



 First Hawaiian, Inc.

# Investor Presentation

September 2020

## **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 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 quarter ended March 31, 2020, which are available on our website ([www.fhb.com](http://www.fhb.com)) and the SEC’s website ([www.sec.gov](http://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.*

# Q2 2020 HIGHLIGHTS

## ➤ **Strong capital and liquidity positions**

	Q2 2020
Net Income (\$mm)	\$20.0
Diluted Earnings Per Share	\$0.15
Net Interest Margin	2.58%
Efficiency Ratio	52.7%
ROA / ROATA <sup>1</sup>	0.36% / 0.38%
ROE / ROATCE <sup>1</sup>	2.99% / 4.74%
Tier 1 Leverage Ratio	7.75%
CET 1 Capital Ratio	11.86%
Total Capital ratio	13.11%
Dividend <sup>2</sup>	\$0.26 / share

- **21 bp increase in CET1 ratio**
- **50% reduction in cost of deposits**

- Well-capitalized with 11.86% CET1 ratio
- CET1 ratio increased 21 bp from Q1
- Strong liquidity position
- Modified US Liquidity Coverage Ratio: 167%
- Pre-Tax, Pre-Provision Income: \$82.0mm
- Declared \$0.26 / share dividend

(1) 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.

(2) Declared on July 22, 2020. Payable September 4, 2020 to shareholders of record at close of business on August 24, 2020.

# LOAN DEFERRALS

## MAJORITY OF LOANS ARE RETURNING TO PAYMENT

Total Deferred Loans <sup>1</sup>	Balance (\$ mm)	Count
Commercial and Industrial	931	1,433
Commercial Real Estate	1,179	434
Construction	66	40
Lease Financing	11	61
<b>Sub-Total Commercial</b>	<b>2,187</b>	<b>1,968</b>
Residential Mortgage	565	1,322
Consumer	276	17,898
<b>Sub-Total Consumer</b>	<b>840</b>	<b>19,220</b>
<b>Grand Total</b>	<b>3,027</b>	<b>21,188</b>

Note: Totals may not sum due to rounding

<sup>1</sup> All loans flagged as on COVID-19 deferral as of 6/30/20

Update as of 7/21/20	Balance (\$ mm)
<b>Original Deferral Balance</b>	<b>3,027</b>
Commercial: >95% returned to payment or plan on returning to payment	(2,078)
Consumer: 91% of loans that have ended deferrals and are back on payment	(139)
<b>Remaining Loans on Deferral or Seeking Additional Relief</b>	<b>810</b>
Residential Mortgage (6 month deferral)	(565)
<b>Remaining Loans on Deferral or Seeking Additional Relief (ex Res mtg)</b>	<b>245</b>

- Worked with all commercial customers who went on deferral
  - Over 95% of borrowers have returned to payment or indicated they intend to return to payment at end of deferral
  - Review resulted in 14% of commercial loans on deferral being downgraded to criticized levels

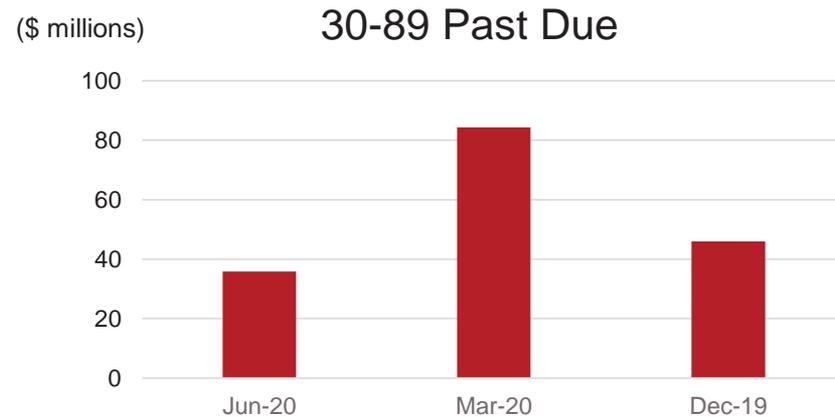
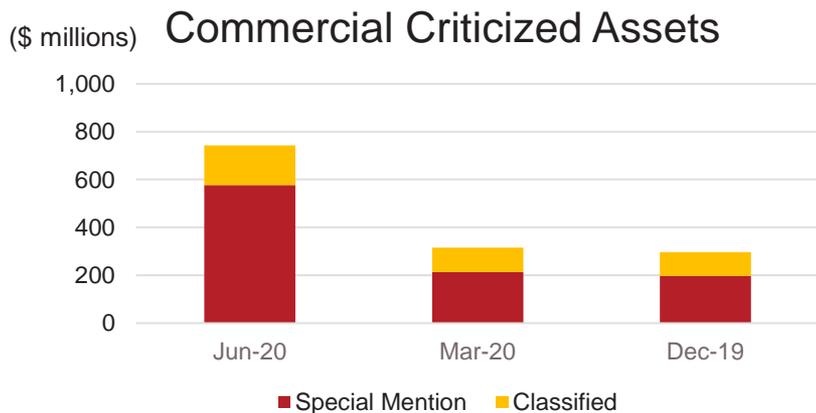
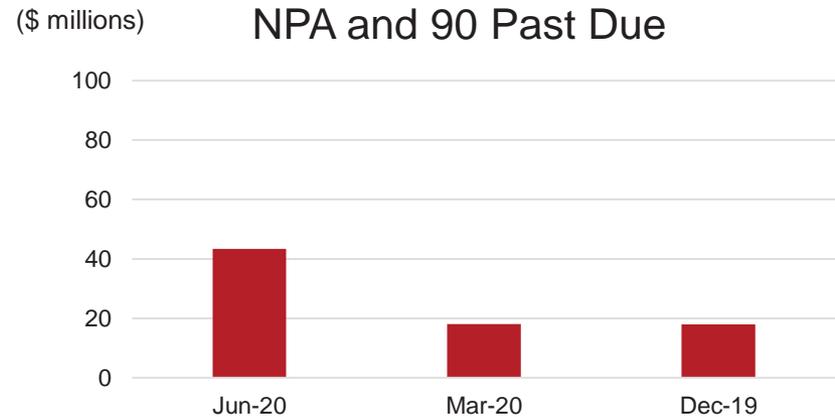
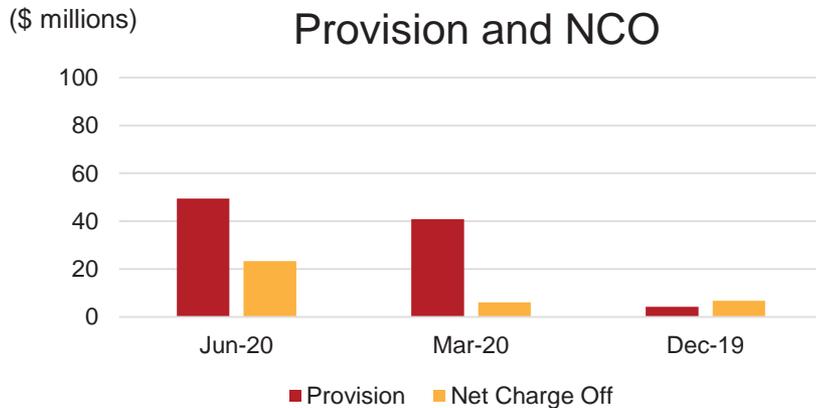
- 91% of consumer loan borrowers whose deferrals have ended have returned to payment
  - Deferrals have ended for ~\$153 mm

- Residential mortgage loans are on six-month deferrals

- *Of the original \$3 bn of loans that went on deferral, ~\$810 mm remain on deferral or are seeking additional relief (6.3% of loans ex PPP)*
  - *Excluding residential mortgage loans, ~\$245 mm remain on deferral or are seeking additional relief (1.9% of loans ex PPP)*

# ASSET QUALITY TRENDS

HIGHER DOWNGRADES AND CHARGE OFFS BASED ON PORTFOLIO REVIEW

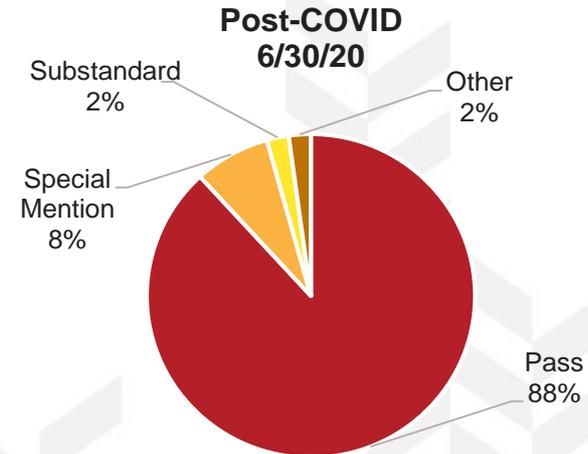
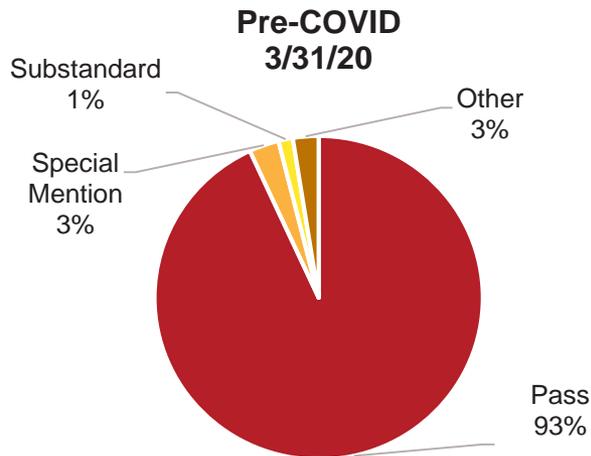


# COMMERCIAL RISK RATING

## EVOLUTION SINCE PANDEMIC

Risk Rating	C&I (\$ 000's)	%	CRE (\$ 000's)	%	Const. (\$ 000's)	%	Lease (\$ 000's)	%	Total (\$ 000's)	%
Pass	3,039,942	89%	3,011,228	88%	535,591	87%	207,303	87%	6,794,064	88%
Special Mention	188,332	6%	345,639	10%	17,980	3%	24,538	10%	576,489	8%
Substandard	89,453	3%	66,123	2%	3,909	1%	6,446	3%	165,931	2%
Other	105,981	3%	509	0%	60,455	10%	0	0%	166,945	2%
<b>Total</b>	<b>3,423,708</b>	<b>100%</b>	<b>3,423,499</b>	<b>100%</b>	<b>617,935</b>	<b>100%</b>	<b>238,287</b>	<b>100%</b>	<b>7,703,429</b>	<b>100%</b>

As of 6/30/20



# ALLOWANCE FOR CREDIT LOSS

## PROVISION INCORPORATES COVID-19 IMPACT

Q2 provisions reflect weaker economic outlook and downgrades in commercial portfolio

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

Cumulative increase in allowance and reserve for unfunded of \$84.2 million or 64% over year end 2019 allowance

Net of PPP loans, coverage is about 1.5% of loans

### Rollforward of the Allowance for Credit Losses

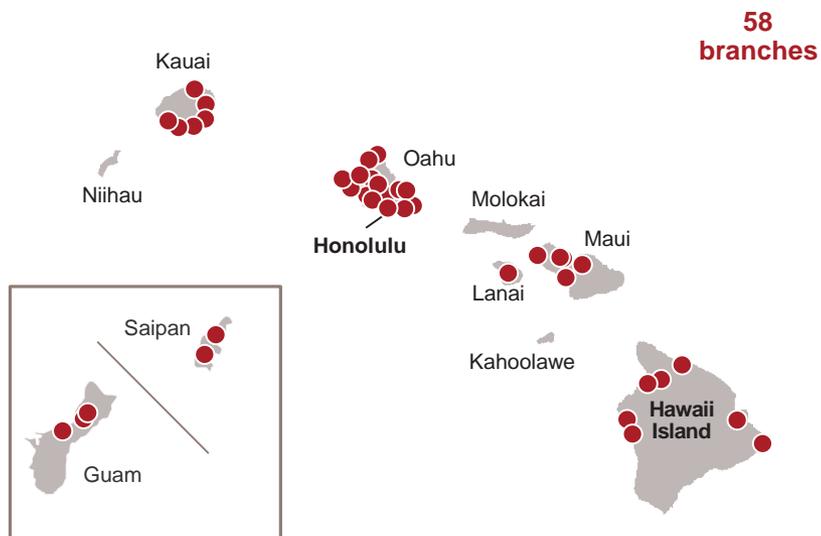
(\$ in 000's)	C&I	CRE	Const	Lease	Mortgage	Home Equity	Consumer	Total
3/31/20 ACL	20,884	42,838	8,824	851	30,021	6,556	56,039	166,013
Charge-offs	(13,974)	(2,723)	(379)	-	(14)	0	(8,907)	(25,997)
Recoveries	100	-	30	-	17	8	2,456	2,611
Provision	14,289	13,007	(3,199)	2,986	3,850	1,071	17,489	49,493
6/30/20 ACL	21,299	53,122	5,276	3,837	33,874	7,635	67,077	192,120
% of Total ACL	11.1%	27.7%	2.7%	2.0%	17.6%	4.0%	34.9%	100%
Total Loan Balance	3,423,708	3,423,499	617,935	238,287	3,691,950	876,491	1,492,160	13,764,030
Asset Ratio (w/ PPP)	0.62%	1.55%	0.85%	1.61%	0.92%	0.87%	4.50%	1.40%

# INVESTMENT HIGHLIGHTS

- 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

## Branch Presence



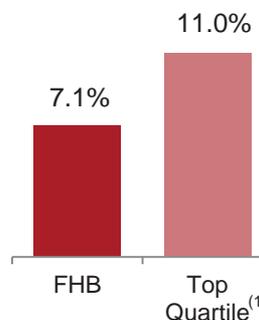
## Company Highlights

- ✓ 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
- ✓ \$15.6 bn assets under administration as of 2Q20
- ✓ Proven through the cycle and outstanding operating performance

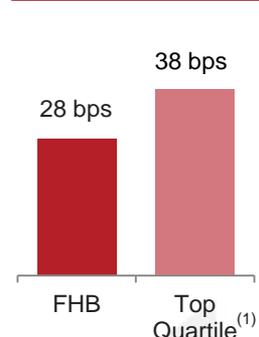
## Financial Overview – 2Q 2020 YTD (\$ billions)

<b>Market Cap</b>	<b>\$2.1</b>	<b>Loans</b>	<b>\$ 13.8</b>
<b>Assets</b>	<b>\$ 23.0</b>	<b>Deposits</b>	<b>\$ 19.4</b>

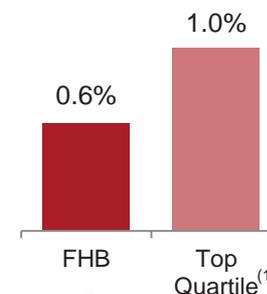
### ROATCE<sup>(2), (4)</sup>



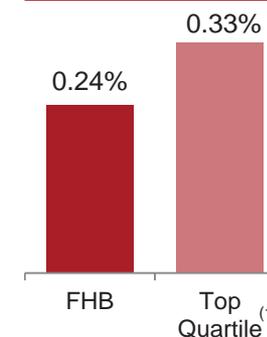
### Cost of Deposits



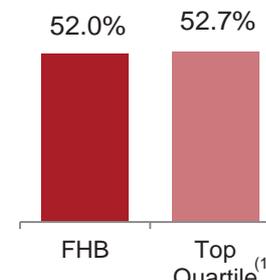
### ROATA<sup>(2), (4)</sup>



### NALs / Loans



### Efficiency Ratio<sup>(2), (3)</sup>



### Dividend Yield<sup>(5)</sup>



Source: Public filings and S&P Global Market Intelligence as of 25-Aug-2020

Note: Financial data as of 30-Jun-2020. Market data as of 31-Aug-2020. NIM change based on change from 4Q15 – 2Q20.

(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.

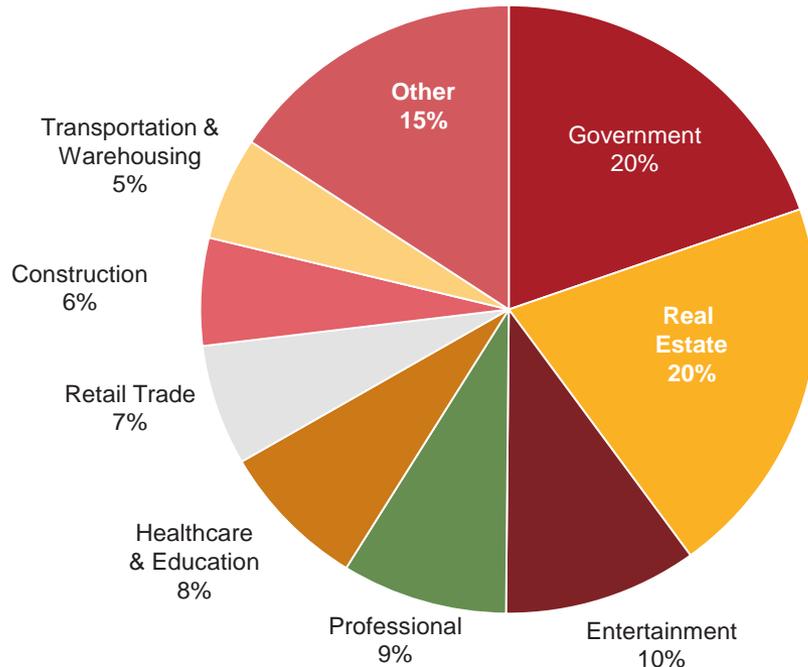
(4) ROATA (return on average tangible assets) and ROATCE (return on average tangible common equity) are non-GAAP financial measures. A reconciliation to the comparable FHB GAAP measures is provided in the appendix.

(5) Dividend yield based on dividend paid in 2Q 2020 and closing market price as of 31-Aug-2020.

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

## Hawaii GDP by Industry (2019)<sup>(1)</sup>

Visitor spending is ~19% of Hawaii GDP<sup>(2)</sup>



## 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<sup>(3)</sup>
  - Almost 20k civilian employees<sup>(3)</sup>
  - Estimated total defense spending in Hawaii in 2018: \$7.2 bn<sup>(3)</sup>

<sup>(1)</sup> US Bureau of Economic Analysis

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

<sup>(3)</sup> Hawaiidefenseeconomy.org

## LEADERSHIP TEAM



### ROBERT HARRISON

Chairman, President & Chief Executive Officer

- Joined First Hawaiian Bank in 1996. Named Chief Executive Officer in January 2012 and Chairman of First Hawaiian Bank in May 2014. Served as Chief Operating Officer of First Hawaiian Bank from December 2009 to January 2012 and as its President from December 2009 to May 2015. He was named Vice Chairman in 2007 and served as the bank's Chief Risk Officer from 2006 to 2009.
- 31 years of industry experience.



### ALAN ARIZUMI

Vice Chairman, Wealth Management Group

- Joined First Hawaiian Bank in 1983. Has served in current capacity since 2014. Over 35 years of industry experience. Past positions include Chief Risk Officer.



### RALPH MESICK

Vice Chairman & Chief Risk Officer, Risk Management Group

- Joined First Hawaiian Bank in 2012. Over 30 years of industry experience. Has served in current capacity since 2016.



### LANCE MIZUMOTO

Vice Chairman and Chief Lending Officer, Wholesale Banking Group

- Re-joined First Hawaiian Bank in 2017. Previously with the bank from 1996-2005. Over 35 years of industry experience.



### MITCHELL NISHIMOTO

Vice Chairman and Head of Retail Banking Group

- Joined First Hawaiian Bank in 1986. Past positions included Chief Risk Officer and Region Manager for Kapiolani and Maui regions.



### GINA ANONUEVO

EVP & Chief Compliance Officer, Corporate Compliance Division

- Joined First Hawaiian Bank in 2006. Former FDIC Examiner with over 20 years industry experience. Has served in current capacity since 2011.



### NEILL CHAR

EVP, Commercial Banking Group

- Joined First Hawaiian Bank in 2001. Over 26 years of industry experience.



### CHRIS DODS

EVP, Digital Banking & Marketing Group

- Joined First Hawaiian Bank in 2007. Over 13 years of industry experience.



### RAVI MALLELA

EVP, Chief Financial Officer, Finance Group

- Joined First Hawaiian Bank in 2018. Over 16 years of industry experience.



### IRIS MATSUMOTO

EVP, Human Resources Division

- Joined First Hawaiian Bank in 1998. Over 30 years of experience in human resources. Has served in current capacity since 2008.



### JOEL RAPPOPORT

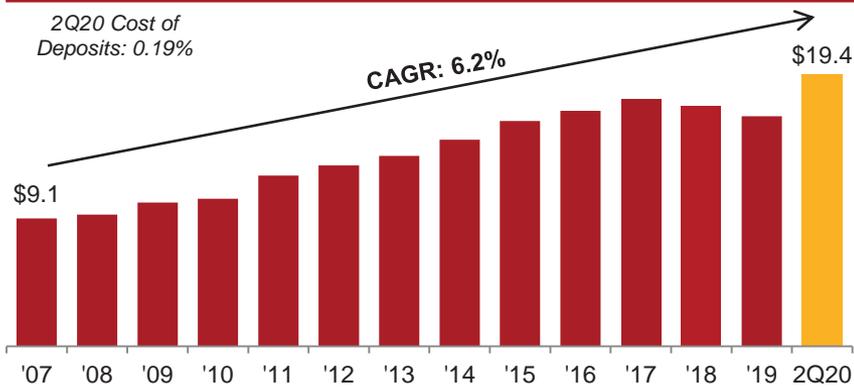
EVP, General Counsel & Corporate Secretary, Legal & Corporate Services Division

- Joined First Hawaiian Bank in 2017. Over 31 years industry experience.

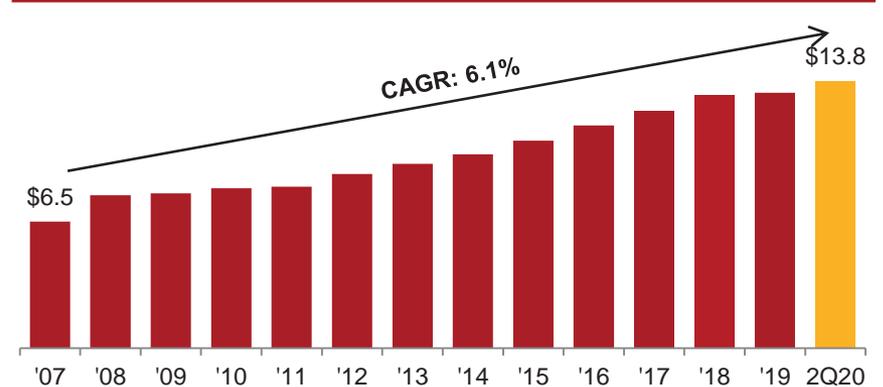
# STRONG PERFORMANCE THROUGH THE CYCLE



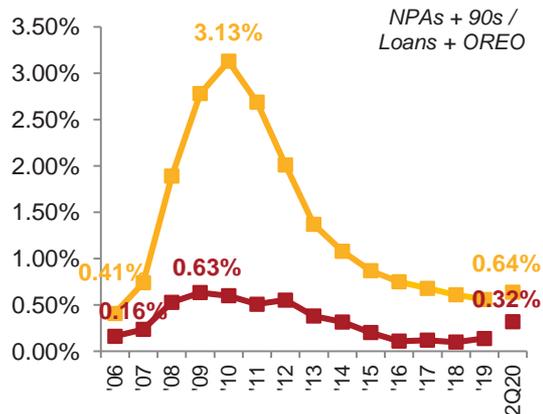
## Consistent Deposit Growth (\$bn)



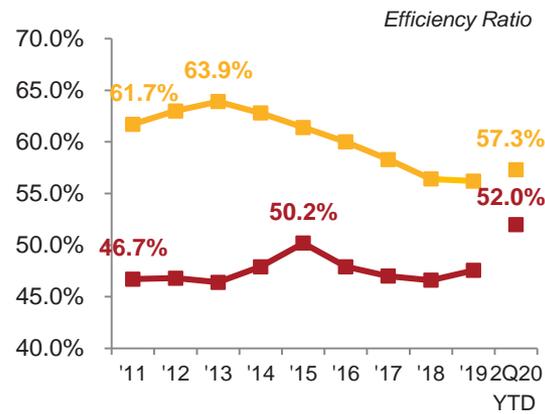
## Steady, Balanced Loan Growth (\$bn)



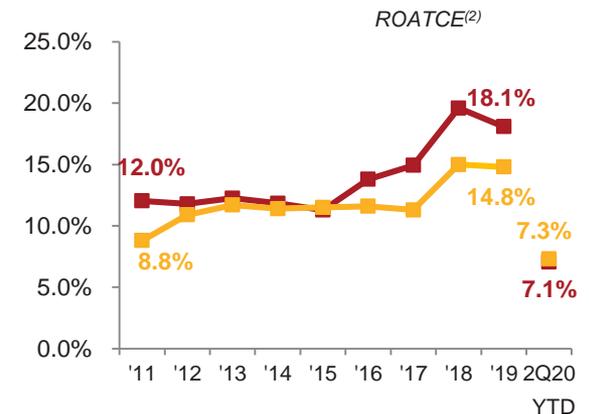
## Through the Cycle Credit Performer



## Strong Expense Mgmt. Culture<sup>(1)</sup>



## Consistent Record of Profitability<sup>(1)</sup>



■ First Hawaiian, Inc.

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

Source: Public filings and S&P Global Market Intelligence as of 25-Aug-2020

Note: Financial data as of 30-Jun-2020. \$10-\$50bn banks constituted as of 31-Dec-2019; excludes merger targets.

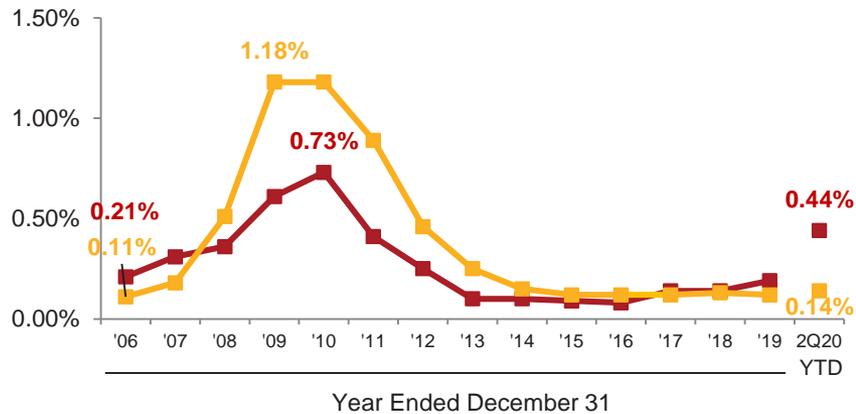
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(2) ROATCE (return on average tangible common equity) is a non-GAAP financial measure. A reconciliation to the comparable FHB GAAP measure is provided in the appendix.

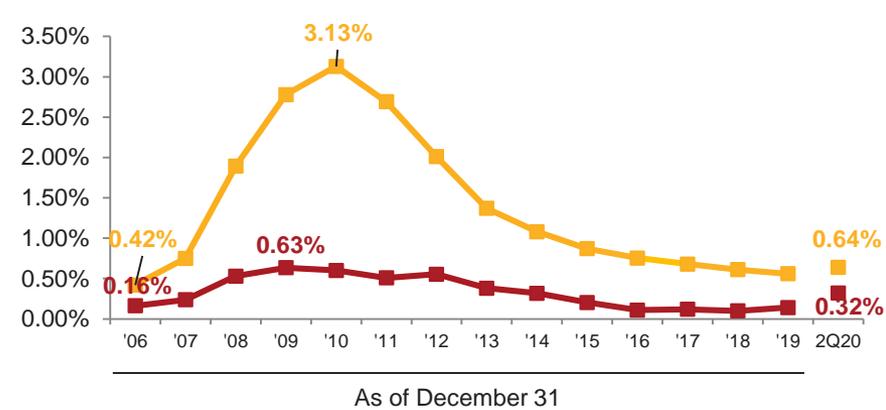
# PROVEN, CONSISTENT, AND CONSERVATIVE CREDIT RISK MANAGEMENT

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

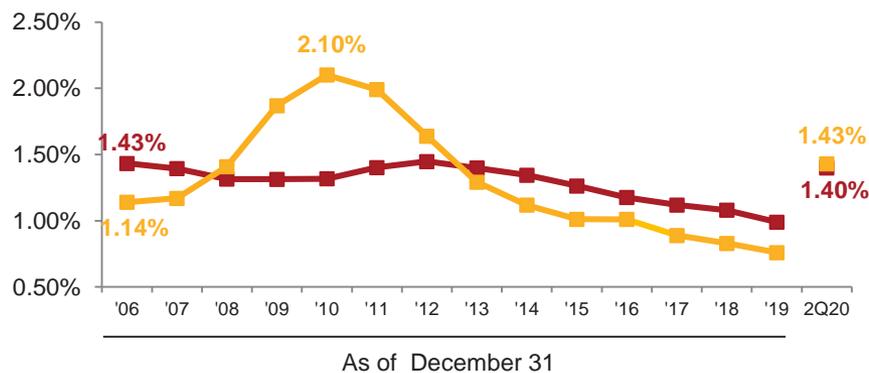
### NCOs / Average Loans



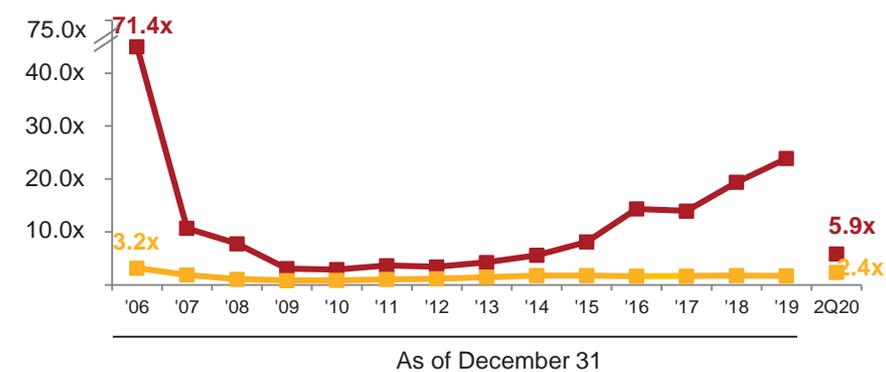
### NPAs + 90s / Loans + OREO



### Reserves / Loans



### Reserves / Non-Accrual Loans



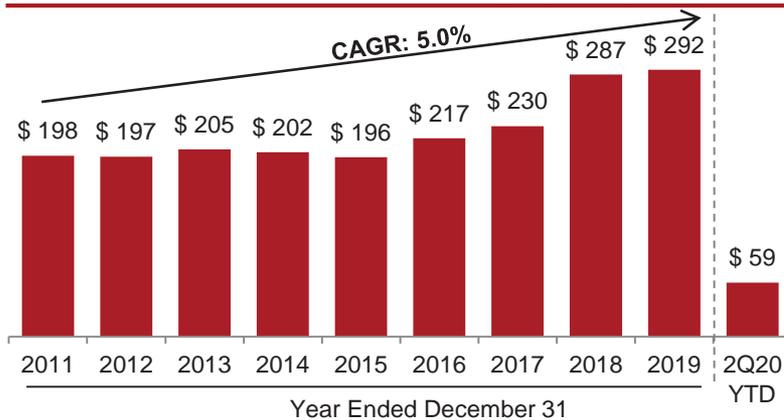
■ First Hawaiian, Inc.

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

Source: Public filings and SNL Financial, available as of 25-Aug-2020  
 Note: Financial data as of 30-Jun-2020. \$10-\$50bn banks constituted as of 31-Dec-2019; excludes merger targets.

# CONSISTENT TRACK RECORD OF STRONG PROFITABILITY

## Consistent Core Earnings (\$mm)<sup>(1)</sup>

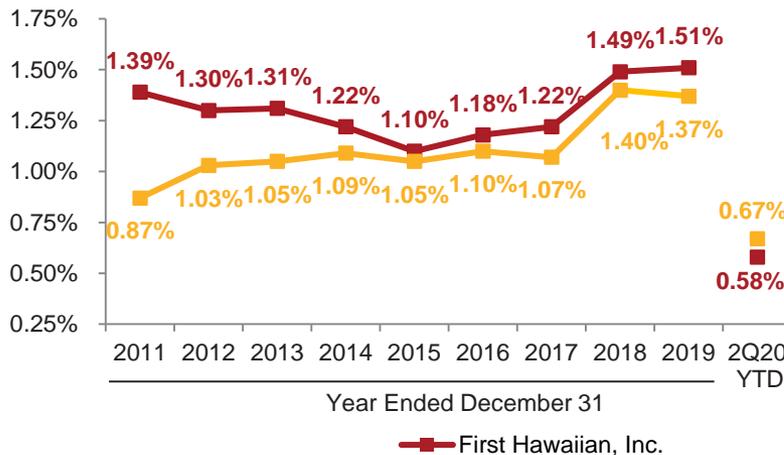


Consistent Earnings

## Stable Earnings Drivers

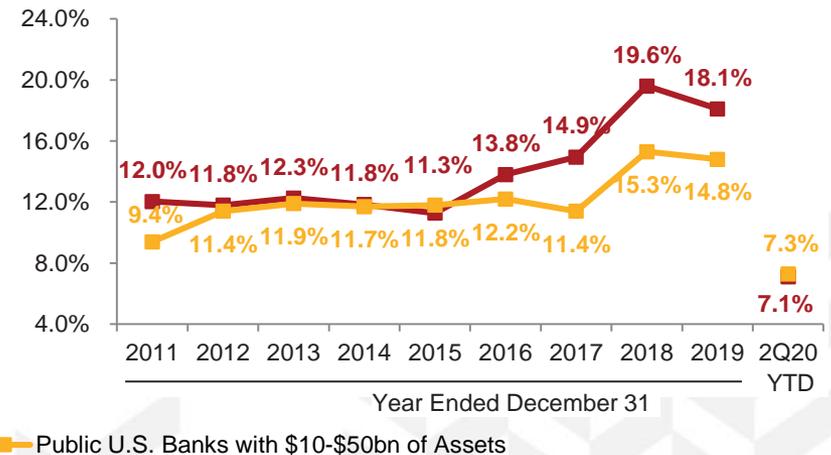
- Leading loan and deposit position in attractive market
- Demonstrated history of disciplined expense management
- Consistent underwriting standards with proven performance through the credit cycle

## ROATA<sup>(1),(2)</sup>



Peer Leading Profitability

## ROATCE<sup>(1),(2)</sup>



Source: Public filings and S&P Global Market Intelligence, as of 25-Aug-2020

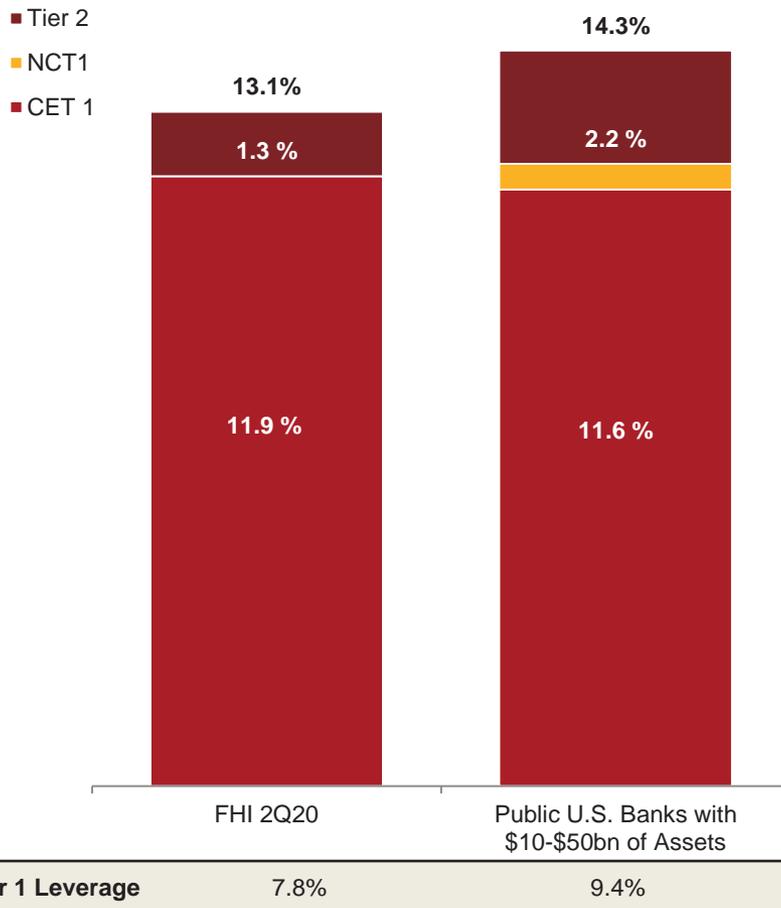
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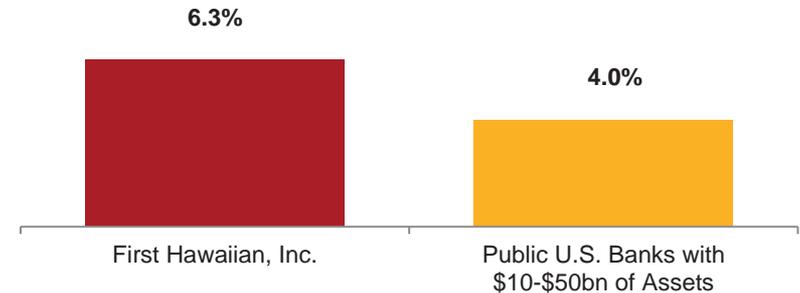
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# WELL CAPITALIZED WITH AN ATTRACTIVE DIVIDEND

## Robust Capital Position



## Attractive Dividend Yield<sup>(1)(2)</sup>



## Capital Management Approach

- Retain sufficient earnings to support growth and maintain strong capital levels
- Held dividend at \$0.26/share in Q2
- Suspended share repurchase program in Q1 2020
- At June 30, 2020, First Hawaiian Inc. had \$365 million of capital over and above the amount required to remain “well capitalized,” including the capital conservation buffer.

Source: Public filings and S&P Global Market Intelligence as of 25-Aug-2020

Note: Financial data as of 30-Jun-2020. \$10-\$50bn banks constituted as of 31-Dec-2019, excludes merger targets. Percentages may not total due to rounding.

<sup>(1)</sup> Dividends and share repurchases are subject to approval of FHI's board of directors, future capital needs and regulatory approvals.

<sup>(2)</sup> Dividend yield (MRQ) based on 2Q 2020 paid dividend and market data as of 31-Aug-2020.

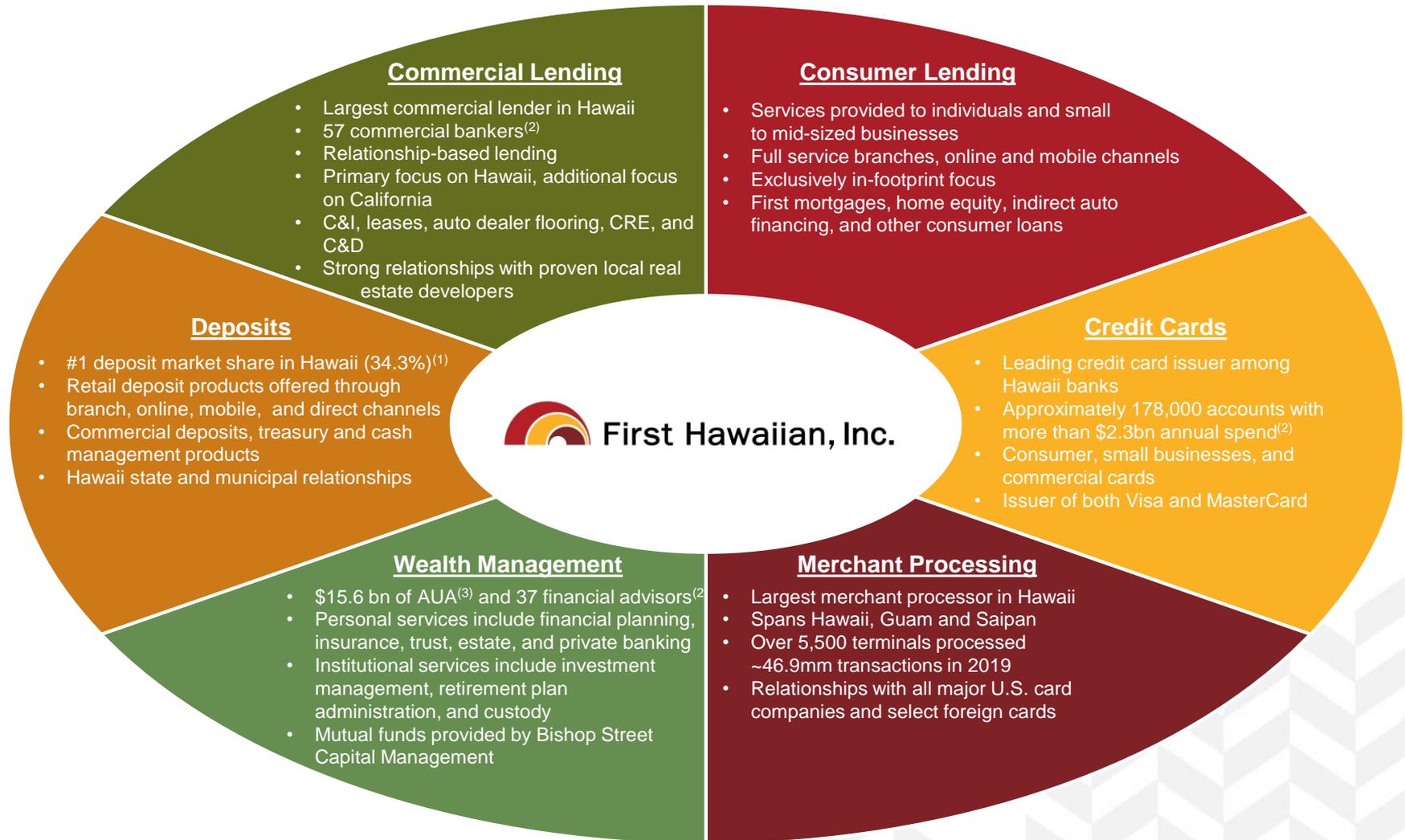


 First Hawaiian, Inc.

# Appendix

# FULL SUITE OF PRODUCTS AND SERVICES

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



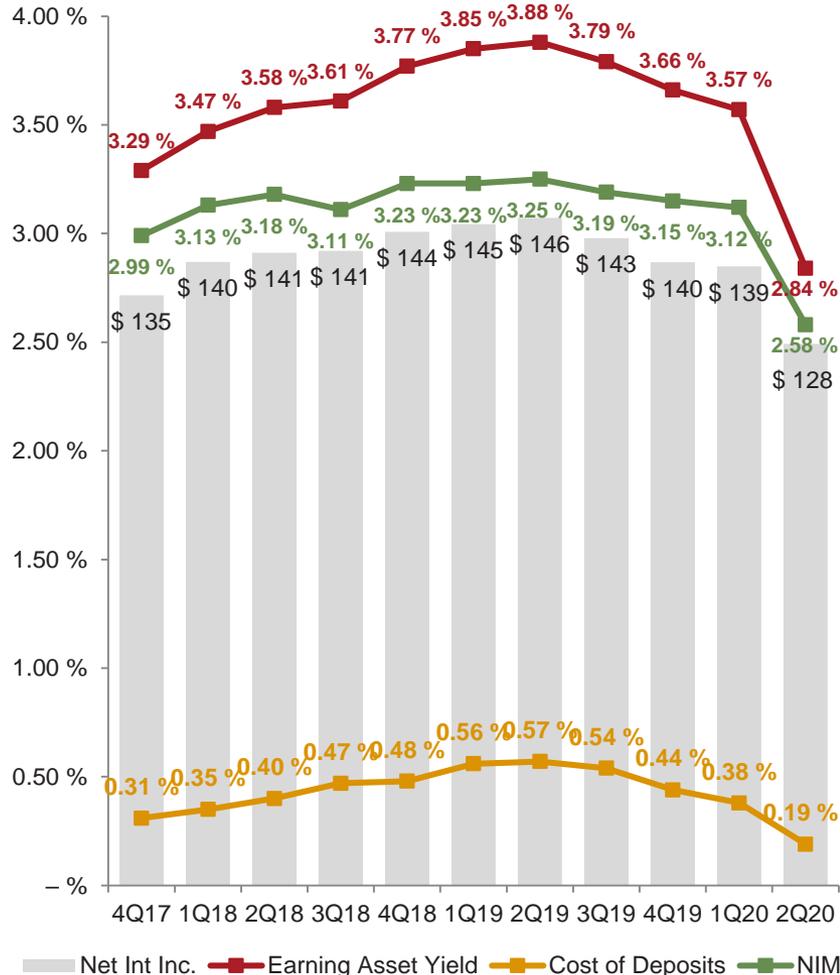
(1) Source: FDIC as of 30-Jun-2019

(2) As of 31-Dec-2019

(3) As of 30-Jun-2020

# MANAGING NIM THROUGH A CHALLENGING INTEREST RATE ENVIRONMENT

## 150 bps of Fed Rate Cuts in Q1 and Significant Excess Liquidity Negatively Impacted Q2 NIM



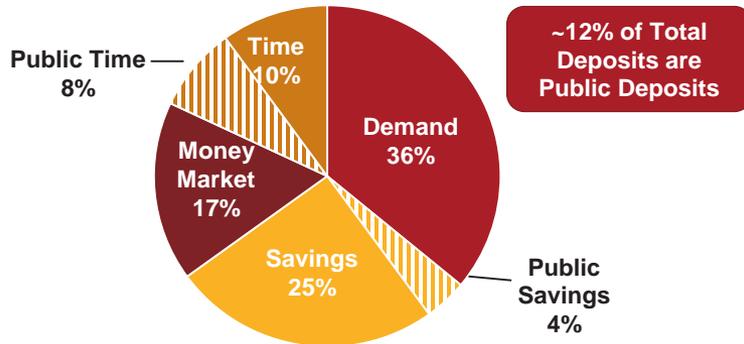
## Opportunities to Manage Funding Costs

- Active repricing of high-cost commercial and consumer deposit accounts following recent rate cuts helped partially offset rate cut impact on asset yields
  - Cost of deposits declined 19 basis points to 19 basis points in 2Q 2020
- Public time deposit rates expected to track decline in market rates
- Hawaii banks experience more favorable deposit behavior than national banks across all rate cycles (see slide 24)
- \$400mm of FHLB fixed-rate advances with a weighted average rate of 2.84% matured at the end of 2Q and beginning of 3Q 2020, providing additional opportunity to reduce funding costs

# 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

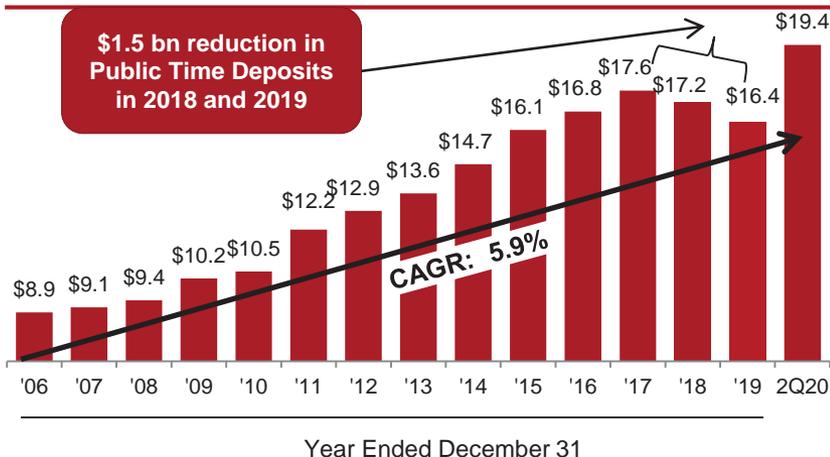


Deposits: \$19.4bn  
2Q20 Deposit Cost: 0.19%

## Management of Public Time Deposits

- In 2018 and 2019 we reduced the balance of public time deposits as part of our balance sheet optimization strategy
- Increase in balance of public time deposits in Q2 2020 was to fund line draws and pre-fund PPP loans
  - Public time deposits represented cost efficient matched-funding

## Consistent Deposit Growth (\$bn)



## Best-in-Class Cost of Deposits

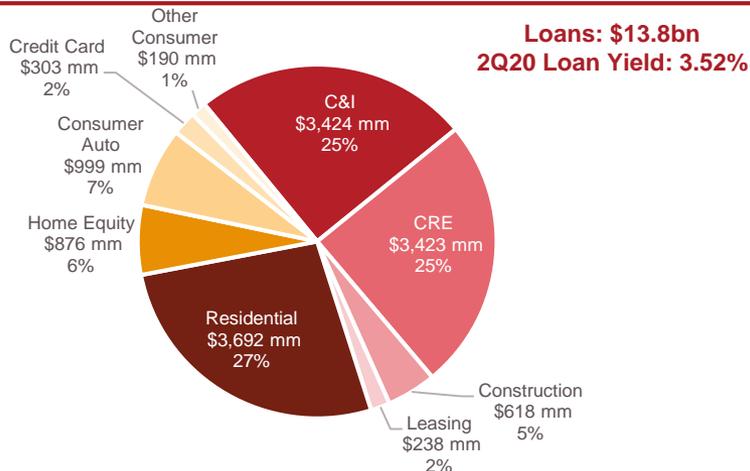


Source: Public filings and S&P Global Market Intelligence, as of 25-Aug-2020  
Note: Financial data as of 30-Jun-2020. \$10-\$50bn banks constituted as of 31-Dec-2019; excludes merger targets.

# STEADY ORGANIC GROWTH AND BALANCED LOAN PORTFOLIO

*Steady through the cycle organic loan growth and balanced loan portfolio*

## Balanced Loan Portfolio (as of 6/30/20)



## Steady Loan Growth (\$bn)



## Loan Portfolio Highlights (as of 6/30/20)

- 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
  - 68% Hawaii/Guam/Saipan, 32% Mainland
  - \$1.1 bn Shared National Credit portfolio
    - Participating in SNC lending for over 20 years
    - 30% Hawaii-based, 70% Mainland
  - Leading SBA lender Hawaii
    - SBA Lender of the Year (Category 1) 2017, 2018, 2019
    - Leveraged SBA experience to quickly launch PPP program and process over 6,000 loans for approximately \$942 mm in principal balances
- Consumer
  - Primarily a Prime and Super Prime lender
  - 90% of portfolio collateralized
  - Financing consumer auto loans for over 40 years

Loans / Deposits	'06	'07	'08	'09	'10	'11	'12	'13	'14	'15	'16	'17	'18	'19	2Q20
	71%	72%	84%	78%	79%	69%	70%	70%	68%	67%	69%	70%	76%	80%	71%

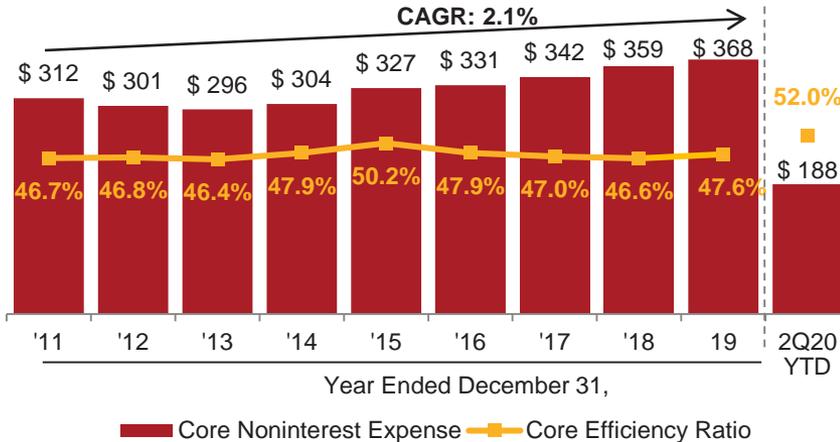
# TOTAL EXPOSURE TO SELECT INDUSTRIES AND LEVERAGED LENDING

As of 6/30/20	Total (mm)	C&I (mm)	CRE/Const (mm)	% of Total Loans and Leases	Comments
Hospitality and Hotels	\$537	\$162	\$375	3.9%	• 21% Rcvd Pay Deferral, Includes \$57 mm PPP loans
Retail (ex auto)	\$701	\$227	\$474	5.1%	• 33% Rcvd Pay Deferral, Includes \$60 mm PPP loans
Auto Related	\$991	\$979	\$12	7.2%	• 85% Rcvd Pay Deferral, Includes \$64 mm PPP loans
Transportation	\$133	\$133	-	1.0%	• 13% Rcvd Pay Deferral, Includes \$36 mm PPP loans
Food Service	\$207	\$207	-	1.5%	• 14% Rcvd Pay Deferral, Includes \$111 mm PPP loans
Leveraged (High Risk C&I)	\$125	\$125		0.9%	• 11% Rcvd Pay Deferral, Includes \$9 mm PPP loans

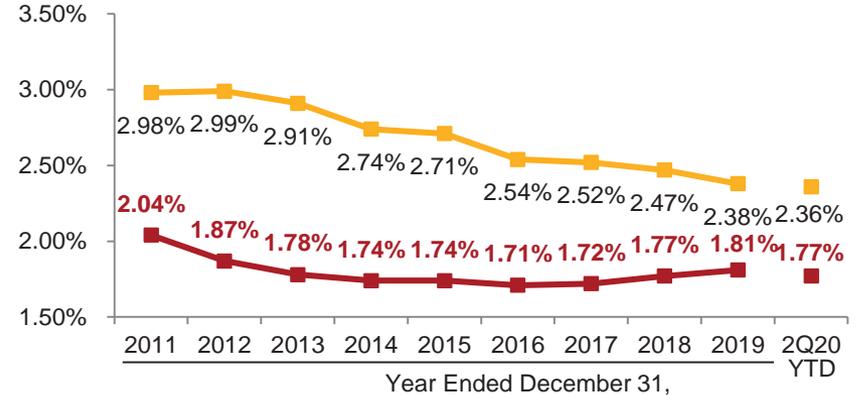
- Little or no direct exposure to entertainment, energy or nursing homes

# DEMONSTRATED HISTORY OF DISCIPLINED EXPENSE MANAGEMENT

## Well Managed Core Noninterest Expense (\$mm)<sup>(1),(2)</sup>



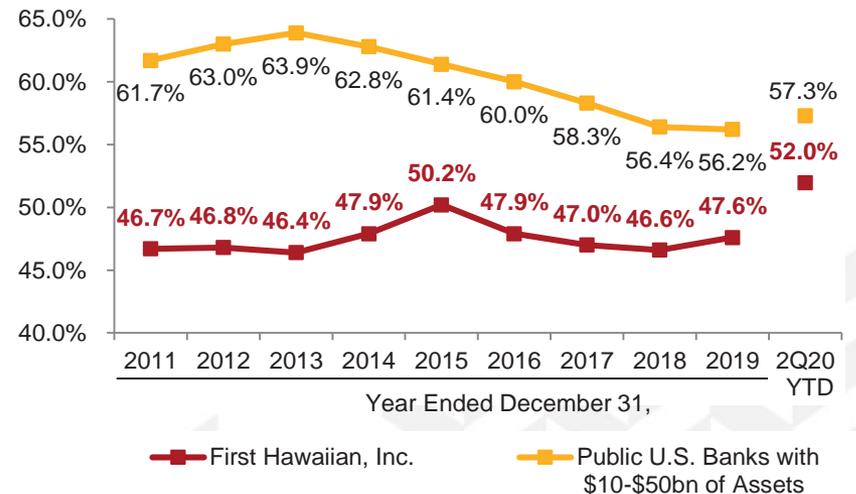
## Noninterest Expense / Average Assets<sup>(1)</sup>



## 2020 Expense Outlook

- 2019 core expenses plus ~6%
  - Loss of \$6.5mm reimbursement: 1.8%
  - Inflation: 2% - 3%
  - Technology investments: 1% - 2%
- Currently reviewing opportunities for expense reductions in light of anticipated changes in activity levels

## Efficiency Ratio<sup>(1),(2)</sup>



Source: Public filings and S&P Global Market Intelligence, as of 25-Aug-2020

Note: Financial data as of 30-Jun-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



The banking market in Hawaii is dominated by local banks, with the top 4 banks accounting for ~92% of deposits



	First Hawaiian, Inc.	Bank of Hawaii	AMERICAN Savings Bank	CENTRAL PACIFIC BANK
<b>Branches</b>	58	67	43	35
<b>FTEs</b>	2,100	2,112	1,099	833
<b>Assets (\$bn)</b>	23.0	19.8	8.0	6.6
<b>Loans (\$bn)</b>	13.8	11.8	5.4	5.0
<b>Deposits (\$bn)</b>	19.4	17.4	7.1	5.8
<b>YTD 2Q 2020 ROATCE</b>	7.1% <sup>(1),(2)</sup>	11.4%	9.7%	6.8%
<b>YTD 2Q 2020 ROATA</b>	0.58% <sup>(1),(2)</sup>	0.79%	0.80%	0.59%
<b>Loan Portfolio</b>				
	<ul style="list-style-type: none"> <li>Commercial</li> <li>Commercial RE</li> <li>Residential RE</li> <li>HELOC</li> <li>Consumer &amp; Other</li> </ul>			
<b>Deposit Portfolio</b>				
	<ul style="list-style-type: none"> <li>Transaction Accounts</li> <li>Savings / MMDA</li> <li>Time Deposits</li> </ul>			
<b>Hawaii Deposits<sup>3</sup></b>	<b>Rank</b>	#1	#2	#3
	<b>Share</b>	34.3%	32.2%	14.0%

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 30-Jun-2020.

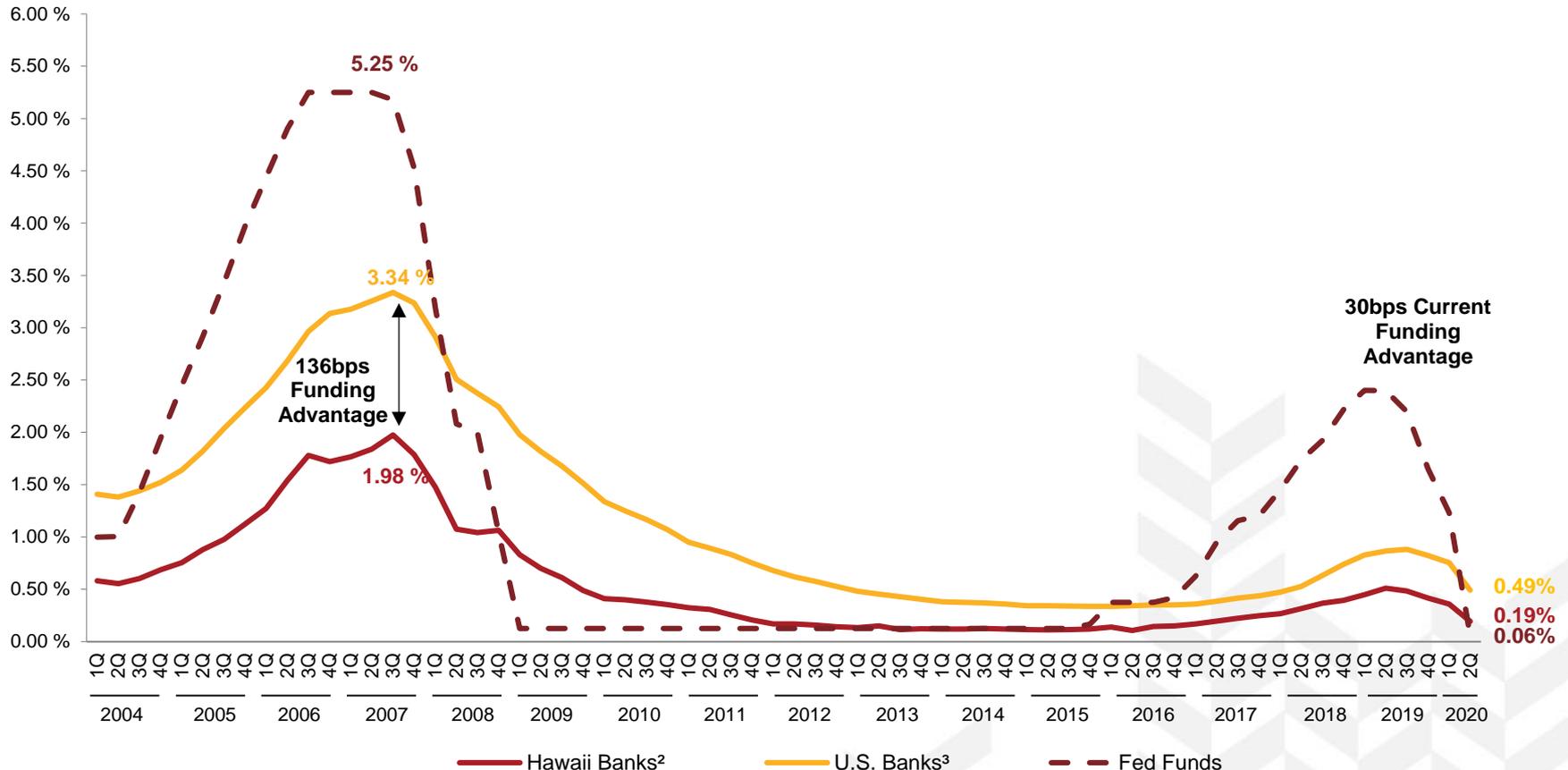
(1) ROATCE (return on average tangible common equity) and ROATA (return on average tangible assets) are non-GAAP financial measures. Reconciliations to the comparable FHB GAAP measures are provided in the appendix.

(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-2019.

# HAWAII BANKS HAVE A SIGNIFICANT DEPOSIT ADVANTAGE

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



Source: SNL Financial and the Federal Reserve website

<sup>(1)</sup> 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.

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

<sup>(3)</sup> Includes all U.S. bank holding companies excluding Hawaii-based banks.

# GAAP TO NON-GAAP RECONCILIATIONS



*We present net interest income, noninterest income, noninterest expense, efficiency ratio, net income, 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



	For the Three Months Ended			For the Six Months Ended	
	June 30, 2020	March 31, 2020	June 30, 2019	June 30, 2020	June 30, 2019
(dollars in thousands, except per share amounts)					
<b>Income Statement Data:</b>					
Net income	\$ 20,049	\$ 38,865	\$ 72,433	\$ 58,914	\$ 142,357
Core net income	\$ 20,204	\$ 38,803	\$ 72,612	\$ 59,007	\$ 144,664
Average total stockholders' equity	\$ 2,697,775	\$ 2,660,811	\$ 2,610,565	\$ 2,679,293	\$ 2,575,775
Less: average goodwill	995,492	995,492	995,492	995,492	995,492
Average tangible stockholders' equity	\$ 1,702,283	\$ 1,665,319	\$ 1,615,073	\$ 1,683,801	\$ 1,580,283
Average total assets	\$ 22,341,654	\$ 20,313,304	\$ 20,390,273	\$ 21,327,479	\$ 20,442,266
Less: average goodwill	995,492	995,492	995,492	995,492	995,492
Average tangible assets	\$ 21,346,162	\$ 19,317,812	\$ 19,394,781	\$ 20,331,987	\$ 19,446,774
Return on average total stockholders' equity <sup>(1)</sup>	2.99 %	5.87 %	11.13 %	4.42 %	11.15 %
Core return on average total stockholders' equity (non-GAAP) <sup>(1)</sup>	3.01 %	5.87 %	11.16 %	4.43 %	11.33 %
Return on average tangible stockholders' equity (non-GAAP) <sup>(1)</sup>	4.74 %	9.39 %	17.99 %	7.04 %	18.17 %
Core return on average tangible stockholders' equity (non-GAAP) <sup>(1)</sup>	4.77 %	9.37 %	18.03 %	7.05 %	18.46 %
Return on average total assets <sup>(1)</sup>	0.36 %	0.77 %	1.42 %	0.56 %	1.40 %
Core return on average total assets (non-GAAP) <sup>(1)</sup>	0.36 %	0.77 %	1.43 %	0.56 %	1.43 %
Return on average tangible assets (non-GAAP) <sup>(1)</sup>	0.38 %	0.81 %	1.50 %	0.58 %	1.48 %
Core return on average tangible assets (non-GAAP) <sup>(1)</sup>	0.38 %	0.81 %	1.50 %	0.58 %	1.50 %

<sup>(1)</sup> Annualized for the three months and six months ended June 30, 2020 and 2019 and three months ended March 31, 2020.

	As of June 30, 2020	As of March 31, 2020	As of December 31, 2019	As of June 30, 2019
<b>Balance Sheet Data:</b>				
Total stockholders' equity	\$ 2,701,897	\$ 2,664,685	\$ 2,640,258	\$ 2,659,441
Less: goodwill	995,492	995,492	995,492	995,492
Tangible stockholders' equity	\$ 1,706,405	\$ 1,669,193	\$ 1,644,766	\$ 1,663,949
Total assets	\$ 22,993,715	\$ 20,755,891	\$ 20,166,734	\$ 20,526,367
Less: goodwill	995,492	995,492	995,492	995,492
Tangible assets	\$ 21,998,223	\$ 19,760,399	\$ 19,171,242	\$ 19,530,875
Shares outstanding	129,866,898	129,827,968	129,928,479	133,508,212
Total stockholders' equity to total assets	11.75 %	12.84 %	13.09 %	12.96 %
Tangible stockholders' equity to tangible assets (non-GAAP)	7.76 %	8.45 %	8.58 %	8.52 %
Book value per share	\$ 20.81	\$ 20.52	\$ 20.32	\$ 19.92
Tangible book value per share (non-GAAP)	\$ 13.14	\$ 12.86	\$ 12.66	\$ 12.46

# GAAP TO NON-GAAP RECONCILIATION



(dollars in thousands, except per share amounts)	For the Three Months Ended			For the Six Months Ended	
	June 30, 2020	March 31, 2020	June 30, 2019	June 30, 2020	June 30, 2019
Net interest income	\$ 127,822	\$ 138,683	\$ 145,613	\$ 266,505	\$ 290,702
Core net interest income (non-GAAP)	\$ 127,822	\$ 138,683	\$ 145,613	\$ 266,505	\$ 290,702
Noninterest income	\$ 45,656	\$ 49,228	\$ 48,773	\$ 94,884	\$ 95,845
Losses (gains) on sale of securities	211	(85)	(21)	126	2,592
Core noninterest income (non-GAAP)	\$ 45,867	\$ 49,143	\$ 48,752	\$ 95,010	\$ 98,437
Noninterest expense	\$ 91,450	\$ 96,466	\$ 93,290	\$ 187,916	\$ 185,913
One-time items <sup>(1)</sup>	—	—	(261)	—	(522)
Core noninterest expense (non-GAAP)	\$ 91,450	\$ 96,466	\$ 93,029	\$ 187,916	\$ 185,391
Net income	\$ 20,049	\$ 38,865	\$ 72,433	\$ 58,914	\$ 142,357
Losses (gains) on sale of securities	211	(85)	(21)	126	2,592
One-time noninterest expense items <sup>(1)</sup>	—	—	261	—	522
Tax adjustments <sup>(2)</sup>	(56)	23	(61)	(33)	(807)
Total core adjustments	155	(62)	179	93	2,307
Core net income (non-GAAP)	\$ 20,204	\$ 38,803	\$ 72,612	\$ 59,007	\$ 144,664
Basic earnings per share	\$ 0.15	\$ 0.30	\$ 0.54	\$ 0.45	\$ 1.06
Diluted earnings per share	\$ 0.15	\$ 0.30	\$ 0.54	\$ 0.45	\$ 1.06
Efficiency ratio	52.70 %	51.33 %	47.99 %	51.99 %	48.09 %
Core basic earnings per share (non-GAAP)	\$ 0.16	\$ 0.30	\$ 0.54	\$ 0.45	\$ 1.07
Core diluted earnings per share (non-GAAP)	\$ 0.16	\$ 0.30	\$ 0.54	\$ 0.45	\$ 1.07
Core efficiency ratio (non-GAAP)	52.64 %	51.35 %	47.86 %	51.97 %	47.64 %

1) One-time items for all periods shown included nonrecurring offering costs

2) 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



As of and for the Twelve Months Ended December 31,

(Dollars in millions, except per share data)	2019	2018	2017	2016	2015	2014	2013	2012	2011
Net Income	\$ 284.4	\$ 264.4	\$ 183.7	\$ 230.2	\$ 213.8	\$ 216.7	\$ 214.5	\$ 211.1	\$ 199.7
Basic EPS	\$2.14	\$1.93	\$1.32	\$1.65	\$1.53	\$1.55	\$1.54	\$1.68	\$1.80
Diluted EPS	\$2.13	\$1.93	\$1.32	\$1.65	\$1.53	\$1.55	\$1.54	\$1.68	\$1.80
<b>Core Net Income</b>	<b>\$291.8</b>	<b>\$286.7</b>	<b>\$230.4</b>	<b>\$217.1</b>	<b>\$196.3</b>	<b>\$201.6</b>	<b>\$205.0</b>	<b>\$196.7</b>	<b>\$198.0</b>
Average Total Stockholders' Equity	\$ 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
<b>Average Tangible Stockholders' Equity</b>	<b>\$ 1,613.9</b>	<b>\$ 1,462.3</b>	<b>\$ 1,542.8</b>	<b>\$ 1,572.7</b>	<b>\$ 1,740.3</b>	<b>\$ 1,702.9</b>	<b>\$ 1,672.0</b>	<b>\$ 1,668.7</b>	<b>\$ 1,645.1</b>
Total Stockholders' Equity	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
<b>Tangible Stockholders' Equity</b>	<b>\$ 1,644.8</b>	<b>\$ 1,529.3</b>	<b>\$ 1,537.1</b>	<b>\$ 1,481.0</b>	<b>\$ 1,741.4</b>	<b>\$ 1,679.5</b>	<b>\$ 1,655.6</b>	<b>\$ 1,658.7</b>	<b>\$ 1,681.9</b>
Average Total Assets	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
<b>Average Tangible Assets</b>	<b>\$ 19,330.2</b>	<b>\$ 19,251.6</b>	<b>\$ 18,947.3</b>	<b>\$ 18,339.2</b>	<b>\$ 17,790.2</b>	<b>\$ 16,497.7</b>	<b>\$ 15,658.1</b>	<b>\$ 15,090.2</b>	<b>\$ 14,251.3</b>
Total Assets	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
<b>Tangible Assets</b>	<b>\$ 19,171.2</b>	<b>\$ 19,700.2</b>	<b>\$ 19,554.0</b>	<b>\$ 18,666.3</b>	<b>\$ 18,357.2</b>	<b>\$ 17,138.2</b>	<b>\$ 16,123.3</b>	<b>\$ 15,651.2</b>	<b>\$ 14,843.9</b>
Return on Average Total Stockholders' Equity	10.90%	10.76%	7.24%	8.96%	7.81%	8.03%	8.04%	7.92%	7.56%
<b>Core Return on Average Total Stockholder's Equity (non-GAAP)</b>	<b>11.18%</b>	<b>11.67%</b>	<b>9.08%</b>	<b>8.45%</b>	<b>7.18%</b>	<b>7.47%</b>	<b>7.68%</b>	<b>7.38%</b>	<b>7.50%</b>
<b>Return on Average Tangible Stockholders' Equity (non-GAAP)</b>	<b>17.62%</b>	<b>18.08%</b>	<b>11.91%</b>	<b>14.64%</b>	<b>12.28%</b>	<b>12.72%</b>	<b>12.83%</b>	<b>12.65%</b>	<b>12.14%</b>
<b>Core Return on Average Tangible Stockholder's Equity (non-GAAP)</b>	<b>18.08%</b>	<b>19.61%</b>	<b>14.93%</b>	<b>13.80%</b>	<b>11.28%</b>	<b>11.84%</b>	<b>12.26%</b>	<b>11.79%</b>	<b>12.04%</b>
Return on Average Total Assets	1.40%	1.31%	0.92%	1.19%	1.14%	1.24%	1.29%	1.31%	1.31%
<b>Core Return on Average Total Assets (non-GAAP)</b>	<b>1.44%</b>	<b>1.42%</b>	<b>1.16%</b>	<b>1.12%</b>	<b>1.05%</b>	<b>1.15%</b>	<b>1.23%</b>	<b>1.22%</b>	<b>1.30%</b>
<b>Return on Average Tangible Assets (non-GAAP)</b>	<b>1.47%</b>	<b>1.37%</b>	<b>0.97%</b>	<b>1.26%</b>	<b>1.20%</b>	<b>1.31%</b>	<b>1.37%</b>	<b>1.40%</b>	<b>1.40%</b>
<b>Core Return on Average Tangible Assets (non-GAAP)</b>	<b>1.51%</b>	<b>1.49%</b>	<b>1.22%</b>	<b>1.18%</b>	<b>1.10%</b>	<b>1.22%</b>	<b>1.31%</b>	<b>1.30%</b>	<b>1.39%</b>

Note: Totals may not sum due to rounding.

# GAAP TO NON-GAAP RECONCILIATION - ANNUAL



For the Fiscal Year Ended December 31,

(Dollars in millions, except per share data)	2019	2018	2017	2016	2015	2014	2013	2012	2011
Net Interest Income	\$ 573.4	\$ 566.3	\$ 528.8	\$ 491.7	\$ 461.3	\$ 443.8	\$ 439.0	\$ 447.5	\$ 470.0
Accounting Change (ASC 310 Adjustment)	-	-	-	-	-	-	(4.3)	-	-
Early Buyout on Lease	-	-	-	-	-	(3.1)	-	-	-
Early Loan Termination <sup>(2)</sup>	-	-	-	-	(4.8)	-	-	-	-
<b>Core Net Interest Income (Non-GAAP)</b>	<b>\$ 573.4</b>	<b>\$ 566.3</b>	<b>\$ 528.8</b>	<b>\$ 491.7</b>	<b>\$ 456.5</b>	<b>\$ 440.7</b>	<b>\$ 434.7</b>	<b>\$ 447.5</b>	<b>\$ 470.0</b>
Noninterest Income <sup>(1)</sup>	\$ 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	-	-	-	-	-	-	-
Gain on Sale of Securities	2.7	-	-	(4.6)	(7.7)	-	(0.2)	(16.7)	(1.7)
Gain on Sale of Stock (Visa/MasterCard)	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 <sup>(2),(3)</sup>	-	-	-	-	(7.5)	-	-	-	(0.9)
<b>Core Noninterest Income (Non-GAAP)</b>	<b>\$ 199.7</b>	<b>\$ 203.1</b>	<b>\$ 198.7</b>	<b>\$ 198.8</b>	<b>\$ 195.9</b>	<b>\$ 195.1</b>	<b>\$ 202.7</b>	<b>\$ 196.0</b>	<b>\$ 197.6</b>
Noninterest Expense <sup>(1)</sup>	\$ 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 <sup>(4)</sup>	(2.8)	(2.3)	(5.5)	(6.2)	-	-	(0.7)	(0.7)	-
<b>Core Noninterest Expense (Non-GAAP)</b>	<b>\$ 367.6</b>	<b>\$ 358.6</b>	<b>\$ 342.1</b>	<b>\$ 331.1</b>	<b>\$ 327.3</b>	<b>\$ 304.4</b>	<b>\$ 296.0</b>	<b>\$ 301.2</b>	<b>\$ 311.7</b>
Net Income	\$ 284.4	\$ 264.4	\$ 183.7	\$ 230.2	\$ 213.8	\$ 216.7	\$ 214.5	\$ 211.1	\$ 199.7
OTTI Losses on Available-For-Sale Debt Securities	-	24.1	-	-	-	-	-	-	-
Accounting Change (ASC 310 Adjustment)	-	-	-	-	-	-	(4.3)	-	-
Early Buyout on Lease	-	-	-	-	-	(3.1)	-	-	-
Early Loan Termination	-	-	-	-	(4.8)	-	-	-	-
Loss (Gain) on Sale of Securities	2.7	-	-	(4.6)	(7.7)	-	(0.2)	(16.7)	(1.7)
Loss (Gain) on Sale of Stock (Visa/MasterCard)	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 <sup>(2),(3)</sup>	-	-	-	-	(7.5)	-	-	-	(0.9)
Non-Recurring Items <sup>(4)</sup>	2.8	2.3	5.5	6.2	-	-	0.7	0.7	-
Tax reform Bill	-	-	47.6	-	-	-	-	-	-
Tax Adjustments <sup>(5)</sup>	(2.6)	(8.2)	0.6	8.0	10.6	8.9	5.8	8.1	1.0
Total Core Adjustments	7.4	22.3	46.7	(13.1)	(17.5)	(15.0)	(9.5)	(14.3)	(1.7)
<b>Core Net Income (Non-GAAP)</b>	<b>\$ 291.8</b>	<b>\$ 286.7</b>	<b>\$ 230.4</b>	<b>\$ 217.1</b>	<b>\$ 196.3</b>	<b>\$ 201.6</b>	<b>\$ 205.0</b>	<b>\$ 196.7</b>	<b>\$ 198.0</b>
<b>Core Basic EPS (Non-GAAP)</b>	<b>\$ 2.14</b>	<b>\$ 2.09</b>	<b>\$ 1.65</b>	<b>\$ 1.56</b>	<b>\$ 1.41</b>	<b>\$ 1.45</b>	<b>\$ 1.47</b>	<b>\$ 1.57</b>	<b>\$ 1.79</b>
<b>Core Diluted EPS (Non-GAAP)</b>	<b>\$ 2.13</b>	<b>\$ 2.09</b>	<b>\$ 1.65</b>	<b>\$ 1.56</b>	<b>\$ 1.41</b>	<b>\$ 1.45</b>	<b>\$ 1.47</b>	<b>\$ 1.57</b>	<b>\$ 1.79</b>

Note: Totals may not sum due to rounding.

(1) 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.

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

(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.