

BANK OF HAWAII CORP  
Form 10-Q  
April 23, 2008

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549



# FORM 10-Q

(Mark One)

**Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 for the quarterly period ended March 31, 2008**

or

**Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 for the transition period from to**

**Commission File Number: 1-6887**

## BANK OF HAWAII CORPORATION

(Exact name of registrant as specified in its charter)

**Delaware**  
(State of incorporation)

**99-0148992**  
(I.R.S. Employer Identification No.)

**130 Merchant Street, Honolulu, Hawaii**  
(Address of principal executive offices)

**96813**  
(Zip Code)

**1-888-643-3888**

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer  (Do not check if a smaller reporting company)

Smaller reporting company

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Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes  No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

As of April 18, 2008, there were 47,931,531 shares of common stock outstanding.

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**Bank of Hawaii Corporation**

**Form 10-Q**

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## Bank of Hawaii Corporation and Subsidiaries

## Consolidated Statements of Income (Unaudited)

| (dollars in thousands, except per share amounts)      | Three Months Ended |                  |
|---|--------------------|------------------|
|   | March 31,          |                  |
|   | 2008               | 2007             |
| Interest Income                                       |                    |                  |
| Interest and Fees on Loans and Leases                 | \$ 104,413         | \$ 110,298       |
| Income on Investment Securities                       |                    |                  |
| Trading   | 1,160              | 1,618            |
| Available-for-Sale                                    | 34,251             | 30,961           |
| Held-to-Maturity                                      | 3,239              | 4,052            |
| Deposits  | 195                | 58               |
| Funds Sold  | 992                | 1,058            |
| Other   | 426                | 333              |
| Total Interest Income                                 | 144,676            | 148,378          |
| Interest Expense                                      |                    |                  |
| Deposits  | 27,465             | 33,375           |
| Securities Sold Under Agreements to Repurchase        | 10,617             | 11,886           |
| Funds Purchased                                       | 633                | 923              |
| Short-Term Borrowings                                 | 34                 | 87               |
| Long-Term Debt  | 3,747              | 3,970            |
| Total Interest Expense                                | 42,496             | 50,241           |
| <b>Net Interest Income</b>                            | <b>102,180</b>     | <b>98,137</b>    |
| Provision for Credit Losses                           | 14,427             | 2,631            |
| Net Interest Income After Provision for Credit Losses | 87,753             | 95,506           |
| Noninterest Income                                    |                    |                  |
| Trust and Asset Management                            | 15,086             | 15,833           |
| Mortgage Banking                                      | 4,297              | 3,371            |
| Service Charges on Deposit Accounts                   | 12,083             | 10,967           |
| Fees, Exchange, and Other Service Charges             | 16,101             | 16,061           |
| Investment Securities Gains, Net                      | 130                | 16               |
| Insurance   | 7,130              | 6,215            |
| Other   | 31,298             | 8,497            |
| <b>Total Noninterest Income</b>                       | <b>86,125</b>      | <b>60,960</b>    |
| Noninterest Expense                                   |                    |                  |
| Salaries and Benefits                                 | 55,473             | 45,406           |
| Net Occupancy   | 10,443             | 9,811            |
| Net Equipment   | 4,321              | 4,787            |
| Professional Fees                                     | 2,613              | 2,543            |
| Other   | 20,582             | 19,576           |
| <b>Total Noninterest Expense</b>                      | <b>93,432</b>      | <b>82,123</b>    |
| Income Before Provision for Income Taxes              | 80,446             | 74,343           |
| Provision for Income Taxes                            | 23,231             | 27,008           |
| <b>Net Income</b>                                     | <b>\$ 57,215</b>   | <b>\$ 47,335</b> |
| Basic Earnings Per Share                              | \$ 1.19            | \$ 0.96          |
| Diluted Earnings Per Share                            | \$ 1.18            | \$ 0.94          |
| Dividends Declared Per Share                          | \$ 0.44            | \$ 0.41          |
| Basic Weighted Average Shares                         | 47,965,722         | 49,427,933       |
| Diluted Weighted Average Shares                       | 48,628,427         | 50,263,419       |

The accompanying notes are an integral part of the Consolidated Financial Statements (Unaudited).



## Bank of Hawaii Corporation and Subsidiaries

## Consolidated Statements of Condition (Unaudited)

| (dollars in thousands)   | March 31,<br>2008    | December 31,<br>2007 | March 31,<br>2007    |
|--|----------------------|----------------------|----------------------|
| <b>Assets</b>  |                      |                      |                      |
| Interest-Bearing Deposits  | \$ 55,916            | \$ 4,870             | \$ 5,594             |
| Funds Sold   | 240,000              | 15,000               | 97,000               |
| Investment Securities  |                      |                      |                      |
| Trading  | 99,966               | 67,286               | 158,469              |
| Available-for-Sale   | 2,672,286            | 2,563,190            | 2,438,532            |
| Held-to-Maturity (Fair Value of \$277,536; \$287,644; and \$340,636)   | 277,256              | 292,577              | 349,663              |
| Loans Held for Sale  | 13,096               | 12,341               | 19,238               |
| Loans and Leases   | 6,579,337            | 6,580,861            | 6,507,152            |
| Allowance for Loan and Lease Losses  | (99,998)             | (90,998)             | (90,998)             |
| Net Loans and Leases   | 6,479,339            | 6,489,863            | 6,416,154            |
| Total Earning Assets   | 9,837,859            | 9,445,127            | 9,484,650            |
| Cash and Noninterest-Bearing Deposits  | 314,863              | 368,402              | 365,517              |
| Premises and Equipment   | 116,683              | 117,177              | 123,309              |
| Customers' Acceptances   | 992                  | 1,112                | 839                  |
| Accrued Interest Receivable  | 46,316               | 45,261               | 49,477               |
| Foreclosed Real Estate   | 294                  | 184                  | 462                  |
| Mortgage Servicing Rights  | 27,149               | 27,588               | 27,005               |
| Goodwill   | 34,959               | 34,959               | 34,959               |
| Other Assets   | 443,686              | 433,132              | 405,739              |
| <b>Total Assets</b>  | <b>\$ 10,822,801</b> | <b>\$ 10,472,942</b> | <b>\$ 10,491,957</b> |
| <b>Liabilities</b>   |                      |                      |                      |
| Deposits   |                      |                      |                      |
| Noninterest-Bearing Demand   | \$ 2,000,226         | \$ 1,935,639         | \$ 1,973,631         |
| Interest-Bearing Demand  | 1,649,705            | 1,634,675            | 1,618,615            |
| Savings  | 2,728,873            | 2,630,471            | 2,648,495            |
| Time   | 1,724,051            | 1,741,587            | 1,712,196            |
| Total Deposits   | 8,102,855            | 7,942,372            | 7,952,937            |
| Funds Purchased  | 23,800               | 75,400               | 72,400               |
| Short-Term Borrowings  | 9,726                | 10,427               | 3,462                |
| Securities Sold Under Agreements to Repurchase   | 1,231,962            | 1,029,340            | 1,050,393            |
| Long-Term Debt (includes \$128,932 carried at fair value as of March 31, 2008)   | 239,389              | 235,371              | 260,308              |
| Bankers' Acceptances   | 992                  | 1,112                | 839                  |
| Retirement Benefits Payable  | 29,755               | 29,984               | 48,363               |
| Accrued Interest Payable   | 18,322               | 20,476               | 17,893               |
| Taxes Payable and Deferred Taxes   | 300,188              | 278,218              | 293,326              |
| Other Liabilities  | 99,065               | 99,987               | 81,005               |
| <b>Total Liabilities</b>   | <b>10,056,054</b>    | <b>9,722,687</b>     | <b>9,780,926</b>     |
| <b>Shareholders' Equity</b>  |                      |                      |                      |
| Common Stock (\$.01 par value; authorized 500,000,000 shares; issued / outstanding: March 2008 - 56,995,352 / 47,990,432; December 2007 - 56,995,447 / 48,589,645; and March 2007 - 56,930,753 / 49,638,731) | 568                  | 567                  | 566                  |
| Capital Surplus  | 487,139              | 484,790              | 478,123              |
| Accumulated Other Comprehensive Income (Loss)  | 5,553                | (5,091)              | (27,356)             |
| Retained Earnings  | 720,540              | 688,638              | 620,034              |
| Treasury Stock, at Cost (Shares: March 2008 - 9,004,920; December 2007 - 8,405,802; and March 2007 - 7,292,022)  | (447,053)            | (418,649)            | (360,336)            |
| <b>Total Shareholders' Equity</b>  | <b>766,747</b>       | <b>750,255</b>       | <b>711,031</b>       |
| <b>Total Liabilities and Shareholders' Equity</b>  | <b>\$ 10,822,801</b> | <b>\$ 10,472,942</b> | <b>\$ 10,491,957</b> |

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The accompanying notes are an integral part of the Consolidated Financial Statements (Unaudited).

## Bank of Hawaii Corporation and Subsidiaries

## Consolidated Statements of Shareholders Equity (Unaudited)

| (dollars in thousands)   | Total      | Common<br>Stock | Capital<br>Surplus | Accum.<br>Other<br>Compre-<br>hensive<br>Income<br>(Loss) | Retained<br>Earnings | Treasury<br>Stock | Compre-<br>hensive<br>Income |
|--|------------|-----------------|--------------------|---|----------------------|-------------------|------------------------------|
| <b>Balance as of December 31, 2007</b>   | \$ 750,255 | \$ 567          | \$ 484,790         | \$ (5,091)  | \$ 688,638           | \$ (418,649)      |                              |
| Cumulative-Effect Adjustment of a Change in Accounting Principle, Net of Tax:  |            |                 |                    |   |                      |                   |                              |
| SFAS No. 159, <i>The Fair Value Option for Financial Assets and Financial Liabilities, including an amendment of FASB Statement No. 115</i>                      | (2,736)    |                 |                    |   | (2,736)              |                   |                              |
| Comprehensive Income:  |            |                 |                    |   |                      |                   |                              |
| Net Income   | 57,215     |                 |                    |   | 57,215               |                   | \$ 57,215                    |
| Other Comprehensive Income, Net of Tax:  |            |                 |                    |   |                      |                   |                              |
| Change in Unrealized Gains and Losses on Investment Securities Available-for-Sale  | 10,595     |                 |                    | 10,595  |                      |                   | 10,595                       |
| Amortization of Net Loss for Pension and Postretirement Plans  | 49         |                 |                    | 49  |                      |                   | 49                           |
| Total Comprehensive Income   |            |                 |                    |   |                      |                   | \$ 67,859                    |
| Share-Based Compensation   | 1,751      |                 | 1,751              |   |                      |                   |                              |
| Net Tax Benefits related to Share-Based Compensation   | 583        |                 | 583                |   |                      |                   |                              |
| Common Stock Issued under Purchase and Equity Compensation Plans (95,360 shares)   | 3,182      | 1               | 15                 |   | (1,378)              | 4,544             |                              |
| Common Stock Repurchased (686,313 shares)  | (32,948)   |                 |                    |   |                      | (32,948)          |                              |
| Cash Dividends Paid  | (21,199)   |                 |                    |   | (21,199)             |                   |                              |
| <b>Balance as of March 31, 2008</b>  | \$ 766,747 | \$ 568          | \$ 487,139         | \$ 5,553  | \$ 720,540           | \$ (447,053)      |                              |
| <b>Balance as of December 31, 2006</b>   | \$ 719,420 | \$ 566          | \$ 475,178         | \$ (39,084)   | \$ 630,660           | \$ (347,900)      |                              |
| Cumulative-Effect Adjustment of a Change in Accounting Principle, Net of Tax:  |            |                 |                    |   |                      |                   |                              |
| SFAS No. 156, <i>Accounting for Servicing of Financial Assets, an amendment of FASB Statement No. 140</i>  | 5,126      |                 |                    | 5,279   | (153)                |                   |                              |
| FSP No. 13-2, <i>Accounting for a Change or Projected Change in the Timing of Cash Flows Relating to Income Taxes Generated by a Leveraged Lease Transaction</i> | (27,106)   |                 |                    |   | (27,106)             |                   |                              |
| FIN 48, <i>Accounting for Uncertainty in Income Taxes, an interpretation of FASB Statement No. 109</i>   | (7,247)    |                 |                    |   | (7,247)              |                   |                              |
| Comprehensive Income:  |            |                 |                    |   |                      |                   |                              |
| Net Income   | 47,335     |                 |                    |   | 47,335               |                   | \$ 47,335                    |
| Other Comprehensive Income, Net of Tax:  |            |                 |                    |   |                      |                   |                              |
| Change in Unrealized Gains and Losses on Investment Securities Available-for-Sale  | 6,241      |                 |                    | 6,241   |                      |                   | 6,241                        |
| Amortization of Net Loss for Pension and Postretirement Plans  | 208        |                 |                    | 208   |                      |                   | 208                          |
| Total Comprehensive Income   |            |                 |                    |   |                      |                   | \$ 53,784                    |
| Share-Based Compensation   | 1,317      |                 | 1,317              |   |                      |                   |                              |
| Net Tax Benefits related to Share-Based Compensation   | 1,491      |                 | 1,491              |   |                      |                   |                              |
| Common Stock Issued under Purchase and Equity Compensation Plans (255,918 shares)  | 5,352      |                 | 137                |   | (3,044)              | 8,259             |                              |
| Common Stock Repurchased (394,247 shares)  | (20,695)   |                 |                    |   |                      | (20,695)          |                              |
| Cash Dividends Paid  | (20,411)   |                 |                    |   | (20,411)             |                   |                              |
| <b>Balance as of March 31, 2007</b>  | \$ 711,031 | \$ 566          | \$ 478,123         | \$ (27,356)   | \$ 620,034           | \$ (360,336)      |                              |

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The accompanying notes are an integral part of the Consolidated Financial Statements (Unaudited).

## Bank of Hawaii Corporation and Subsidiaries

## Consolidated Statements of Cash Flows (Unaudited)

| (dollars in thousands)  | Three Months Ended |                   |
|---|--------------------|-------------------|
|   | 2008               | March 31, 2007    |
| <b>Operating Activities</b>   |                    |                   |
| Net Income  | \$ 57,215          | \$ 47,335         |
| Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities: |                    |                   |
| Provision for Credit Losses   | 14,427             | 2,631             |
| Depreciation and Amortization   | 3,504              | 3,695             |
| Amortization of Deferred Loan and Lease Fees                                      | (448)              | (384)             |
| Amortization and Accretion of Premiums/Discounts on Investment Securities, Net    | 578                | 806               |
| Share-Based Compensation  | 1,751              | 1,317             |
| Benefit Plan Contributions  | (515)              | (346)             |
| Deferred Income Taxes   | (40,610)           | (34,226)          |
| Net Gain on Investment Securities   | (130)              | (16)              |
| Net Change in Trading Securities  | (32,680)           | 5,711             |
| Proceeds from Sales of Loans Held for Sale  | 144,837            | 72,793            |
| Originations of Loans Held for Sale   | (145,592)          | (80,089)          |
| Tax Benefits from Share-Based Compensation  | (669)              | (1,512)           |
| Net Change in Other Assets and Other Liabilities                                  | 44,304             | (9,513)           |
| <b>Net Cash Provided by Operating Activities</b>                                  | <b>45,972</b>      | <b>8,202</b>      |
| <b>Investing Activities</b>   |                    |                   |
| Investment Securities Available-for-Sale:   |                    |                   |
| Proceeds from Prepayments and Maturities  | 252,970            | 157,784           |
| Proceeds from Sales   | 125,000            |                   |
| Purchases   | (470,716)          | (145,196)         |
| Investment Securities Held-to-Maturity:   |                    |                   |
| Proceeds from Prepayments and Maturities  | 15,207             | 21,485            |
| Net Change in Loans and Leases  | (3,456)            | 71,049            |
| Premises and Equipment, Net   | (3,010)            | (1,079)           |
| <b>Net Cash (Used in) Provided by Investing Activities</b>                        | <b>(84,005)</b>    | <b>104,043</b>    |
| <b>Financing Activities</b>   |                    |                   |
| Net Change in Deposits  | 160,483            | (70,457)          |
| Net Change in Short-Term Borrowings   | 150,321            | 7,233             |
| Tax Benefits from Share-Based Compensation  | 669                | 1,512             |
| Proceeds from Issuance of Common Stock  | 3,214              | 5,352             |
| Repurchase of Common Stock  | (32,948)           | (20,695)          |
| Cash Dividends Paid   | (21,199)           | (20,411)          |
| <b>Net Cash Provided by (Used in) Financing Activities</b>                        | <b>260,540</b>     | <b>(97,466)</b>   |
| Net Change in Cash and Cash Equivalents   | 222,507            | 14,779            |
| Cash and Cash Equivalents at Beginning of Period                                  | 388,272            | 453,332           |
| <b>Cash and Cash Equivalents at End of Period</b>                                 | <b>\$ 610,779</b>  | <b>\$ 468,111</b> |
| <b>Supplemental Information</b>   |                    |                   |
| Cash Paid for:  |                    |                   |
| Interest  | \$ 44,650          | \$ 55,066         |
| Income Taxes  | 2,289              | 3,489             |
| Non-cash Investing and Financing Activities:                                      |                    |                   |
| Transfers from Investment Securities-Available-for-Sale to Trading                |                    | 164,180           |
| Transfers from Loans to Foreclosed Real Estate                                    | 110                | 462               |

The accompanying notes are an integral part of the Consolidated Financial Statements (Unaudited).





**Bank of Hawaii Corporation and Subsidiaries**

**Notes to Consolidated Financial Statements**

**(Unaudited)**

**Note 1. Summary of Significant Accounting Policies**

*Basis of Presentation*

Bank of Hawaii Corporation (the *Parent*) is a bank holding company headquartered in Honolulu, Hawaii. Bank of Hawaii Corporation and its Subsidiaries (the *Company*) provide a broad range of financial products and services to customers in Hawaii and the Pacific Islands (Guam, nearby islands, and American Samoa). The *Parent's* principal and only operating subsidiary is Bank of Hawaii (the *Bank*). All significant intercompany accounts and transactions have been eliminated in consolidation.

The accompanying unaudited consolidated financial statements of the *Company* have been prepared in accordance with U.S. generally accepted accounting principles ( *GAAP* ) for interim financial information and with the instructions to Form 10-Q and Rule 10-01 of Regulation S-X. Accordingly, they do not include all of the information and accompanying notes required by *GAAP* for complete financial statements. In the opinion of management, the consolidated financial statements reflect normal recurring adjustments necessary for a fair presentation of the results for the interim periods.

The preparation of financial statements in conformity with *GAAP* requires management to make estimates and assumptions that affect the reported amounts in the financial statements and accompanying notes. Actual results may differ from those estimates and such differences could be material to the financial statements.

Certain prior period amounts have been reclassified to conform to current period classifications.

These statements should be read in conjunction with the audited consolidated financial statements and related notes included in the *Company's* Annual Report on Form 10-K for the year ended December 31, 2007. Operating results for the three months ended March 31, 2008 are not necessarily indicative of the results that may be expected for the year ending December 31, 2008.

*Fair Value Measurements*

Statement of Financial Accounting Standards ( *SFAS* ) No. 157, *Fair Value Measurements*, which became effective for the *Company* on January 1, 2008, established a framework for measuring fair value, while expanding fair value measurement disclosures. *SFAS* No. 157 established a fair value hierarchy that distinguishes between independent observable inputs and unobservable inputs based on the best

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information available. SFAS No. 157 expands disclosures about the use of fair value to measure assets and liabilities, the effect of these measurements on earnings for the period, and the inputs used to measure fair value. In February 2008, the Financial Accounting Standards Board ( FASB ) issued Staff Position ( FSP ) FAS 157-1 to exclude SFAS No. 13, *Accounting for Leases*, and its related interpretive accounting pronouncements that address leasing transactions, from the scope of SFAS No. 157. In February 2008, the FASB also issued FSP FAS 157-2 to allow entities to electively defer the effective date of SFAS No. 157 for nonfinancial assets and liabilities, except for those items recognized or disclosed at fair value on an annual or more frequently recurring basis, until January 1, 2009. The Company will apply the fair value measurement provisions of SFAS No. 157 to its nonfinancial assets and liabilities effective January 1, 2009. The adoption of SFAS No. 157 had no impact on retained earnings and is not expected to have a material impact on the Company's statements of income and condition.

*Fair Value Option*

SFAS No. 159, *The Fair Value Option for Financial Assets and Financial Liabilities, including an amendment of FASB Statement No. 115*, which became effective for the Company on January 1, 2008, provides entities with an option to report selected financial assets and financial liabilities, on an instrument by instrument basis, at fair value. On January 1, 2008, the Company elected the fair value option for its subordinated notes, which are included in long-term debt on the Company's Consolidated Statements of Condition. In adopting the provisions of SFAS No. 159 on January 1, 2008, the Company adjusted the carrying value of the subordinated notes to fair value and recorded an after-tax cumulative-effect adjustment to reduce retained earnings by \$2.7 million. Prospectively, the accounting for the Company's subordinated notes at fair value is not expected to have a material impact on the Company's statements of income and condition.

*Loan Commitments*

U.S. Securities and Exchange Commission (the SEC) Staff Accounting Bulletin (SAB) No. 109, *Written Loan Commitments Recorded at Fair Value Through Earnings*, which became effective for the Company on January 1, 2008, requires entities to include the expected net future cash flows related to the servicing of the loan in the measurement of written loan commitments that are accounted for at fair value through earnings. The expected net future cash flows from servicing the loan that are to be included in measuring the fair value of the written loan commitment is to be determined in the same manner that the fair value of a recognized servicing asset is measured under SFAS No. 156, *Accounting for Servicing of Financial Assets, an amendment of FASB Statement No. 140*. However, a separate and distinct servicing asset is not recognized for accounting purposes until the servicing rights have been contractually separated from the underlying loan by sale or securitization of the loan with servicing rights retained. The impact of SAB No. 109 was to accelerate the recognition of the estimated fair value of the servicing rights related to the loan from the loan sale date to the loan commitment date. The implementation of SAB No. 109 did not have a material impact on the Company's statements of income and condition.

*Future Application of Accounting Pronouncements*

In March 2008, the FASB issued SFAS No. 161, *Disclosures About Derivative Instruments and Hedging Activities - an Amendment of FASB Statement No. 133*. SFAS No. 161 expands disclosure requirements regarding an entity's derivative instruments and hedging activities. Expanded qualitative disclosures that will be required under SFAS No. 161 include: (1) how and why an entity uses derivative instruments; (2) how derivative instruments and related hedged items are accounted for under SFAS No. 133, *Accounting for Derivative Instruments and Hedging Activities*, and related interpretations; and (3) how derivative instruments and related hedged items affect an entity's financial position, financial performance, and cash flows. SFAS No. 161 also requires several added quantitative disclosures in financial statements. SFAS No. 161 will be effective for the Company on January 1, 2009. Management is currently evaluating the effect that the provisions of SFAS No. 161 will have on the Company's financial statements.

**Note 2. Pension Plans and Postretirement Benefit Plan**

The components of net periodic benefit cost for the Company's pension plans and the postretirement benefit plan for the three months ended March 31, 2008 and 2007 are presented in the following table:

**Pension Plans and Postretirement Benefit Plan (Unaudited)**

| (dollars in thousands)                  | Pension Benefits             |         | Postretirement Benefits |        |
|---|------------------------------|---------|-------------------------|--------|
|   | Three Months Ended March 31, |         |                         |        |
|   | 2008                         | 2007    | 2008                    | 2007   |
| Service Cost                            | \$                           | \$      | \$ 89                   | \$ 155 |
| Interest Cost                           | 1,298                        | 1,223   | 420                     | 395    |
| Expected Return on Plan Assets          | (1,522)                      | (1,373) |                         |        |
| Amortization of Prior Service Credit    |                              |         | (53)                    | (50)   |
| Recognized Net Actuarial Losses (Gains) | 270                          | 450     | (140)                   | (75)   |
| <b>Net Periodic Benefit Cost</b>        | \$ 46                        | \$ 300  | \$ 316                  | \$ 425 |

The net periodic benefit cost for the Company's pension plans and postretirement benefit plan are recorded as a component of salaries and benefits in the statements of income. There were no significant changes from the previously reported \$0.7 million that the Company expects to contribute to the pension plans and the \$1.1 million that it expects to contribute to the postretirement benefit plan for the year ending December 31, 2008. For the three months ended March 31, 2008, the Company contributed \$0.1 million to its pension plans and \$0.4 million to its postretirement benefit plan.

**Note 3. Business Segments**

The Company's business segments are defined as Retail Banking, Commercial Banking, Investment Services, and Treasury. The Company's internal management accounting process measures the performance of the business segments based on the management structure of the Company. This process, which is not necessarily comparable with similar information for any other financial institution, uses various techniques to assign balance sheet and income statement amounts to the business segments, including allocations of income, expense, the provision for credit losses (the Provision), and capital. This process is dynamic and requires certain allocations based on judgment and other subjective factors. Unlike financial accounting, there is no comprehensive, authoritative guidance for management accounting that is equivalent to GAAP.

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Selected financial information for each business segment is presented below for the three months ended March 31, 2008 and 2007.

**Business Segment Selected Financial Information (Unaudited)**

| (dollars in thousands)                                       | <b>Retail<br/>Banking</b> | <b>Commercial<br/>Banking</b> | <b>Investment<br/>Services</b> | <b>Treasury</b>     | <b>Consolidated<br/>Total</b> |
|--|---------------------------|-------------------------------|--------------------------------|---------------------|-------------------------------|
| <b>Three Months Ended March 31, 2008</b>                     |                           |                               |                                |                     |                               |
| Net Interest Income (Loss)                                   | \$ 58,423                 | \$ 42,835                     | \$ 3,870                       | \$ (2,948)          | \$ 102,180                    |
| Provision for Credit Losses                                  | 2,922                     | 3,256                         |                                | 8,249               | 14,427                        |
| Net Interest Income (Loss) After Provision for Credit Losses | 55,501                    | 39,579                        | 3,870                          | (11,197)            | 87,753                        |
| Noninterest Income   | 28,546                    | 22,249                        | 18,261                         | 17,069              | 86,125                        |
| Noninterest Expense  | (43,769)                  | (24,721)                      | (16,863)                       | (8,079)             | (93,432)                      |
| Income Before Provision for Income Taxes                     | 40,278                    | 37,107                        | 5,268                          | (2,207)             | 80,446                        |
| Provision for Income Taxes                                   | (14,903)                  | (13,736)                      | (1,949)                        | 7,357               | (23,231)                      |
| <b>Allocated Net Income</b>                                  | <b>\$ 25,375</b>          | <b>\$ 23,371</b>              | <b>\$ 3,319</b>                | <b>\$ 5,150</b>     | <b>\$ 57,215</b>              |
| <b>Total Assets as of March 31, 2008</b>                     | <b>\$ 3,681,693</b>       | <b>\$ 3,066,272</b>           | <b>\$ 232,882</b>              | <b>\$ 3,841,954</b> | <b>\$ 10,822,801</b>          |
| <b>Three Months Ended March 31, 2007 <sup>1</sup></b>        |                           |                               |                                |                     |                               |
| Net Interest Income  | \$ 54,401                 | \$ 39,171                     | \$ 3,525                       | \$ 1,040            | \$ 98,137                     |
| Provision for Credit Losses                                  | 1,545                     | 1,098                         |                                | (12)                | 2,631                         |
| Net Interest Income After Provision for Credit Losses        | 52,856                    | 38,073                        | 3,525                          | 1,052               | 95,506                        |
| Noninterest Income   | 25,580                    | 12,213                        | 19,147                         | 4,020               | 60,960                        |
| Noninterest Expense  | (41,334)                  | (22,920)                      | (15,683)                       | (2,186)             | (82,123)                      |
| Income Before Provision for Income Taxes                     | 37,102                    | 27,366                        | 6,989                          | 2,886               | 74,343                        |
| Provision for Income Taxes                                   | (13,727)                  | (9,873)                       | (2,586)                        | (822)               | (27,008)                      |
| <b>Allocated Net Income</b>                                  | <b>\$ 23,375</b>          | <b>\$ 17,493</b>              | <b>\$ 4,403</b>                | <b>\$ 2,064</b>     | <b>\$ 47,335</b>              |
| <b>Total Assets as of March 31, 2007 <sup>1</sup></b>        | <b>\$ 3,597,814</b>       | <b>\$ 3,039,943</b>           | <b>\$ 211,239</b>              | <b>\$ 3,642,961</b> | <b>\$ 10,491,957</b>          |

<sup>1</sup> Certain prior period information has been reclassified to conform to current presentation.

**Note 4. Fair Value of Financial Assets and Liabilities**

SFAS No. 157 defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. SFAS No. 157 establishes a fair value hierarchy that prioritizes the use of inputs used in valuation methodologies into the following three levels:

Level 1: Inputs to the valuation methodology are quoted prices, unadjusted, for identical assets or liabilities in active markets. A quoted price in an active market provides the most reliable evidence of fair value and shall be used to measure fair value whenever available.

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Level 2: Inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets; inputs to the valuation methodology include quoted prices for identical or similar assets or liabilities in markets that are not active; or inputs to the valuation methodology that are derived principally from or can be corroborated by observable market data by correlation or other means.

Level 3: Inputs to the valuation methodology are unobservable and significant to the fair value measurement. Level 3 assets and liabilities include financial instruments whose value is determined using discounted cash flow methodologies, as well as instruments for which the determination of fair value requires significant management judgment or estimation.

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*Assets and Liabilities Measured at Fair Value on a Recurring Basis*

The table below presents the balances of assets and liabilities measured at fair value on a recurring basis as of March 31, 2008:

| (Unaudited)                              | (dollars in thousands) | Quoted Prices in<br>Active Markets for<br>Identical Assets<br>(Level 1) | Significant Other<br>Observable Inputs<br>(Level 2) | Significant<br>Unobservable<br>Inputs<br>(Level 3) | Total        |
|--|------------------------|---|---|--|--------------|
| Investment Securities Trading            | \$                     |   | \$ 99,966   | \$   | \$ 99,966    |
| Investment Securities Available-for-Sale |                        | 1,998   | 2,575,069   | 95,219   | 2,672,286    |
| Mortgage Servicing Rights                |                        |   |   | 27,149   | 27,149       |
| Other Assets                             |                        | 5,971   |   |  | 5,971        |
| Net Derivative Assets and Liabilities    |                        | (202)   | 1,596   | 810  | 2,204        |
| <b>Total Assets at Fair Value</b>        | \$                     | 7,767   | \$ 2,676,631  | \$ 123,178   | \$ 2,807,576 |
| Long-Term Debt                           | \$                     |   |   | \$ 128,932   | \$ 128,932   |
| <b>Total Liabilities at Fair Value</b>   | \$                     |   |   | \$ 128,932   | \$ 128,932   |

The changes in Level 3 assets and liabilities measured at fair value on a recurring basis are summarized as follows:

| (Unaudited)                                 | (dollars in thousands) | Investment<br>Securities<br>Available-for-Sale 1 | Mortgage<br>Servicing<br>Rights 2 | Net Derivative<br>Assets and<br>Liabilities 3 | Total      |
|---|------------------------|--|-----------------------------------|---|------------|
| <b>Assets as of January 1, 2008</b>         | \$                     | 218,980  | \$ 27,588                         | \$ 113  | \$ 246,681 |
| Realized and Unrealized Net Gains (Losses): |                        |  |                                   |   |            |