
**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): September 1, 2023

FIRST HAWAIIAN, INC.

(Exact Name of Registrant as Specified in Its Charter)

Delaware
(State or Other Jurisdiction of Incorporation)

001-14585
(Commission File Number)

99-0156159
(IRS Employer Identification No.)

999 Bishop St., 29th Floor
Honolulu, Hawaii
(Address of Principal Executive Offices)

96813
(Zip Code)

(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:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- 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:
Common Stock, par value \$0.01 per share

Trading Symbol(s)
FHB

Name of each exchange on which registered:
NASDAQ Global Select Market

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 (§240.12b-2 of this chapter).

Emerging growth company

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.

Item 7.01 Regulation FD Disclosure.

First Hawaiian, Inc. (the “Company”), the holding company for First Hawaiian Bank, is furnishing with this Current Report on Form 8-K a copy of an investor presentation that it intends to use for any investor meetings or related interactions during the month of September in fiscal year 2023. A copy of the presentation also will be posted to the Company’s website (www.fhb.com) in the Investor Relations section.

Pursuant to Regulation FD, the presentation materials are furnished as Exhibit 99.1. The information in this Item 7.01 and 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 the Company 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

<u>Exhibit No.</u>	<u>Description</u>
99.1	Presentation Materials
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: September 1, 2023

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



Investor Presentation

September, 2023



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. 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 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, 2022, and our Quarterly Reports on Form 10-Q for the quarters ended March 31 and June 30, 2023, 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 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.

Q2 2023 FINANCIAL HIGHLIGHTS¹

	Q2 2023	Q1 2023
Net Income (\$mm)	\$62.4	\$66.8
Diluted EPS	\$0.49	\$0.52
Net Interest Margin	2.91%	3.11%
Efficiency Ratio	58.0%	54.5%
ROA / ROATA ²	1.01% / 1.05%	1.10% / 1.15%
ROE / ROATCE ²	10.68% / 18.57%	11.78% / 20.78%
Tier 1 Leverage Ratio	8.30%	8.26%
CET1 Capital Ratio	12.05%	11.97%
Total Capital ratio	13.17%	13.09%
Dividend ³	\$0.26 / share	\$0.26 / share

- Net income \$62.4 mm
- Grew total loans and leases \$141.6 mm
- Total deposits declined \$203.3 mm, 111 bp cost of deposits
- Net interest margin contracted 20 bps
- Excellent credit quality. Recorded \$5.0 mm provision expense
- Well capitalized: 12.05% CET1 ratio
- Declared \$0.26 / share dividend

(1) Comparisons to Q1 2023

(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 July 19, 2023. Payable September 1, 2023 to shareholders of record at close of business on August 21, 2023.

BALANCE SHEET HIGHLIGHTS

\$ in millions	6/30/23	3/31/23
Assets		
Cash and Cash Equivalents ¹	\$ 558.1	\$ 865.6
Investment Securities - AFS	2,909.4	3,054.3
Investment Securities - HTM	4,180.4	4,261.4
Loans and Leases	14,362.8	14,221.3
Total Assets	24,511.6	24,884.2
Liabilities		
Deposits	\$21,078.2	\$21,281.5
Short-term borrowings	-	250.0
Long-term borrowings	500.0	500.0
Total Stockholders' Equity	2,359.7	2,329.0

Comments
<ul style="list-style-type: none"> • Reduced excess cash, while maintaining ample liquidity <ul style="list-style-type: none"> ○ Reduced Cash and Cash Equivalents to \$558.1 mm ○ Loan/deposit ratio: 68% ○ \$8.6 bn of available liquidity at 6/30/23 • Investment portfolio duration remained stable at 5.5 yrs at 6/30/23

¹ Includes Cash and due from banks and Interest-bearing deposits in other banks

MAUI REAL ESTATE-SECURED LOANS¹

\$ mm	Lahaina	Kula	All Other Areas	Maui Total
CRE	29.9	5.9	366.3	402.0
Construction	0.3	2.3	51.1	53.7
Residential				
1 st position (includes HELOCS behind FHB 1 st)	59.0	21.0	1,034.2	1,114.1
Subordinate position	3.1	3.1	53.8	60.0
Total	92.2	32.2	1,505.4	1,629.8

MAUI C&I LOANS¹

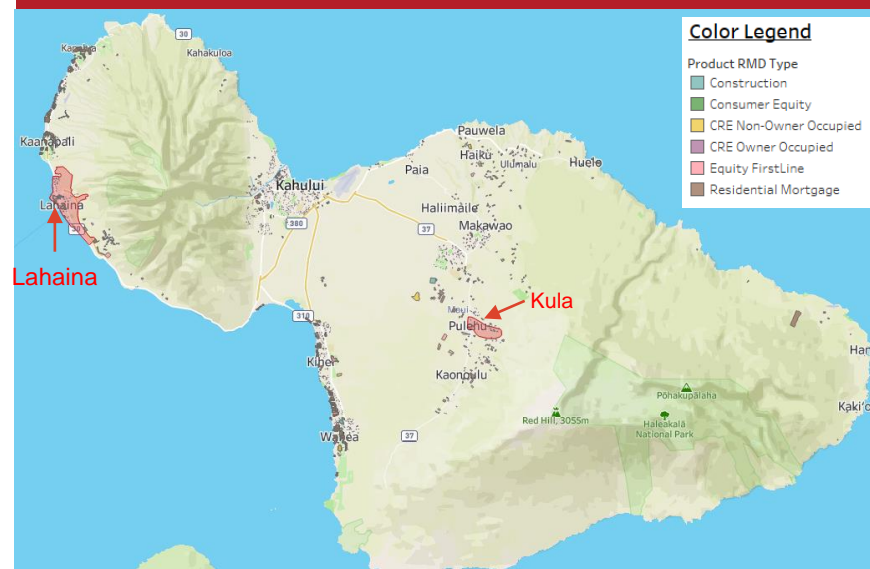
	\$ mm
Maui-based firms	12.0

MAUI CONSUMER LOANS¹

	\$ mm
Direct and Indirect Auto	72.6
Credit Card	13.2
All Other Consumer	11.2

¹Outstanding balances as of 7/31/23

MAUI REAL ESTATE SECURED LOAN LOCATIONS



COMMENTS

- Lahaina and Kula were the primary populated areas impacted by wildfires
- Fire insurance on residential mortgages required and force-placed if necessary
- We expect modest expenses attributable to Maui fire recovery and restoration
- FHB has no loans outstanding to the electric utility
- FHB Maui relief and assistance programs:
 - 6-month deferrals for residential mortgage and home equity loans in fire zones
 - 3-month deferrals on all other Maui loans upon request
 - Waiving all ATM fees on Maui
 - Donated \$250k to Maui Strong Fund

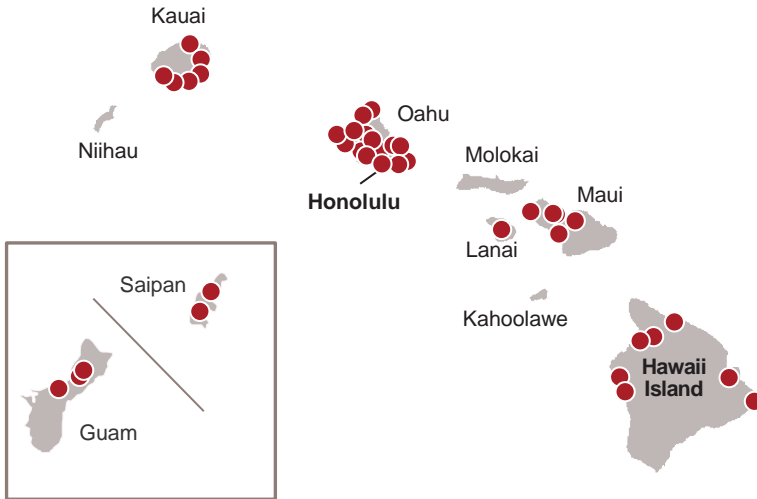
INVESTMENT HIGHLIGHTS

- 1 Strong, Consistent Financial Performance
- 2 Leading Position In Attractive Markets
- 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

Branch Presence

51 branches



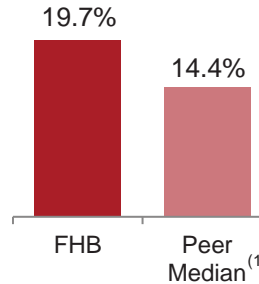
Company Highlights

- ✓ Oldest and largest Hawaii-based bank
- ✓ Full-service community bank with complete suite of products & services
- ✓ #1 deposit market share in Hawaii⁽⁴⁾
- ✓ Largest Hawaii-based lender
- ✓ \$18.6 bn assets under administration as of 2Q23
- ✓ Proven through the cycle and outstanding operating performance

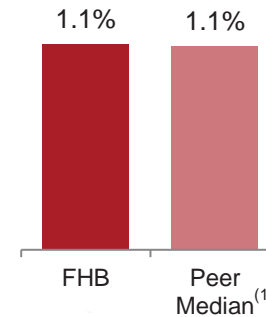
Financial Overview – 2Q 2023 (\$ billions)

Market Cap	\$2.4	Loans	\$ 14.4
Assets	\$ 24.5	Deposits	\$ 21.1

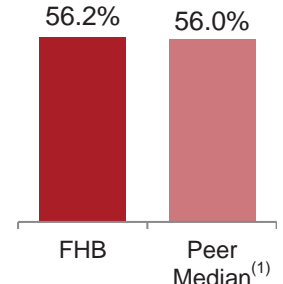
ROATCE⁽²⁾



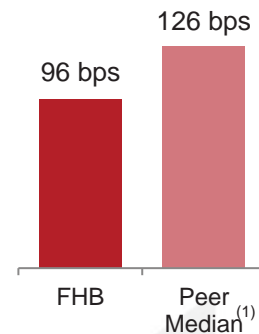
ROATA⁽²⁾



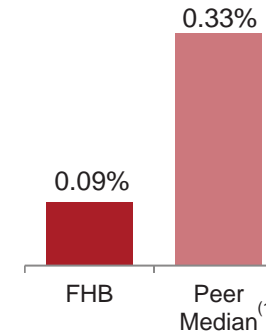
Efficiency Ratio



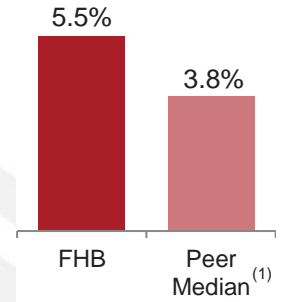
Cost of Deposits



NALs / Loans



Dividend Yield⁽³⁾



Source: Public filings and S&P Global Capital IQ as of 17-Aug-2023

Note: Financial data as of 30-Jun-2023. Market data as of 31-Aug-2023.

(1) Peer median is based on public banks \$10–\$50bn in assets constituted as of 31-Dec-2022; excludes merger targets.

(2) 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.

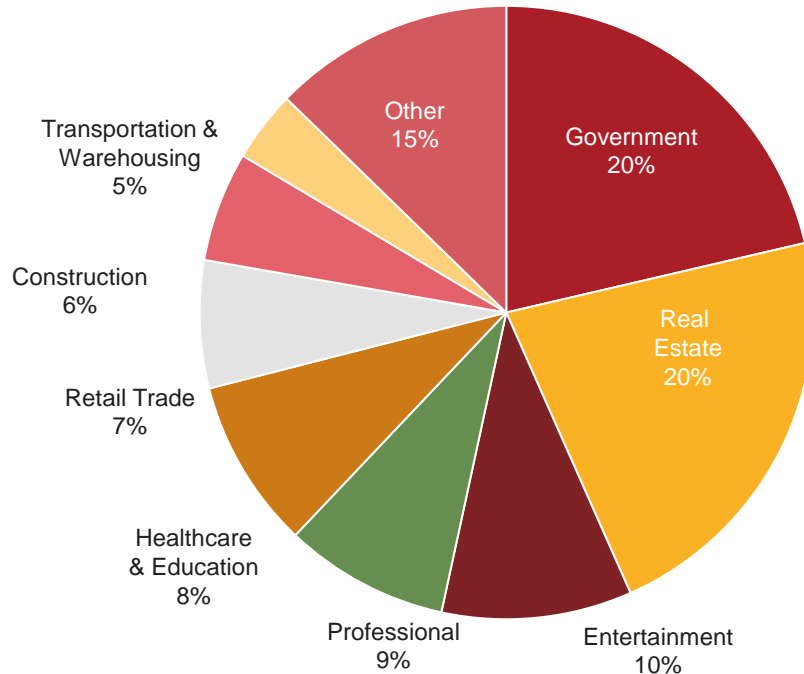
(3) Dividend yield based on dividend paid in 2Q 2023 and closing market price as of 31-Aug-2023.

(4) Deposit market share based on FDIC data as of 30-Jun-2022.

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

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
 - Estimated total defense spending in Hawaii in 2020: \$7.7bn ⁽³⁾
 - Defense spending is 8.5% of state GDP ⁽³⁾
 - Over 50k active duty, National Guard and Reserve personnel stationed in Hawaii ⁽³⁾
 - Almost 20k civilian employees⁽³⁾

⁽¹⁾ US Bureau of Economic Analysis

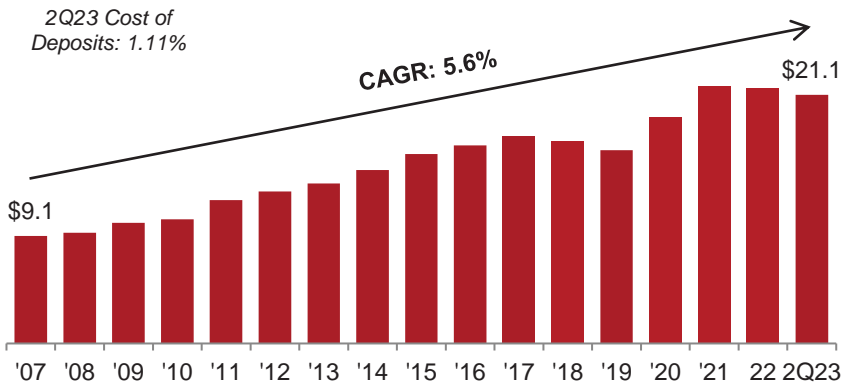
⁽²⁾ Based on \$17.9bn of 2019 visitor spending according to Hawaii Department of Business, Economic Development and Tourism.

⁽³⁾ defenseeconomy.hawaii.gov

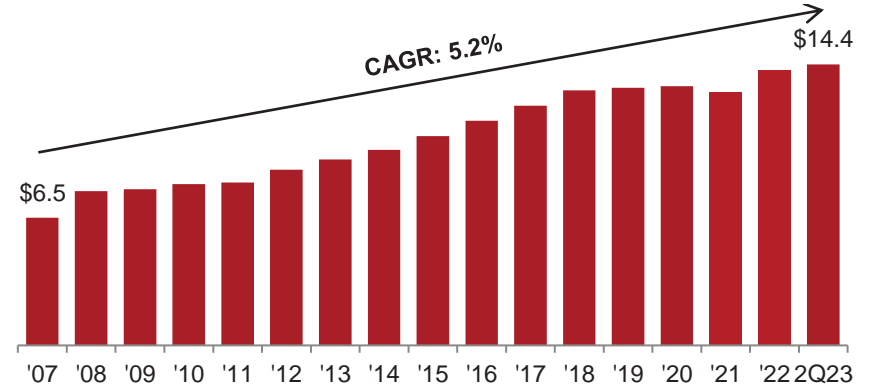
STRONG PERFORMANCE THROUGH THE CYCLE



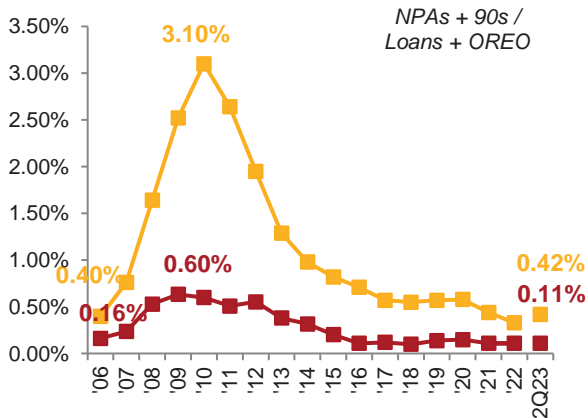
Consistent Deposit Growth (\$bn)



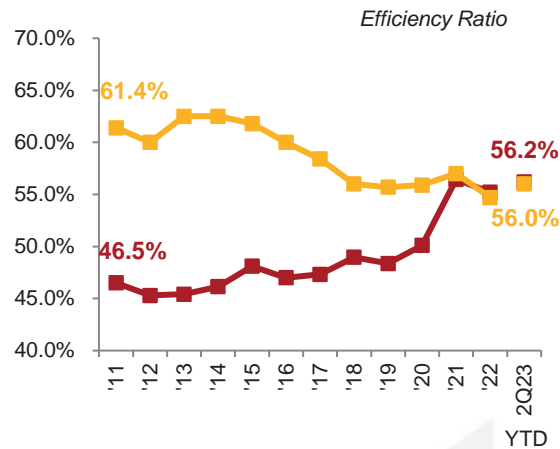
Steady, Balanced Loan Growth (\$bn)



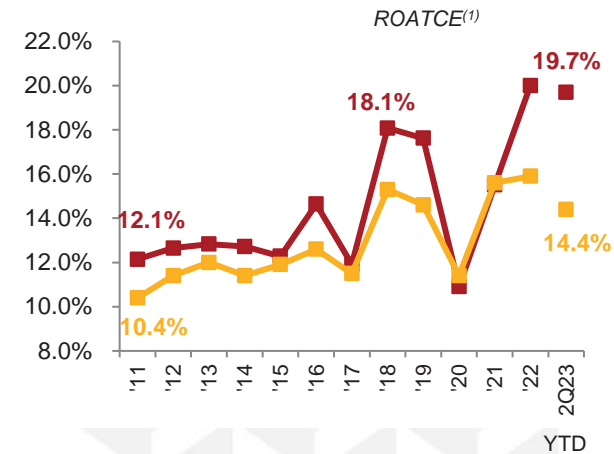
Through the Cycle Credit Performer



Strong Expense Mgmt. Culture



Strong Profitability



■ First Hawaiian, Inc.

■ Public U.S. Banks with \$10-\$50bn of Assets

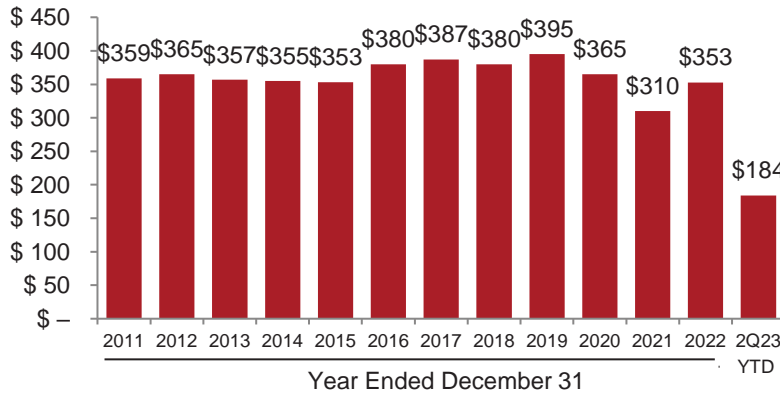
Source: Public filings and S&P Global Capital IQ as of 17-Aug-2023

Note: Financial data as of 30-Jun-2023. \$10-\$50bn banks constituted as of 31-Dec-2022; excludes merger targets.

(1) 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.

CONSISTENT TRACK RECORD OF STRONG PROFITABILITY

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

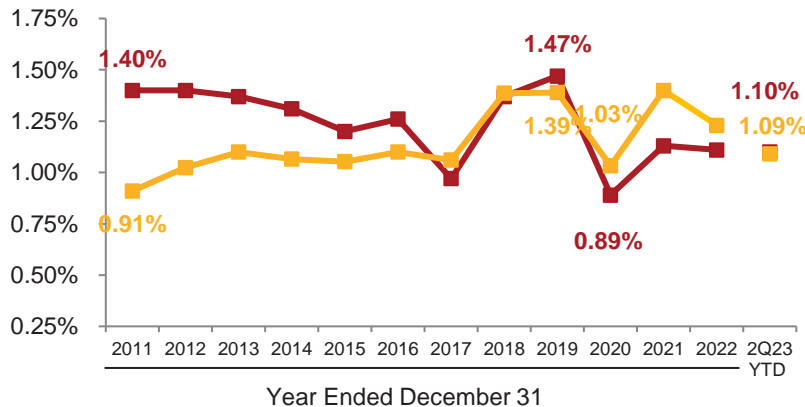


Consistent PTPP Earnings

Stable Earnings Drivers

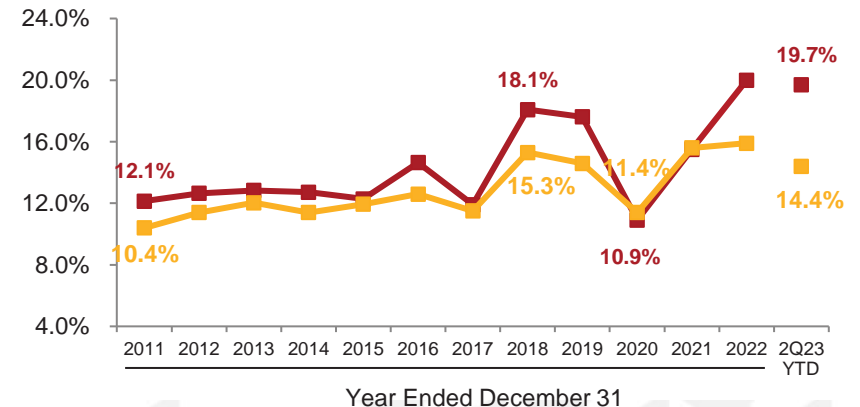
- Dominant loan and deposit positions in attractive markets
- Consistent underwriting standards with proven performance through the credit cycle
- Demonstrated history of disciplined expense management

ROATA⁽¹⁾



Consistent History of Strong Profitability

ROATCE⁽¹⁾



■ First Hawaiian, Inc.

■ Public U.S. Banks with \$10-\$50bn of Assets

Source: Public filings and S&P Global Capital IQ, as of 17-Aug-2023

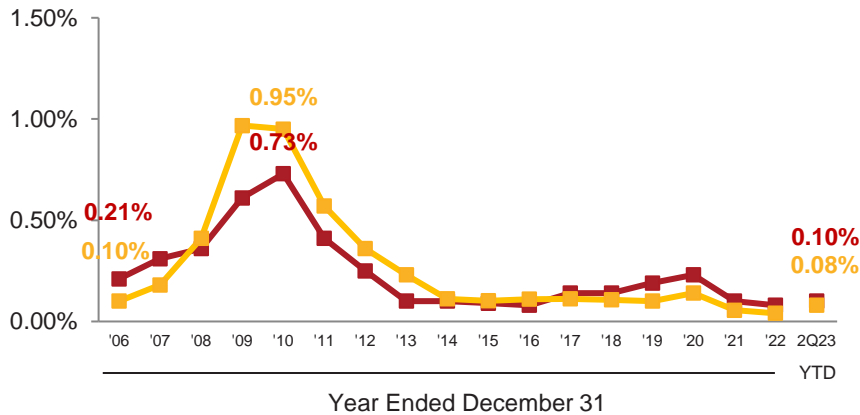
Note: Financial data as of 30-Jun-2023. \$10-\$50bn banks constituted as of 31-Dec-2022; excludes merger targets.

(1) Pre-Tax, Pre-Provision Earnings, 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.

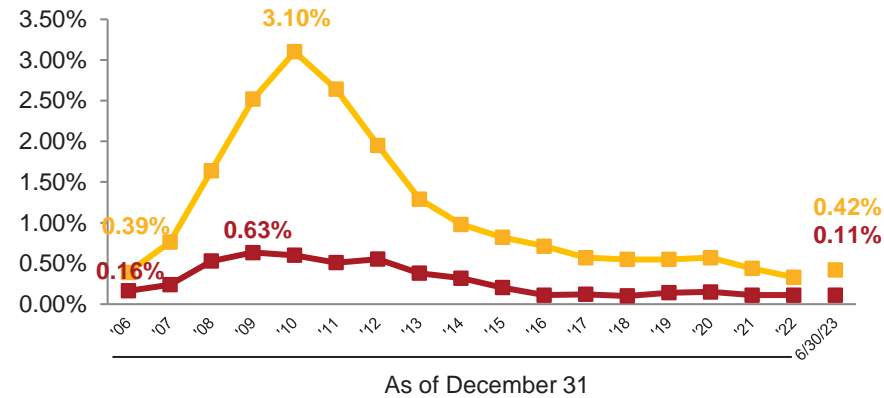
PROVEN, CONSISTENT, AND CONSERVATIVE CREDIT RISK MANAGEMENT

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

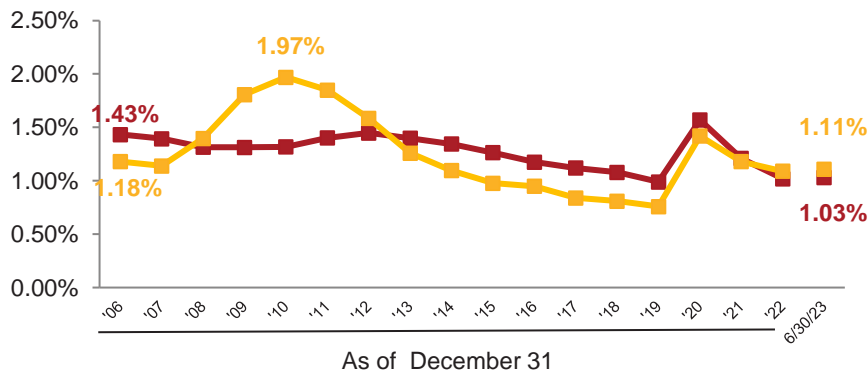
NCOs / Average Loans



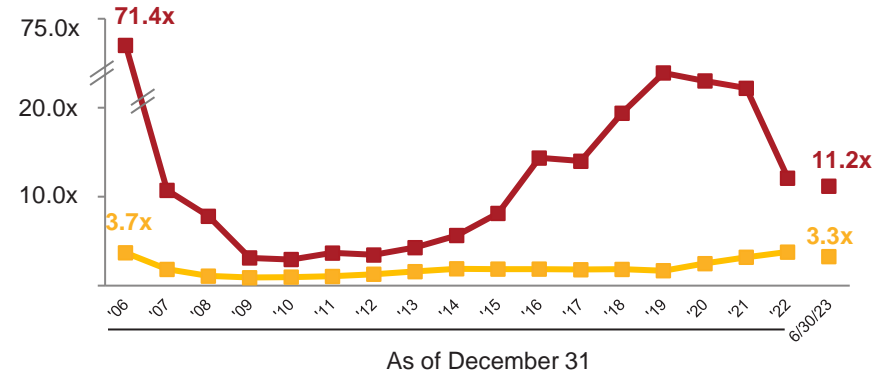
NPAs + 90s / Loans + OREO



Reserves / Loans



Reserves / Non-Accrual Loans



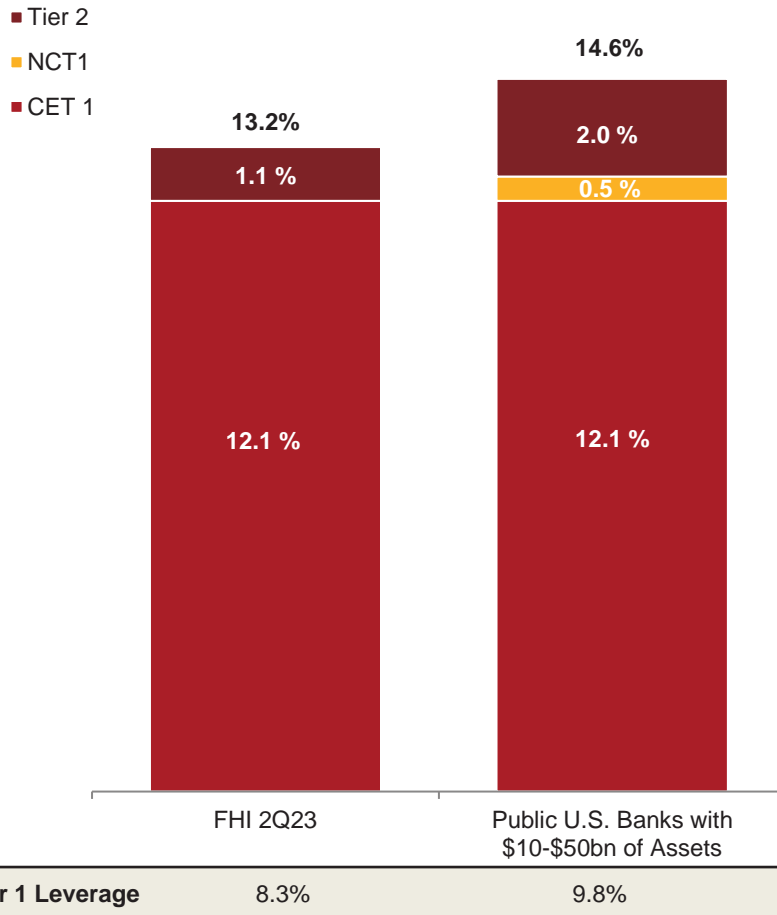
■ First Hawaiian, Inc.

■ Public U.S. Banks with \$10-\$50bn of Assets

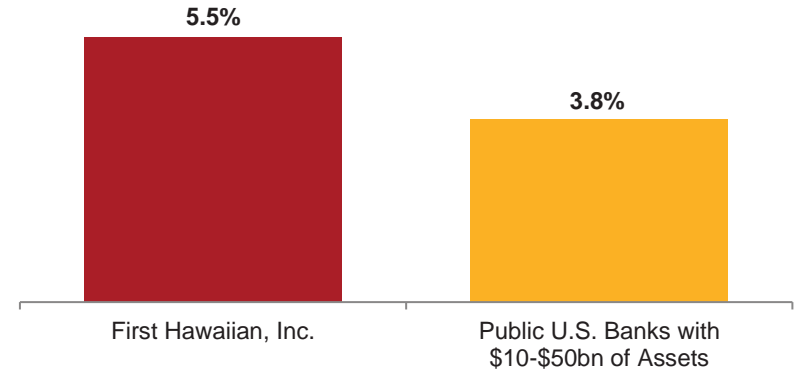
Source: Public filings and SNL Financial, available as of 17-Aug-2023
 Note: Financial data as of 30-Jun-2023. \$10-\$50bn banks constituted as of 31-Dec-2022; excludes merger targets.

WELL-CAPITALIZED WITH AN ATTRACTIVE DIVIDEND

Robust Capital Position



Attractive Dividend Yield⁽¹⁾⁽²⁾



Capital Management Approach

- Retain sufficient earnings to support loan growth and maintain strong capital levels
- Return excess capital through dividends and share repurchases
- Stock repurchase authorization for up to \$40mm of common stock during 2023
- Held dividend at \$0.26/share in 2Q 2023
- No shares repurchased in 1H 2023

Source: Public filings and S&P Global Capital IQ as of 17-Aug-2023

Note: Financial data as of 30-Jun-2023. \$10-\$50bn banks constituted as of 31-Dec-2022, 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.

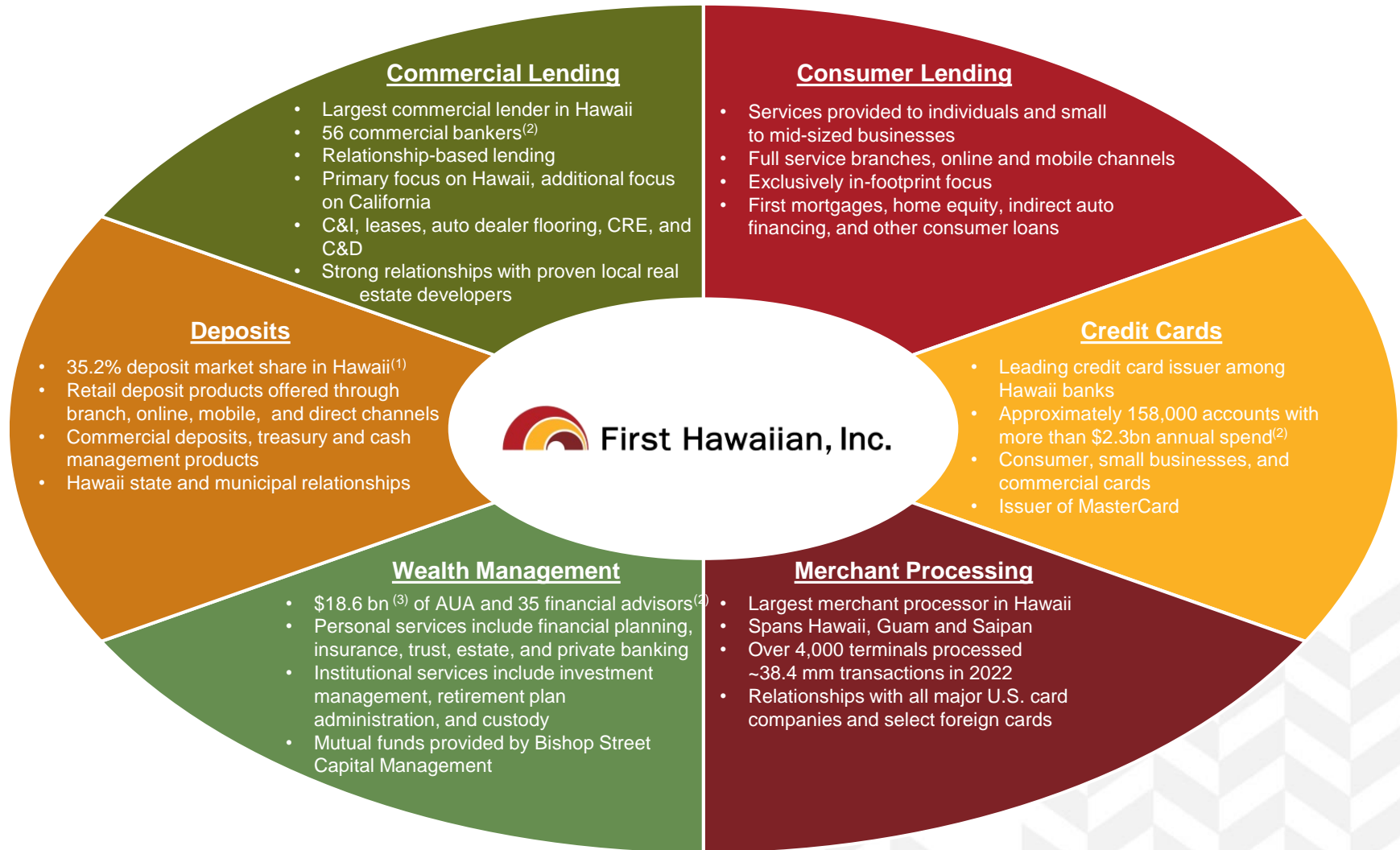
⁽²⁾ Dividend yield (MRQ) based on 2Q 2023 paid dividend and market data as of 31-Aug-2023.



APPENDIX

FULL SUITE OF PRODUCTS AND SERVICES

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



(1) Source: FDIC as of 30-Jun-2022

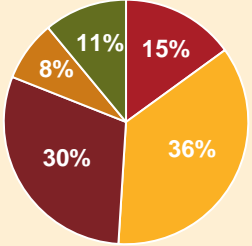
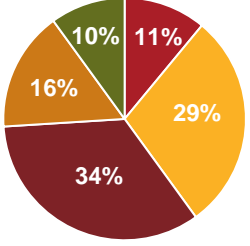
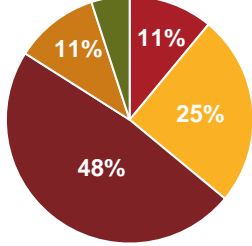
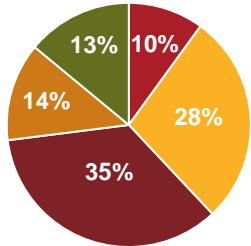
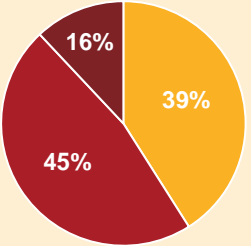
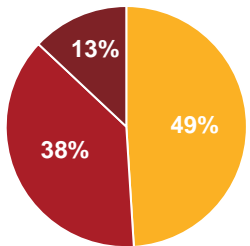
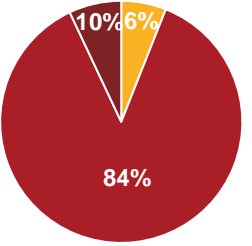
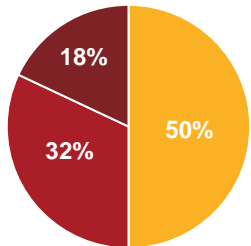
(2) As of 31-Dec-2022

(3) As of 30-Jun-2023

A LEADER IN HAWAII

The banking market in Hawaii is dominated by local banks, with the top 4 banks accounting for ~93% of deposits⁽²⁾



	First Hawaiian, Inc.	Bank of Hawaii	AMERICAN Savings Bank	CENTRAL PACIFIC BANK
Branches	51	51	36	27
FTEs	2,126	2,025	1,009	753
Assets (\$bn)	24.5	24.9	9.6	7.6
Loans (\$bn)	14.4	13.9	6.1	5.5
Deposits (\$bn)	21.1	20.5	8.2	6.8
YTD 2023 ROATCE ⁽¹⁾	19.7%	15.8%	19.1%	13.1%
YTD 2023 ROATA⁽¹⁾	1.10%	0.78%	0.81%	0.83%
Loan Portfolio	 <ul style="list-style-type: none"> Commercial Commercial RE Residential RE HELOC Consumer & Other 	 <ul style="list-style-type: none"> Commercial Commercial RE Residential RE HELOC Consumer & Other 	 <ul style="list-style-type: none"> Commercial Commercial RE Residential RE HELOC Consumer & Other 	 <ul style="list-style-type: none"> Commercial Commercial RE Residential RE HELOC Consumer & Other
Deposit Portfolio	 <ul style="list-style-type: none"> Transaction Accounts Savings / MMDA Time Deposits 	 <ul style="list-style-type: none"> Transaction Accounts Savings / MMDA Time Deposits 	 <ul style="list-style-type: none"> Transaction Accounts Savings / MMDA Time Deposits 	 <ul style="list-style-type: none"> Transaction Accounts Savings / MMDA Time Deposits
Hawaii Deposits²				
Balance (\$bn)	\$21.0	\$19.9	\$8.3	\$6.6
Share	35.2%	33.2%	13.9%	11.1%

Sources: S&P Global Capital IQ, FDIC, SEC and company filings. Company filings used for peers where available, otherwise regulatory data used.

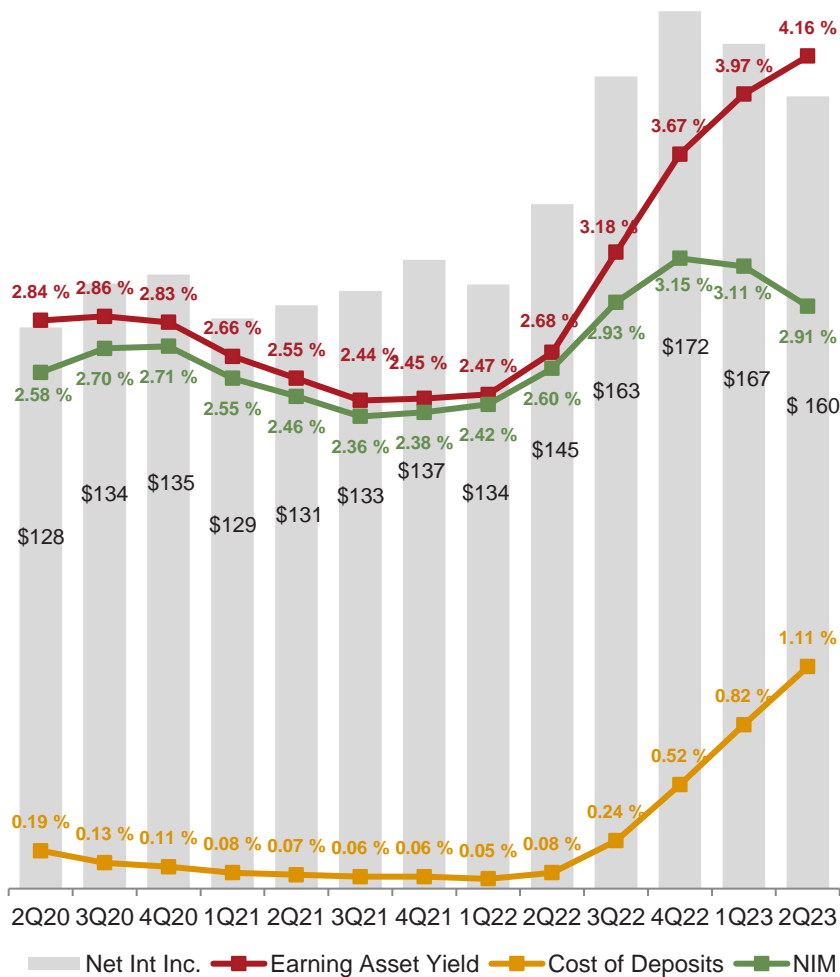
Note: Financial data as of 30-Jun-2023.

(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.

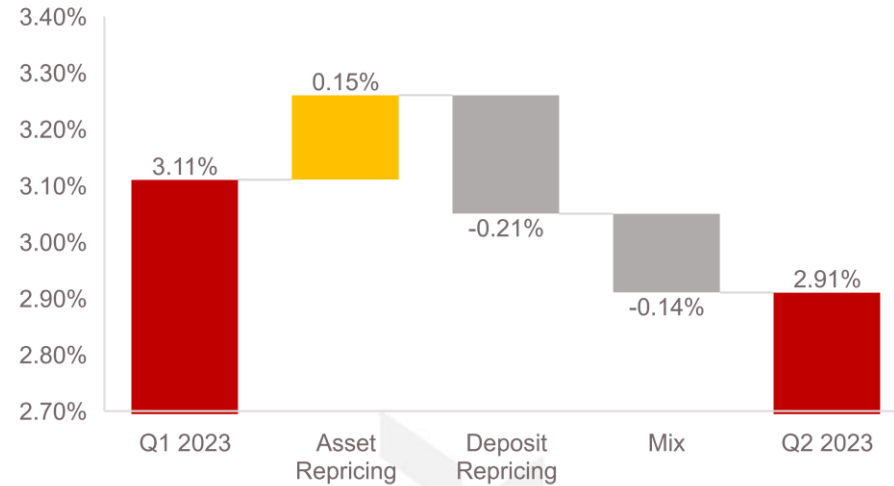
(2) Deposit market share based on FDIC data as of 30-Jun-2022.

WELL POSITIONED FOR VOLATILE INTEREST RATES

20 bp NIM decrease in Q2



Q1 '23 – Q2 '23 NIM Walk



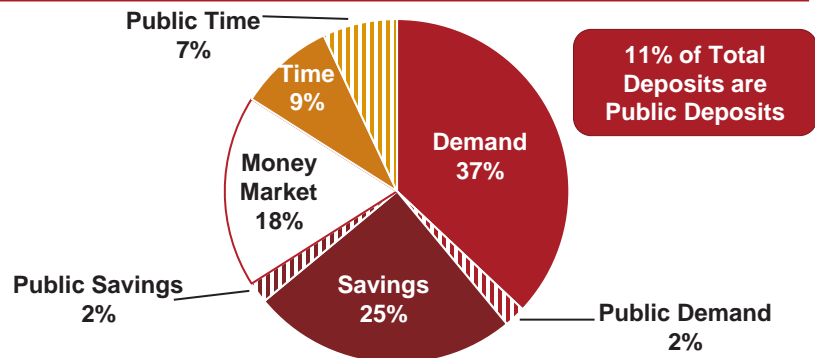
Well-Matched Balance Sheet

- Approximately \$5.7 bn, or 40% of the loan portfolio, reprices within 90 days
- Well-structured investment portfolio with limited extension risk
- Stable, low-cost deposit base
- Hawaii has experienced lower deposit costs and had a lower deposit beta in previous rate cycles

SOLID, LOW-COST CORE DEPOSIT BASE

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

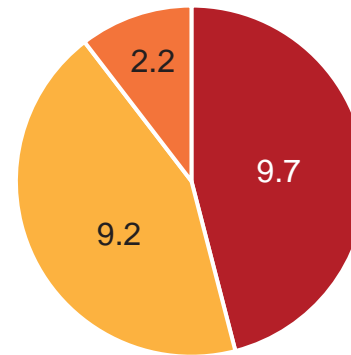
Deposit Portfolio Composition (as of 6/30/23)



Deposits: \$21.1bn
2Q23 Cost of Deposits: 1.11%

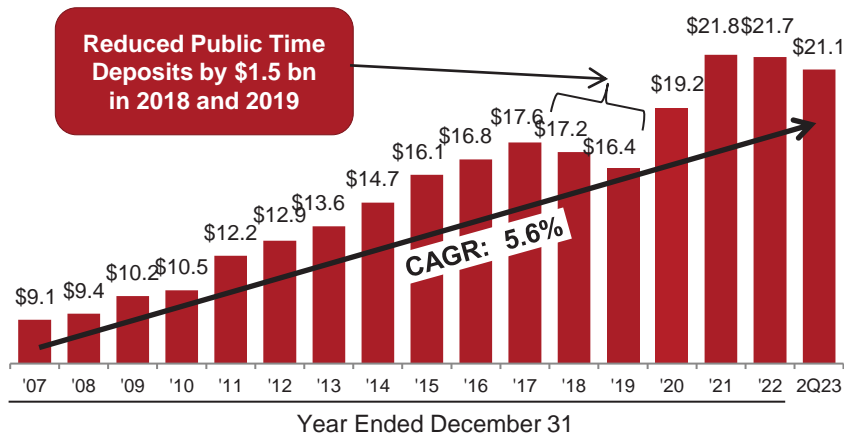
Deposits Well-Balanced Between Retail and Commercial

(\$ billions)
at 6/30/23

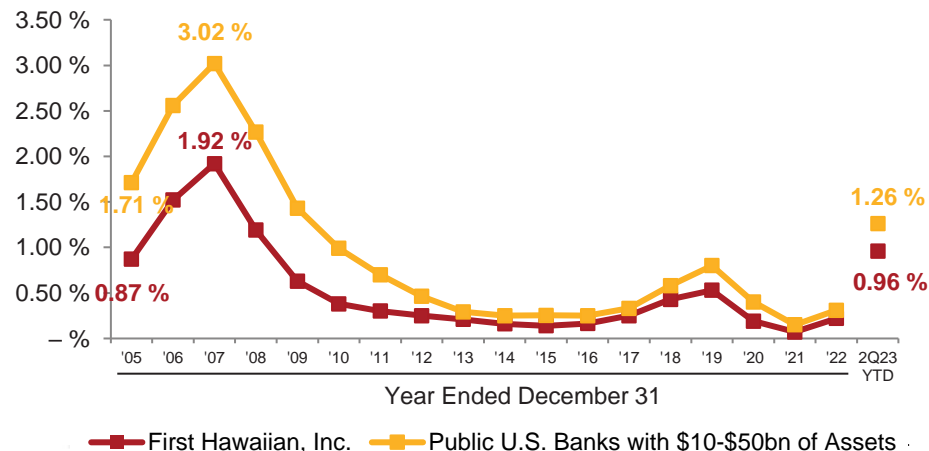


■ Retail ■ Commercial ■ Public

Consistent Deposit Growth (\$bn)



Best-in-Class Cost of Deposits



Source: Public filings and S&P Global Capital IQ, as of 17-Aug-2023
Note: Financial data as of 30-Jun-2023. \$10-\$50bn banks constituted as of 31-Dec-2022; excludes merger targets.

DEPOSIT COVERAGE AND BORROWING CAPACITY

FDIC DEPOSIT INSURANCE COVERAGE

FDIC INSURED DEPOSITS

49%

FDIC INSURED DEPOSITS + FULLY COLLATERALIZED PUBLIC DEPOSITS

60%

- Deposit balances over \$250k in corporate operating accounts is estimated to be \$2.4 bn

As of 6/30/23

AVERAGE DEPOSIT BALANCES



AVERAGE RETAIL ACCOUNT BALANCE

\$21,400



AVERAGE COMMERCIAL ACCOUNT BALANCE

\$140,874

As of 6/30/23

LIQUIDITY CAPACITY

(\$ billions)	6/30/23
Total Cash	0.4
Available Securities	3.9
FHLB Capacity	2.9
FRB Discount Window	1.4
Total Available Liquidity	8.6
Total Available Liquidity Using BTFP	9.1

Note: BTFP = Bank Term Funding Program

- Total Available Liquidity = 101% of uninsured, non-public deposits¹
- Total Available Liquidity Using BTFP = 107% of uninsured, non-public deposits¹

¹ Uninsured, non-public deposits as of 6/30/23

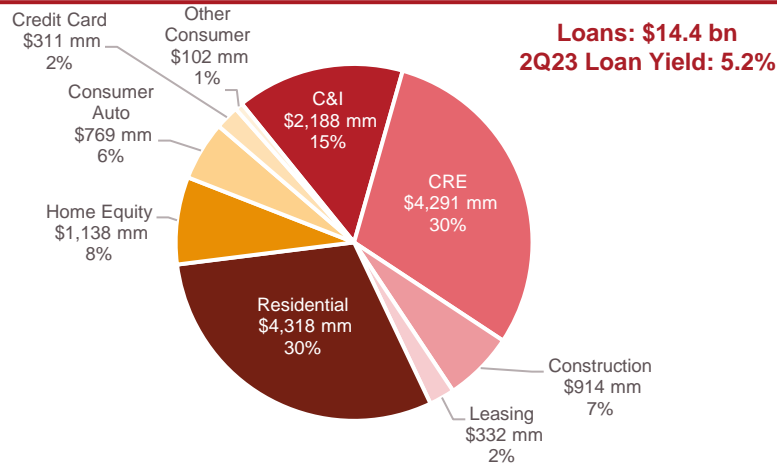
At June 30

- 60% of total deposits were FDIC insured or fully collateralized
- Deposit balances over \$250k in corporate operating accounts is estimated to be \$2.4 bn
- Total available liquidity (cash and borrowing capacity) over 100% of uninsured, non-public deposits

STEADY ORGANIC GROWTH AND BALANCED LOAN PORTFOLIO

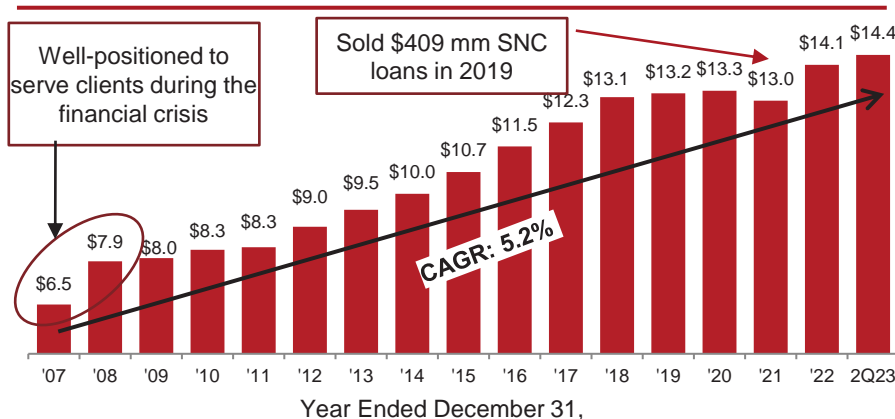
*Steady through the cycle organic loan growth and balanced loan portfolio
Expect low to mid-single digit loan growth in 2023*

Balanced Loan Portfolio (as of 6/30/23)



Note: Percentages shown may not total to 100% due to rounding

Steady Loan Growth (\$bn)



Year Ended December 31,

Loans / Deposits	'07	'08	'09	'10	'11	'12	'13	'14	'15	'16	'17	'18	'19	'20	'21	'22	2Q23
Loans / Deposits	84%	78%	79%	69%	70%	70%	68%	67%	69%	70%	76%	80%	69%	59%	62%	65%	68%

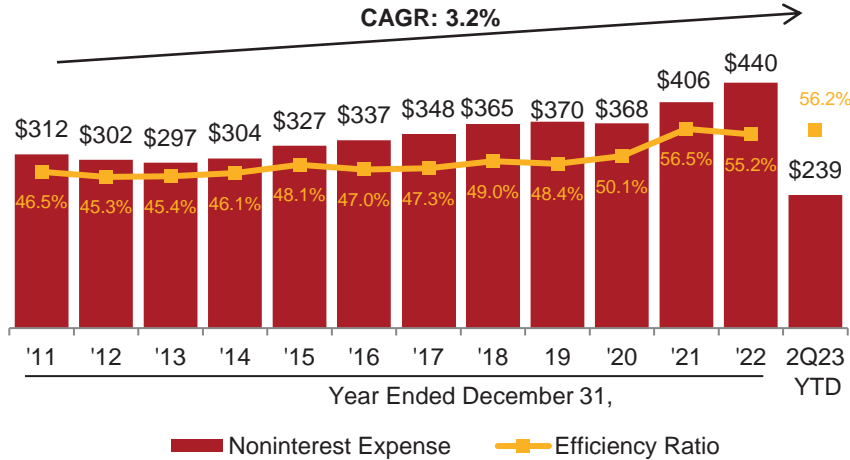
Note: Financial data as of 30-Jun-2023

Loan Portfolio Highlights (as of 6/30/23)

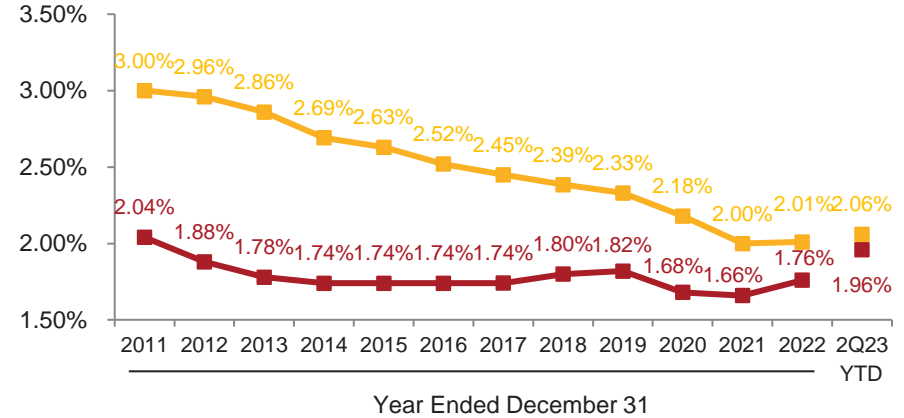
- Largest Hawaii-based lender
- Balanced Portfolio
 - 54% Commercial, 46% Consumer
 - 75% Hawaii/Guam/Saipan, 24% Mainland
- Commercial
 - Hawaii's leading commercial bank with most experienced lending team.
 - Average commercial loan officer experience > 25 years
 - 56% Hawaii/Guam/Saipan, 44% Mainland
 - \$1,765 mm Shared National Credit portfolio
 - Participating in SNC lending for over 20 years
 - 23% Hawaii-based, 77% Mainland
- Leading SBA lender Hawaii
 - SBA Lender of the Year (Category 1) 2017, 2018, 2019, and 2021
 - Leveraged SBA experience to quickly launch PPP program
 - Originated over 10k PPP loans for over \$1.4bn in principal balances in 2020 and 2021
- 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

Well Managed Noninterest Expense (\$mm)

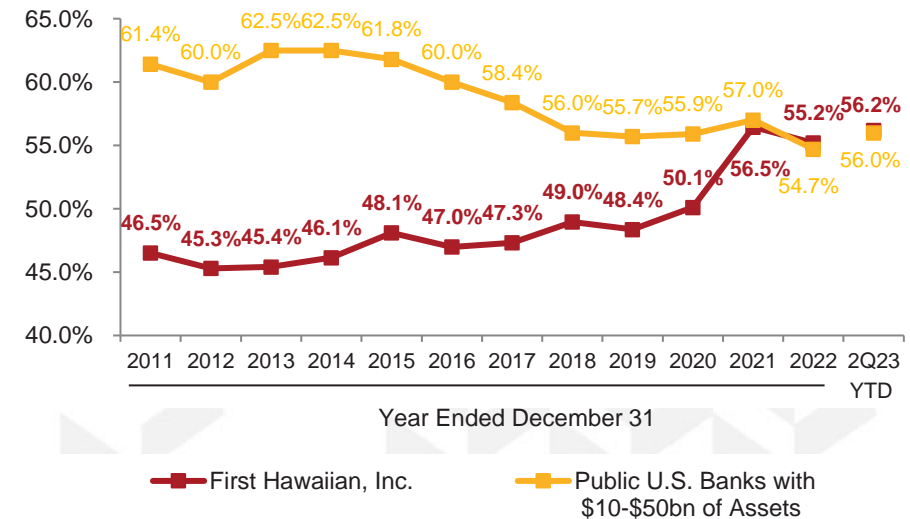


Noninterest Expense / Average Assets



- Maintained expense discipline during pandemic
 - Very little expense growth from 2018 - 2020
- Increase in 2022 expenses driven by core system conversion expenses and new core system ongoing operating costs
- Increase in 2023 expenses includes impact of industry-wide impact of increase in FDIC assessment fee, estimated to be \$4 - \$5 mm
- FDIC special assessment to replenish deposit insurance fund expected to be a late 2023 / early 2024 event

Efficiency Ratio

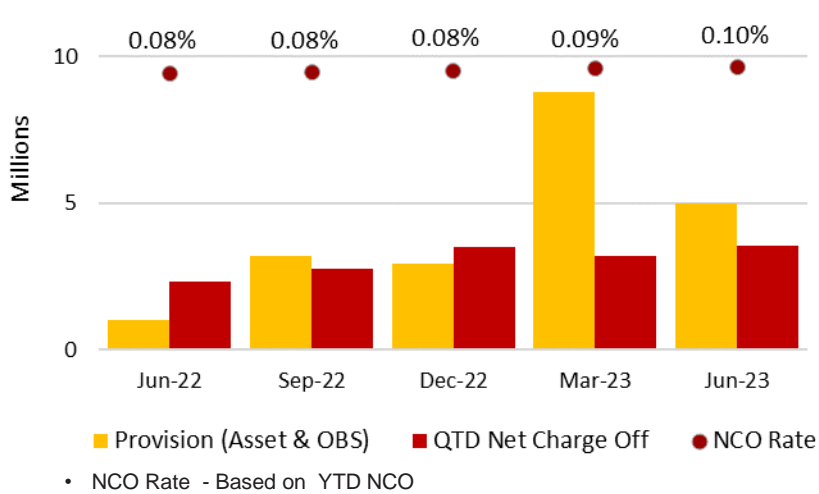


Source: Public filings and S&P Global Capital IQ, as of 17-Aug-2023
 Note: Financial data as of 30-Jun-2023. \$10-\$50bn banks constituted as of 31-Dec-2022; excludes merger targets.

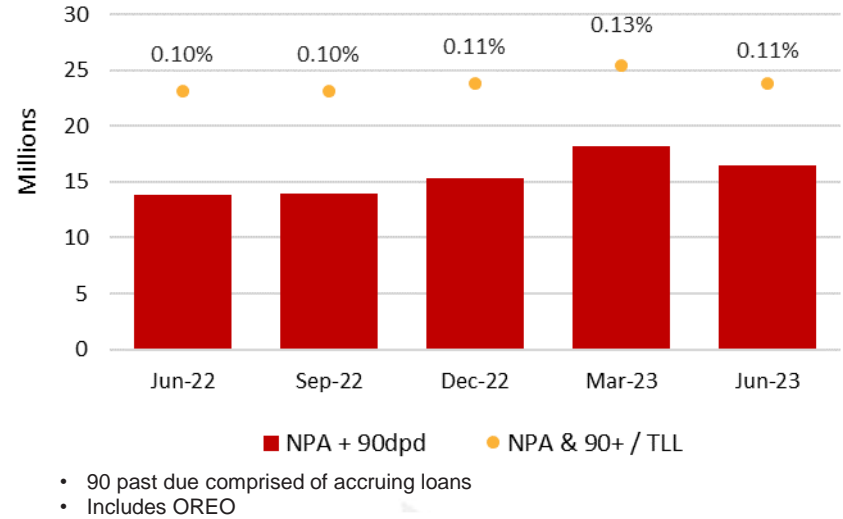
ASSET QUALITY

CONTINUED STRONG CREDIT PERFORMANCE

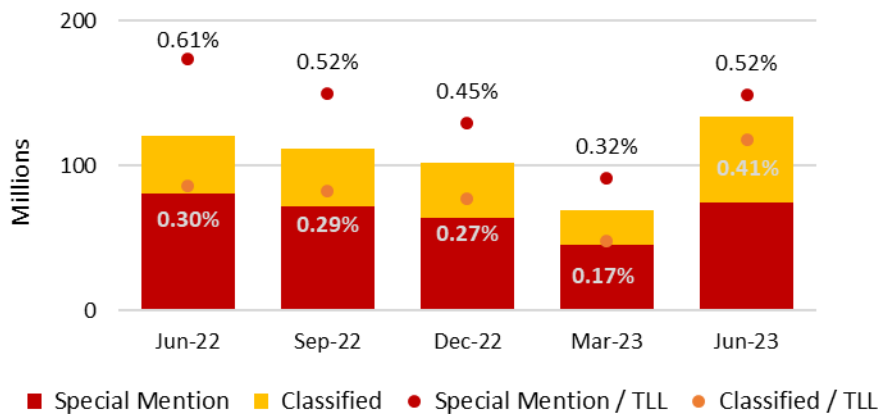
Provision, NCO and NCO Rate



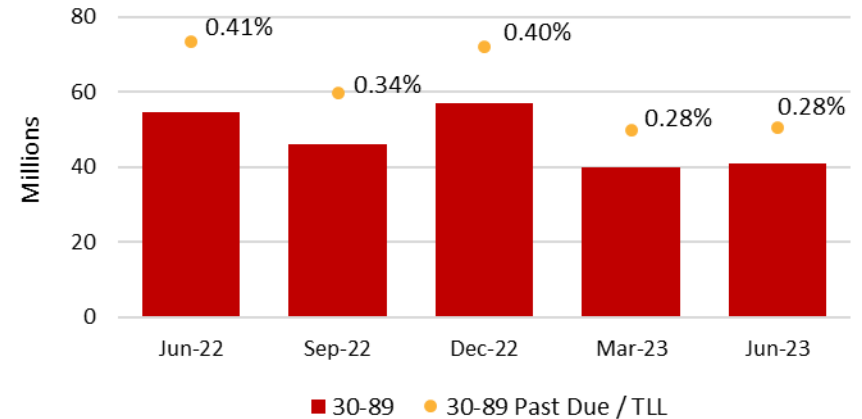
NPA and 90 Past Due



Commercial Criticized Assets



30-89 Past Due



Note: TLL - Total Loans and Leases

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

COMMERCIAL REAL ESTATE

As of 6/30/23
(In \$ Millions)

Property Type	Balances	% of Balances	Weighted Average LTV	% Criticized
Office	800	18.6%	59.3%	5.8%
Hotel	435	10.1%	53.2%	0.0%
Retail	776	18.1%	62.1%	0.7%
Multi-family	813	19.0%	56.3%	0.6%
Industrial	637	14.9%	58.4%	2.7%
Dealer Related	447	10.4%	69.1%	0.0%
Other	382	8.9%	58.4%	0.5%
Total	4,291	100.0%	59.4%	1.8%

The CRE portfolio continues to be well diversified across property types, well secured with a weighted average LTV of 59.4% and criticized rate of 1.8%.

- Office exposure in CRE represents about 5.6% of total loans and leases
- Despite enduring a prolonged period of high vacancy, hotel loans performed well over the COVID period reflecting the quality of sponsorship and underlying collateral.
- Retail properties are primarily comprised of grocery- anchored and smaller convenience formats

COMMERCIAL & INDUSTRIAL

As of 6/30/23
(In \$ Millions)

Property Type	Balances	% of Balances	% Criticized
Auto Dealers	626	28.6%	0.0%
Retail	-	0.0%	0.0%
Hospitality/Hotel	73	3.4%	0.5%
Food Service	49	2.3%	4.8%
Transportation	51	2.3%	2.8%
Other	1,388	63.4%	3.8%
Total	2,188	100.0%	2.6%

Industries deemed to exhibit higher volatility represent a modest amount of total C&I exposure and dealer related credits represent about 29% of total C&I inclusive of \$489 million in flooring balances.

CONSTRUCTION

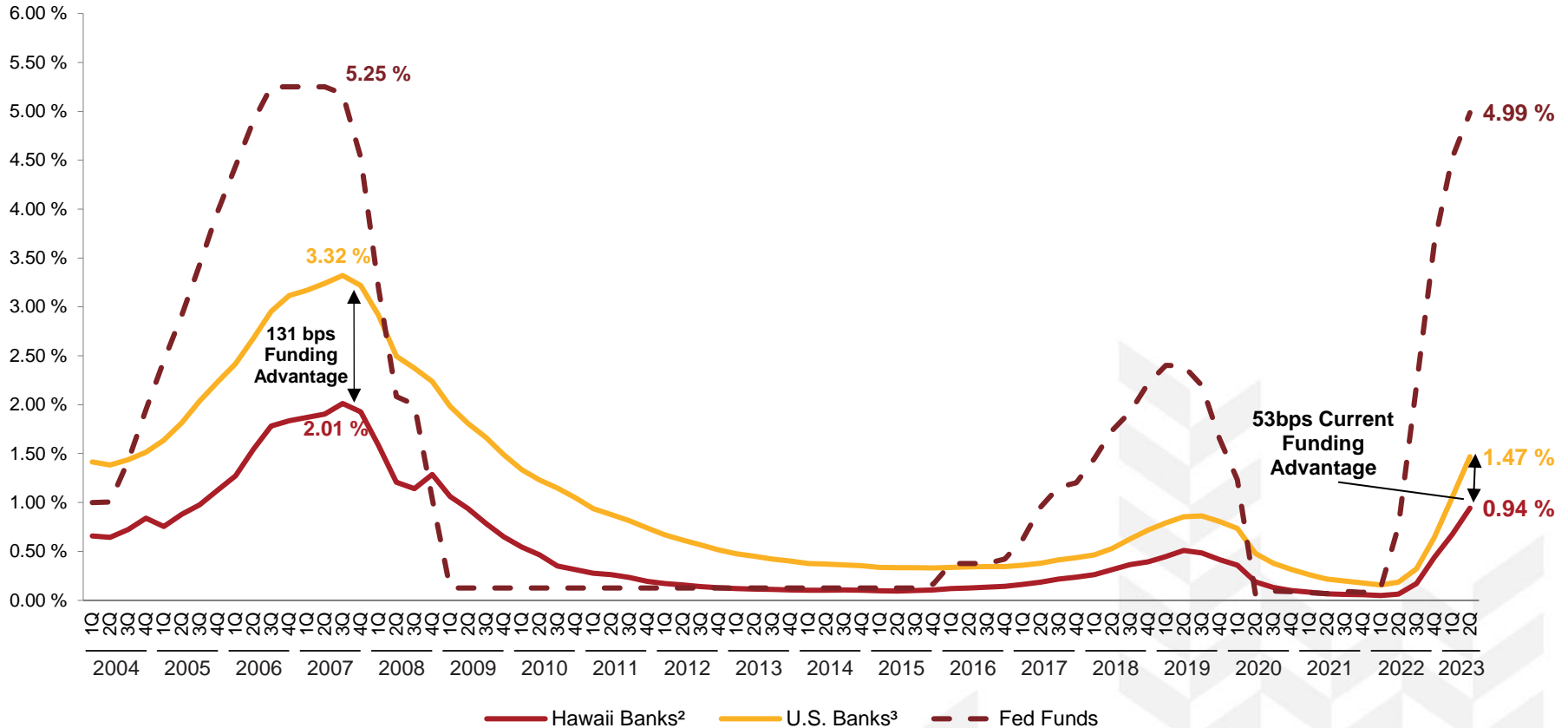
As of 6/30/23
(In \$ Millions)

Property Type	Balances	% of Balances	Weighted Average LTV	% Criticized
Office	60	6.6%	47.9%	0.0%
Hotel	56	6.2%	49.5%	0.0%
Retail	20	2.2%	63.3%	0.0%
Multi-family	425	46.4%	54.8%	0.0%
Industrial	79	8.7%	51.0%	0.0%
Dealer Related	97	10.6%	83.5%	0.0%
Other	177	19.3%	60.5%	0.1%
Total	914	100.0%	58.0%	0.0%

The construction book is largely centered in rental and for-sale housing.

HAWAII BANKS HAVE A SIGNIFICANT DEPOSIT ADVANTAGE

Hawaii banks experience more favorable deposit behavior across all rate cycles; Hawaii banks experienced a deposit beta⁽¹⁾ of ~18% vs. ~27% for broader U.S. banks during the current rising rate cycle



Source: S&P Global 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 (1Q22) to current (2Q23).

⁽²⁾ Includes First Hawaiian, Bank of Hawaii, American Savings, Central Pacific, Territorial Bancorp, Hawaii National. 2Q23 cost of deposits based on publicly available company reported information.

⁽³⁾ Includes all U.S. bank holding companies excluding Hawaii-based banks. 2Q23 cost of deposits based on publicly available company reported information.

GAAP TO NON-GAAP RECONCILIATIONS



Return on average tangible assets, return on average tangible stockholders' equity, tangible book value per share, tangible stockholders' equity to tangible assets and pre-tax, pre-provision earnings are non-GAAP financial measures. 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 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 tangible book value per share as the ratio of tangible stockholders' equity to outstanding shares. Tangible stockholders' equity is calculated by subtracting (and thereby effectively excluding) amounts related to the effect of goodwill from our total stockholders' equity. 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. Pre-tax, pre-provision earnings are calculated by subtracting (and thereby effectively excluding) the provision for credit losses from our income before provision for income taxes. 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. Investors should consider our performance and capital adequacy as reported under GAAP and all other relevant information when assessing our performance and capital adequacy.

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

GAAP TO NON-GAAP RECONCILIATION



(dollars in thousands)	For the Three Months Ended			For the Six Months Ended	
	June 30, 2023	March 31, 2023	June 30, 2022	June 30, 2023	June 30, 2022
Income Statement Data:					
Net income	\$ 62,442	\$ 66,818	\$ 59,360	\$ 129,260	\$ 117,079
Average total stockholders' equity	\$ 2,344,285	\$ 2,299,422	\$ 2,262,654	\$ 2,321,977	\$ 2,404,471
Less: average goodwill	995,492	995,492	995,492	995,492	995,492
Average tangible stockholders' equity	\$ 1,348,793	\$ 1,303,930	\$ 1,267,162	\$ 1,326,485	\$ 1,408,979
Average total assets	\$ 24,821,486	\$ 24,548,124	\$ 25,250,176	\$ 24,685,560	\$ 25,165,783
Less: average goodwill	995,492	995,492	995,492	995,492	995,492
Average tangible assets	\$ 23,825,994	\$ 23,552,632	\$ 24,254,684	\$ 23,690,068	\$ 24,170,291
Return on average total stockholders' equity ⁽¹⁾	10.68 %	11.78 %	10.52 %	11.23 %	9.82 %
Return on average tangible stockholders' equity (non-GAAP) ⁽¹⁾	18.57 %	20.78 %	18.79 %	19.65 %	16.76 %
Return on average total assets ⁽¹⁾	1.01 %	1.10 %	0.94 %	1.06 %	0.94 %
Return on average tangible assets (non-GAAP) ⁽¹⁾	1.05 %	1.15 %	0.98 %	1.10 %	0.98 %
(dollars in thousands, except shares outstanding and per share amounts)	As of June 30, 2023	As of March 31, 2023	As of December 31, 2022	As of June 30, 2022	
Balance Sheet Data:					
Total stockholders' equity	\$ 2,359,738	\$ 2,329,012	\$ 2,269,005	\$ 2,252,611	
Less: goodwill	995,492	995,492	995,492	995,492	
Tangible stockholders' equity	\$ 1,364,246	\$ 1,333,520	\$ 1,273,513	\$ 1,257,119	
Total assets	\$ 24,511,566	\$ 24,884,207	\$ 24,577,223	\$ 25,377,533	
Less: goodwill	995,492	995,492	995,492	995,492	
Tangible assets	\$ 23,516,074	\$ 23,888,715	\$ 23,581,731	\$ 24,382,041	
Shares outstanding	127,608,037	127,573,680	127,363,327	127,451,087	
Total stockholders' equity to total assets	9.63 %	9.36 %	9.23 %	8.88 %	
Tangible stockholders' equity to tangible assets (non-GAAP)	5.80 %	5.58 %	5.40 %	5.16 %	
Book value per share	\$ 18.49	\$ 18.26	\$ 17.82	\$ 17.67	
Tangible book value per share (non-GAAP)	\$ 10.69	\$ 10.45	\$ 10.00	\$ 9.86	

⁽¹⁾ Annualized for the three and six months months ended June 30, 2023 and 2022, and three months ended March 31, 2023.

GAAP TO NON-GAAP RECONCILIATION - ANNUAL



As of and for the Twelve Months Ended December 31,

(Dollars in millions, except per share data)	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Net Income	\$265.7	\$265.7	\$185.8	\$ 284.4	\$ 264.4	\$ 183.7	\$230.2	\$213.8	\$216.7	\$214.5	\$211.1	\$199.7
Average Total Stockholders' Equity	\$2,321.6	\$2,708.4	\$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	995.5	995.5
Average Tangible Stockholders' Equity	\$1,362.1	\$1,712.9	\$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	2,269.0	2,656.9	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	995.5	995.5
Tangible Stockholders' Equity	\$1,273.5	\$1,661.4	\$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	24,964.4	24,426.3	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	995.5	995.5
Average Tangible Assets	\$23,968.9	\$23,430.8	\$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	24,577.2	24,992.4	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	995.5	995.5
Tangible Assets	\$23,581.7	\$23,996.9	\$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	11.44%	9.81%	6.88%	10.90%	10.76%	7.24%	8.96%	7.81%	8.03%	8.04%	7.92%	7.56%
Return on Average Tangible Stockholders' Equity (non-GAAP)	20.03%	15.51%	10.91%	17.62%	18.08%	11.91%	14.64%	12.28%	12.72%	12.83%	12.65%	12.14%
Return on Average Total Assets	1.06%	1.09%	0.85%	1.40%	1.31%	0.92%	1.19%	1.14%	1.24%	1.29%	1.31%	1.31%
Return on Average Tangible Assets (non-GAAP)	1.11%	1.13%	0.89%	1.47%	1.37%	0.97%	1.26%	1.20%	1.31%	1.37%	1.40%	1.40%
Income Before Provision for Income Taxes	\$351.2	\$ 349.0	\$ 243.7	\$ 381.7	\$ 358.2	\$ 368.4	\$ 371.8	\$ 343.2	\$ 344.2	\$ 344.5	\$ 329.8	\$ 316.4
Provision For Credit Losses	1.4	(39.0)	121.7	13.8	22.2	18.5	8.6	9.9	11.1	12.2	34.9	42.1
Pre-Tax, Pre-Provision Earnings (Non-GAAP)	\$352.6	\$ 310.0	\$ 365.4	\$ 395.5	\$ 380.4	\$ 386.9	\$ 380.4	\$ 353.1	\$ 355.3	\$ 356.7	\$ 364.7	\$ 358.5

Note: Totals may not sum due to rounding.