Income Taxes	$ 243.7	$ 381.7	$ 358.2	$ 368.4	$ 371.8	$ 343.2	$ 344.2	$ 344.5	$ 329.8	$ 316.4
Provision For Credit Losses	121.7	13.8	22.2	18.5	8.6	9.9	11.1	12.2	34.9	42.1
Pre-Tax Core Adjustments	4.9	10.0	30.5	(1.4)	(21.1	(28.0)	(23.9)	(15.3)	(22.4)	(2.6)
Core Pre-Tax, Pre-Provision Earnings (Non-GAAP)	**$ 370.3**	**$ 405.5**	**$ 410.8**	**$ 385.4**	**$ 359.3**	**$ 325.1**	**$ 331.5**	**$ 341.4**	**$ 342.3**	**$ 355.9**

Note: Totals may not sum due to rounding.

(1) Adjustments that are not material to our financial results have not been presented for certain periods.

(2) Noninterest income and expenses prior to 2017 have been revised from the amounts previously reported to reflect the reclassifications described in the footnote to Table 1 of the fourth quarter 2017 earnings release.

(3) Costs associated with the sale of stock for the years ended December 31, 2020 and 2019 related to changes in the valuation of the funding swap entered into with the buyer of our Visa Class B restricted sales in 2016. Gains associated with the sale of stock for the years ended December 31, 2013 through December 31, 2016 related to the sale of MasterCard stock.

(4) Other adjustments include a one-time MasterCard signing bonus and a recovery of an investment that was previously written down.

(5) One-time items for the year ended December 31, 2019 included a nonrecurring payment to a former executive of the Company pursuant to the Bank's Executive Change-in-Control Retention Plan, nonrecurring offering costs and the loss on our funding swap as a result of a 2019 decrease in the conversion rate of our Visa Class B restricted shares sold in 2016. One-time items for the year ended December 31, 2018 included public company transition-related costs, the loss on our funding swap as a result of a 2018 decrease in the conversion rate of the aforementioned Visa Class B restricted shares and nonrecurring offering costs. One-time items for the year-ended December 31, 2017 included salaries and benefits stemming from the Tax Act, nonrecurring offering costs and public company transition-related costs. One-time items for the year-ended December 31, 2016 included public company transition-related costs and nonrecurring offering costs.

GAAP TO NON-GAAP RECONCILIATION - ANNUAL

First Hawaiian, Inc.

(Dollars in millions, except per share data)	For the Fiscal Year Ended December 31, 2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Net Income	$ 185.8	$ 284.4	$ 264.4	$ 183.7	$ 230.2	$ 213.8	$ 216.7	$ 214.5	$ 211.1	$ 199.7
Accounting Change (ASC 310 Adjustment)	–	–	–	–	–	–	–	(4.3)	–	–
Early Buyout on Lease	–	–	–	–	–	–	(3.1)	–	–	–
Early Loan Termination[1]	–	–	–	–	–	(4.8)	–	–	–	–
OTTI Losses on Available-For-Sale Debt Securities	–	–	24.1	–	–	–	–	–	–	–
Loss (Gain) on Sale of Securities	0.1	2.7	–	–	(4.6)	(7.7)	–	(0.2)	(16.7)	(1.7)
Costs (Gain) associated with the Sale of Stock (Visa/MasterCard)[2]	4.8	4.5	–	–	(22.7)	(4.6)	(20.8)	(11.1)	–	–
Gain on Sale of Real Estate	–	–	–	(6.9)	–	(3.4)	–	(0.4)	(6.4)	–
Loss on Litigation Settlement	–	–	4.1	–	–	–	–	–	–	–
Other Adjustments[1],[3]	–	–	–	–	–	(7.5)	–	–	–	(0.9)
Non-Recurring Items[4]	–	2.8	2.3	5.5	6.2	–	–	0.7	0.7	–
Pre-Tax Core Adjustments	4.9	10.0	30.5	(1.4)	(21.1)	(28.0)	(23.9)	(15.3)	(22.4)	(2.6)
Tax Reform Bill	–	–	–	47.6	–	–	–	–	–	–
Tax Adjustments[5]	(1.3)	(2.6)	(8.2)	0.6	8.0	10.6	8.9	5.8	8.1	1.0
Total Core Adjustments	3.6	7.4	22.3	46.7	(13.1)	(17.5)	(15.0)	(9.5)	(14.3)	(1.7)
Core Net Income (Non-GAAP)	**$ 189.4**	**$ 291.8**	**$ 286.7**	**$ 230.4**	**$ 217.1**	**$ 196.3**	**$ 201.6**	**$ 205.0**	**$ 196.7**	**$ 198.0**
Core Basic EPS (Non-GAAP)	**$ 1.46**	**$ 2.14**	**$ 2.09**	**$ 1.65**	**$ 1.56**	**$ 1.41**	**$ 1.45**	**$ 1.47**	**$ 1.57**	**$ 1.79**
Core Diluted EPS (Non-GAAP)	**$ 1.45**	**$ 2.13**	**$ 2.09**	**$ 1.65**	**$ 1.56**	**$ 1.41**	**$ 1.45**	**$ 1.47**	**$ 1.57**	**$ 1.79**

Note: Totals may not sum due to rounding.

(1) Adjustments that are not material to our financial results have not been presented for certain periods.

(2) Costs associated with the sale of stock for the years ended December 31, 2020 and 2019 related to changes in the valuation of the funding swap entered into with the buyer of our Visa Class B restricted sales in 2016. Gains associated with the sale of stock for the years ended December 31, 2013 through December 31, 2016 related to the sale of MasterCard stock.

(3) Other adjustments include a one-time MasterCard signing bonus and a recovery of an investment that was previously written down.

(4) One-time items for the year ended December 31, 2019 included a nonrecurring payment to a former executive of the Company pursuant to the Bank's Executive Change-in-Control Retention Plan, nonrecurring offering costs and the loss on our funding swap as a result of a 2019 decrease in the conversion rate of our Visa Class B restricted shares sold in 2016. One-time items for the year ended December 31, 2018 included public company transition-related costs, the loss on our funding swap as a result of a 2018 decrease in the conversion rate of the aforementioned Visa Class B restricted shares and nonrecurring offering costs. One-time items for the year-ended December 31, 2017 included salaries and benefits stemming from the Tax Act, nonrecurring offering costs and public company transition-related costs. One-time items for the year-ended December 31, 2016 included public company transition-related costs and nonrecurring offering costs.

(5) Represents the adjustments to net income, tax effected at the Company's effective tax rate, exclusive of one-time tax reform bill expense, for the respective period.