

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): February 15, 2022

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 months of February and March in fiscal year 2022. 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: February 15, 2022

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



 First Hawaiian, Inc.

Investor Presentation

First Quarter 2022



Forward-Looking Statements

This presentation contains, and from time-to-time in connection with this presentation our management may make, forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward looking statements reflect our views at such time with respect to, among other things, future events and our financial performance. These statements are often, but not always, made through the use of words or phrases such as “may,” “might,” “should,” “could,” “predict,” “potential,” “believe,” “expect,” “continue,” “will,” “anticipate,” “seek,” “estimate,” “intend,” “plan,” “projection,” “would,” “annualized,” and “outlook,” or the negative version of these words or other comparable words or phrases of a future or forward-looking nature. These forward-looking statements are not historical facts and are based on current expectations, estimates and projections about our industry, management’s beliefs and certain assumptions made by management, and any such forward-looking statements are subject to risks, assumptions, estimates and uncertainties that are difficult to predict. Further, statements about the potential effects of the COVID-19 pandemic on our businesses and financial results and conditions may constitute forward-looking statements and are subject to the risk that the actual effects may differ, possibly materially, from what is reflected in those forward-looking statements due to factors and future developments that are uncertain, unpredictable and in many cases beyond our control, including the scope and duration of the pandemic, actions taken by governmental authorities in response to the pandemic, and the direct and indirect impact of the pandemic on our customers, third parties and us. Actual results may prove to be materially different from the results expressed or implied by the forward-looking statements. Factors that could cause our actual results to differ materially from those described in the forward-looking statements, including (without limitation) the risks and uncertainties associated with the ongoing impacts of COVID-19, the domestic and global economic environment and capital market conditions and other risk factors, can be found in our SEC filings, including, but not limited to, our Annual Report on Form 10-K for the year ended December 31, 2020, and our Quarterly Reports on Form 10-Q for the quarters ended March 31, 2021, June 30, 2021 and September 30, 2021, which are available on our website (www.fhb.com) and the SEC’s website (www.sec.gov). Any forward-looking statement speaks only as of the date on which it is made, and we do not undertake any obligation to update or review any forward-looking statement, whether as a result of new information, future developments or otherwise, except as required by applicable law.

Use of Non-GAAP Financial Measures

The information provided herein includes certain non-GAAP financial measures. We believe that these core measures provide useful information about our operating results and enhance the overall understanding of our past performance and future performance. Although these non-GAAP financial measures are frequently used by stakeholders in the evaluation of a company, they have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our results or financial condition as reported under GAAP. Investors should consider our performance and financial condition as reported under GAAP and all other relevant information when assessing our performance or financial condition. The reconciliation of such measures to the comparable GAAP figures are included in the appendix of this presentation.

Other

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

STATE OF HAWAII VACCINATION PROGRESS¹



PERCENT OF
POPULATION
FULLY
VACCINATED
75.3%



3RD DOSES
ADMINISTERED
517,696

Source: <https://health.hawaii.gov/coronavirusdisease2019/current-situation-in-hawaii/> as of 2/10/22
(1) Totals include Jurisdiction (state), Federal Agency, and Federal Pharmacy doses

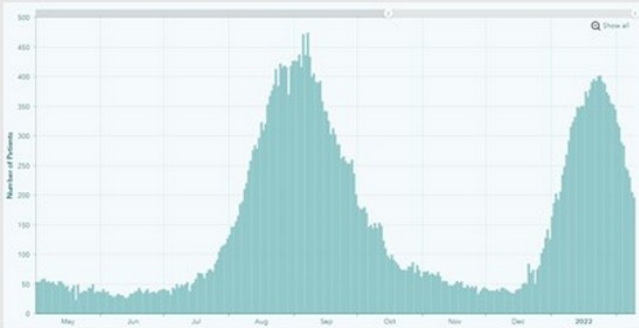
DAILY AVERAGE VISITOR ARRIVALS¹

(thousands)



Source: <https://hawaii-covid19.com/travel/data/>
(1) MTD through 2/9/22

CONFIRMED COVID-19 + HOSPITAL PATIENTS



Source: <https://hiema-hub.hawaii.gov/pages/covid-dashboard> as of 2/10/22

HIGHLIGHTS

- New covid cases and hospitalizations have peaked and are rapidly declining
- As of Feb 10, approximately 56.7% of those eligible have received a booster or third dose
- State unemployment rate continues to decline: Dec 2021 unemployment rate was 5.7%
- Residential real estate market remains strong

Source: US Department of Labor – Bureau of Labor Statistics

▶ Q4 2021 FINANCIAL HIGHLIGHTS¹

| | Q4 2021 | Q3 2021 |
|---------------------------|----------------|----------------|
| Net Income (\$mm) | \$57.0 | \$64.3 |
| Diluted EPS | \$0.44 | \$0.50 |
| Net Interest Margin | 2.38% | 2.36% |
| Efficiency Ratio | 60.5% | 55.1% |
| ROA / ROATA ² | 0.88% / 0.92% | 1.02% / 1.06% |
| ROE / ROATCE ² | 8.46% / 13.47% | 9.31% / 14.63% |
| Tier 1 Leverage Ratio | 7.24% | 7.39% |
| CET 1 Capital Ratio | 12.24% | 12.63% |
| Total Capital ratio | 13.49% | 13.88% |
| Dividend ³ | \$0.26 / share | \$0.26 / share |

- Net income \$57.0 mm
- Grew loans \$414 mm (ex PPP)
- Grew consumer and commercial deposits \$675 mm, reduced public deposits \$978 mm
- Terminated \$200 mm of FHLB advances w/ wtd avg rate of 2.73%. \$9 mm prepay charge
- Excellent credit quality. No provision expense taken
- Well capitalized: 12.24% CET1 ratio
- Declared \$0.26 / share dividend
- Repurchased \$21.5 mm of common stock
- Board approved \$75 mm stock repurchase program for 2022

(1) Comparisons to Q3 2021

(2) ROATA and ROATCE are non-GAAP financial measures. A reconciliation of average tangible assets and average tangible stockholders' equity to the comparable GAAP measurements is provided in the appendix of this slide presentation.

(3) Declared on January 19, 2022. Payable March 4, 2022 to shareholders of record at close of business on February 18, 2022.

▶ PROACTIVELY MANAGING THE BALANCE SHEET

| \$ thousands | 12/31/21 | 9/30/21 |
|-------------------------------------|------------|------------|
| Assets | | |
| Int-bearing Deposits in Other Banks | \$ 1,011.8 | \$ 2,130.6 |
| Investment Securities | 8,428.0 | 7,953.7 |
| Loans and Leases | 12,962.0 | 12,834.3 |
| Total Assets | 24,992.4 | 25,548.3 |
| Liabilities | | |
| Deposits | 21,816.1 | 22,120.0 |
| Long-Term Borrowings | --- | 200.0 |

| Comments |
|--|
| <ul style="list-style-type: none"> • Reduced excess liquidity <ul style="list-style-type: none"> ○ Moved almost \$1 bn in public deposits off the balance sheet ○ Funded loan growth ○ Deployed into investment securities • Prepaid \$200 mm FHLB advances <ul style="list-style-type: none"> ○ Total interest savings of \$12 million, includes \$5.5 mm in 2022 ○ Reduces FDIC insurance expense ○ Strengthens capital position |

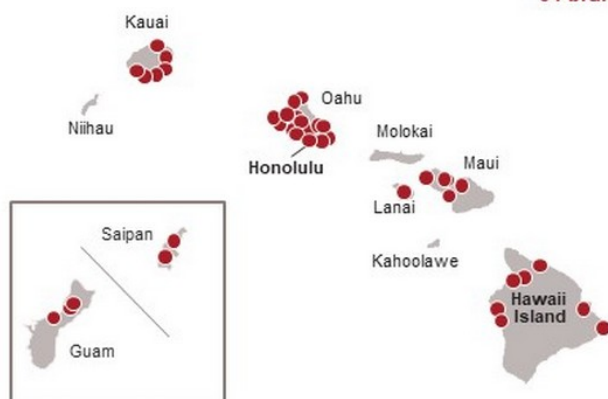


▶ INVESTMENT HIGHLIGHTS

- 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**

Branch Presence

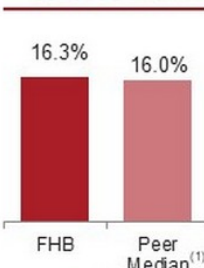
54 branches



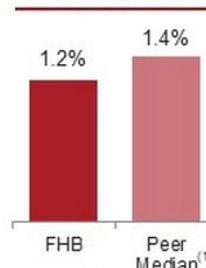
Financial Overview – 4Q 2021 YTD (\$ billions)

| | | | |
|-------------------|----------------|-----------------|----------------|
| Market Cap | \$ 3.7 | Loans | \$ 13.0 |
| Assets | \$ 25.0 | Deposits | \$ 21.8 |

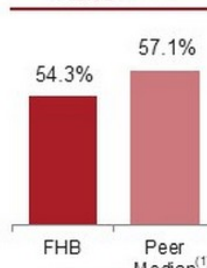
ROATCE^{(2), (4)}



ROATA^{(2), (4)}



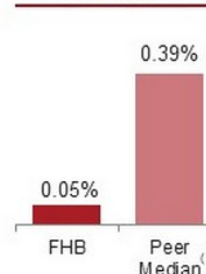
Efficiency Ratio^{(2), (3)}



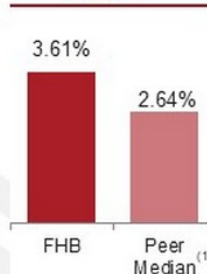
Cost of Deposits



NALs / Loans



Dividend Yield⁽⁵⁾



Company Highlights

- ✓ Oldest and largest Hawaii-based bank
- ✓ Full-service community bank with complete suite of products & services
- ✓ Largest combined deposit base in Hawaii, Guam and Saipan
- ✓ Largest Hawaii-based lender
- ✓ \$19.2 bn assets under administration as of 4Q21
- ✓ Proven through the cycle and outstanding operating performance

Source: Public filings and S&P Global Market Intelligence as of 4-Feb-2022

Note: Financial data as of 31-Dec-2021. Market data as of 4-Feb-2022.

(1) Peer median is based on public banks \$10-\$50bn in assets constituted as of 31-Dec-2021; excludes merger targets.

(2) FHB ratios shown as core. Core operating measures exclude certain gains, expenses and one-time items. See annual and quarterly non-GAAP reconciliation of core net income, core net interest income, core noninterest income and core noninterest expense in the appendix.

(3) Core efficiency ratio is a non-GAAP financial measure. We compute our core efficiency ratio as the ratio of core noninterest expense to the sum of core net interest income and core noninterest income. Reconciliation of the components of our core efficiency ratio to comparable GAAP measures are provided in the appendix.

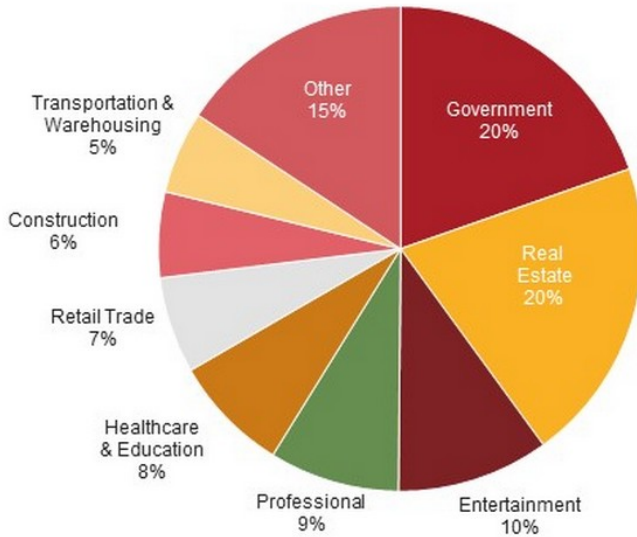
(4) ROATA (Return On Average Tangible Assets) and ROATCE (Return on Average Tangible Common Equity) are non-GAAP financial measures. A reconciliation to the comparable FHB GAAP measures is provided in the appendix.

(5) Dividend yield based on dividend paid in 4Q 2021 and closing market price as of 4-Feb-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⁾



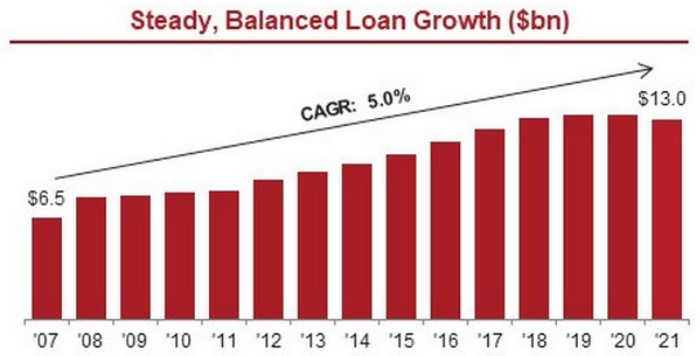
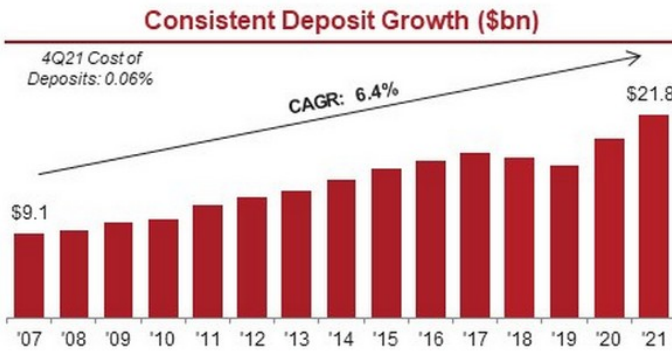
⁽¹⁾ US Bureau of Economic Analysis

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

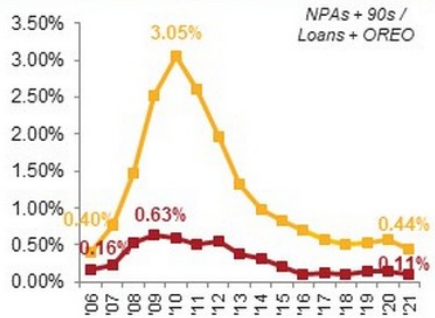
Fundamental Strengths

- **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⁾

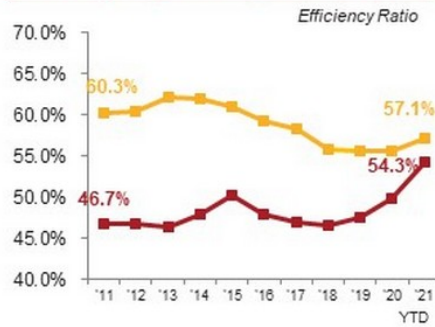
⁽³⁾ defenseeconomy.hawaii.gov



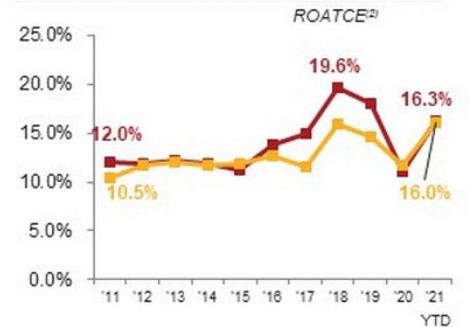
Through the Cycle Credit Performer



Strong Expense Mgmt. Culture⁽¹⁾



Consistent Record of Profitability⁽¹⁾



— First Hawaiian, Inc.

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

Source: Public filings and S&P Global Market Intelligence as of 4-Feb-2022

Note: Financial data as of 31-Dec-2021. \$10-\$50bn banks constituted as of 31-Dec-2021; excludes merger targets.

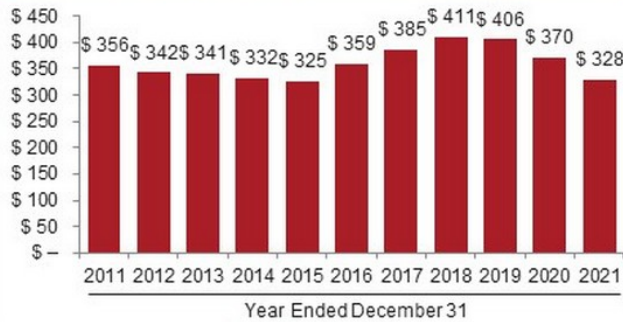
(1) FHB ratios shown as core. Core excludes certain gains, expenses and one-time items. See annual and quarterly non-GAAP reconciliations of core net income, core net interest income, core noninterest income and core noninterest expense used to calculate core ratios in the appendix.

(2) ROATCE (Return on Average Tangible Common Equity) is a non-GAAP financial measure. A reconciliation to the comparable FHB GAAP measure is provided in the appendix.

CONSISTENT TRACK RECORD OF STRONG PROFITABILITY

Consistent PTPP Earnings

Core Pre-Tax, Pre-Provision Earnings (\$mm)^{(1) (2)}

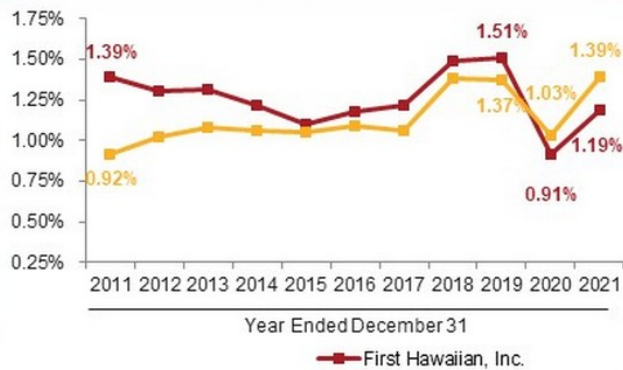


Stable Earnings Drivers

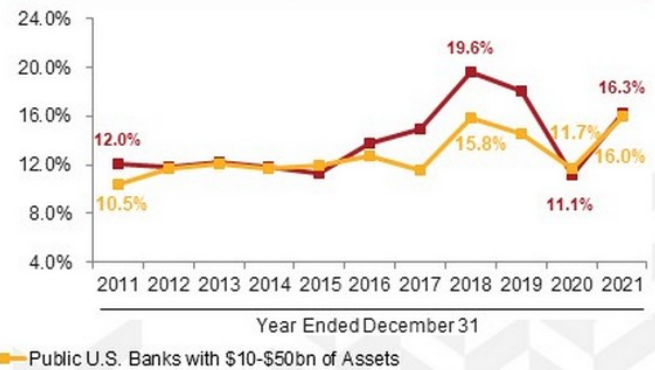
- Dominant loan and deposit positions in attractive markets
- Consistent underwriting standards with proven performance through the credit cycle
- Demonstrated history of disciplined expense management

Consistent History of Strong Profitability

ROATA^{(1),(2)}



ROATCE^{(1),(2)}



Source: Public filings and S&P Global Market Intelligence, as of 4-Feb-2022

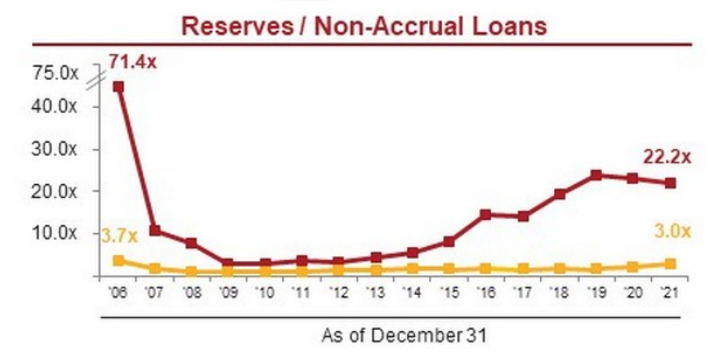
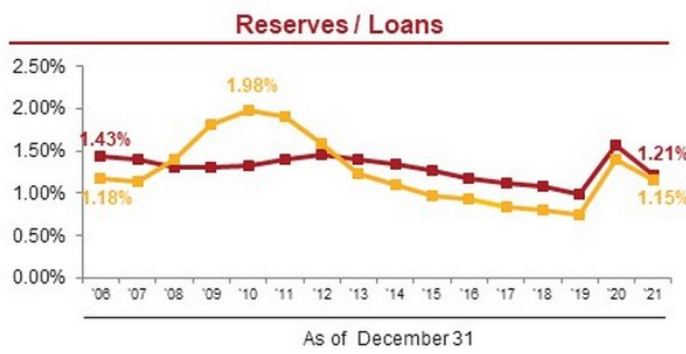
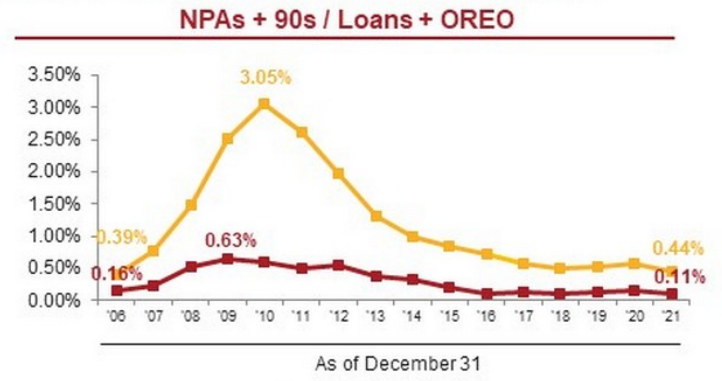
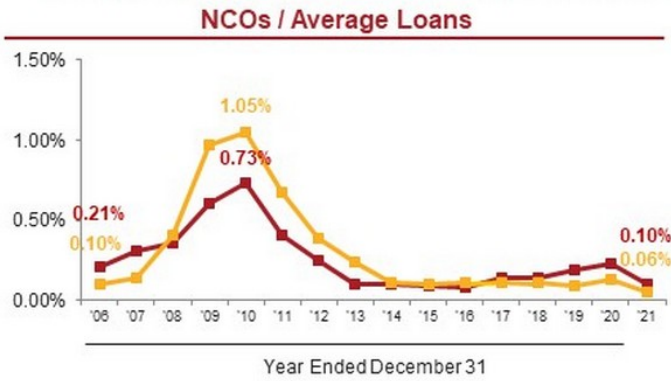
Note: Financial data as of 31-Dec-2021. \$10-\$50bn banks constituted as of 31-Dec-2021; excludes merger targets.

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

(2) PTPP (Pre-Tax, Pre-Provision) 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

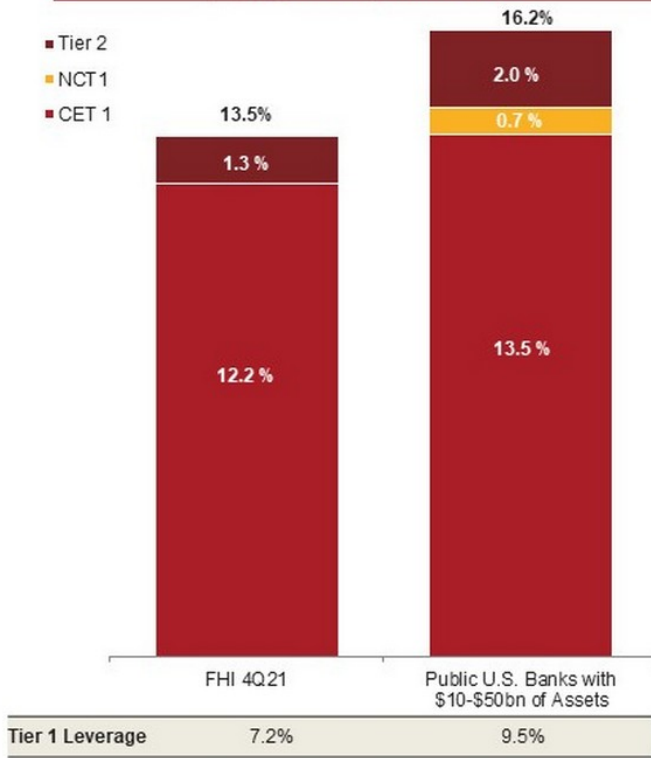


— First Hawaiian, Inc. — Public U.S. Banks with \$10-\$50bn of Assets

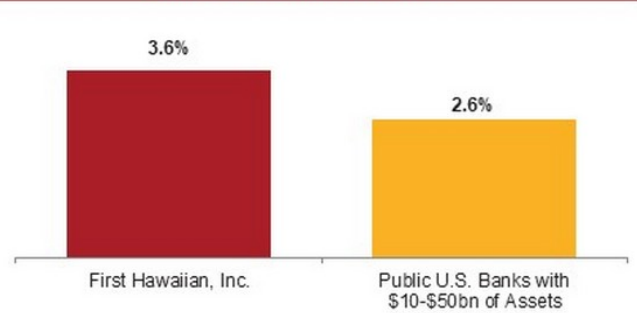
Source: Public filings and SNL Financial, available as of 4-Feb-2022
 Note: Financial data as of 31-Dec-2021. \$10-\$50bn banks constituted as of 31-Dec-2021; excludes merger targets.

WELL-CAPITALIZED WITH AN ATTRACTIVE DIVIDEND \$75MM STOCK REPURCHASE PROGRAM IN 2022

Robust Capital Position



Attractive Dividend Yield⁽¹⁾⁽²⁾



Capital Management Approach

- Retain sufficient earnings to support loan growth and maintain strong capital levels
- Held dividend at \$0.26/share in Q4
- Repurchased 2.7 mm shares at a total cost of \$75mm in 2021
- Announced stock repurchase program for up to \$75mm of common stock during 2022

Source: Public filings and S&P Global Market Intelligence as of 4-Feb-2022


Note: Financial data as of 31-Dec-2021. \$10-\$50bn banks constituted as of 31-Dec-2021, excludes merger targets. Percentages may not total due to rounding.

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

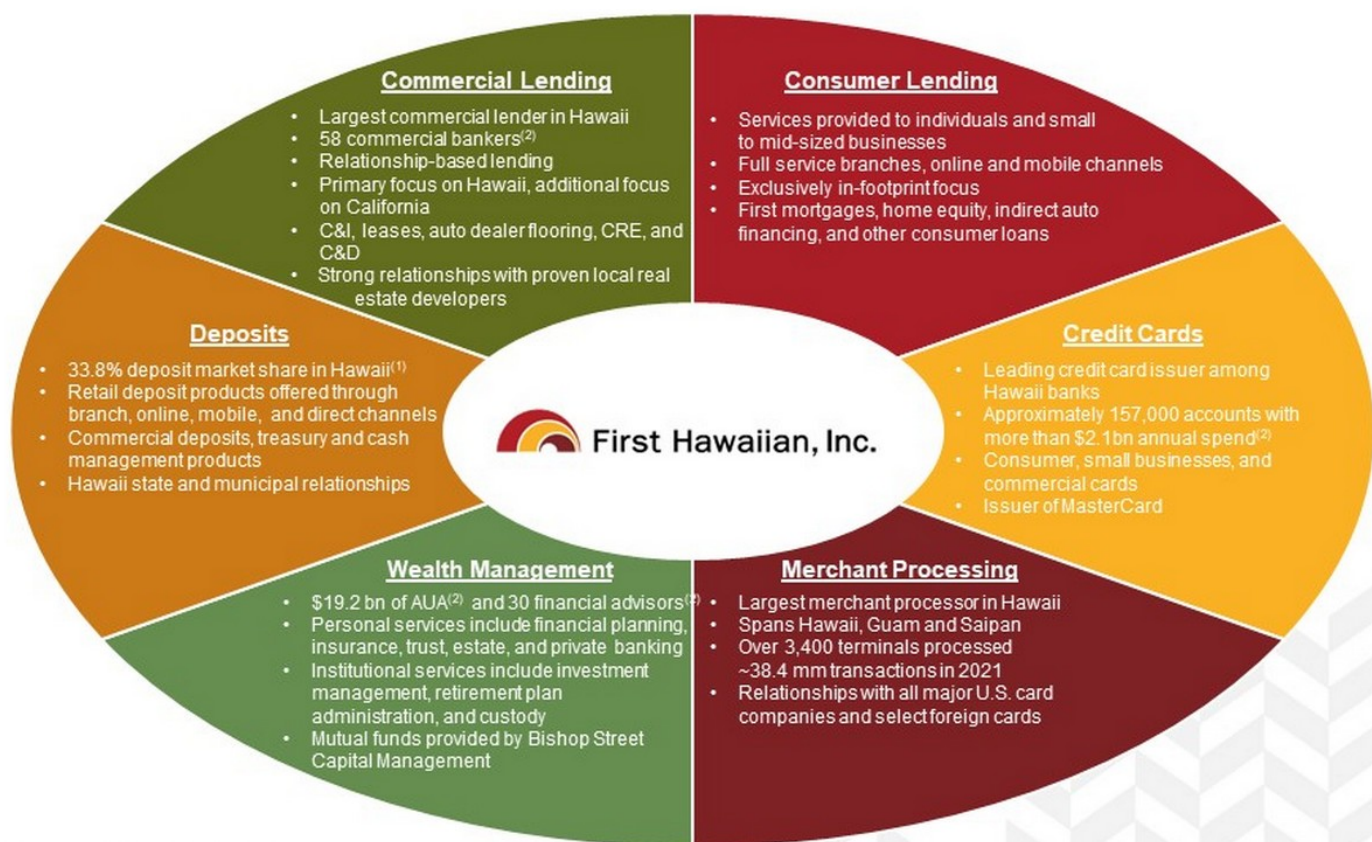
⁽²⁾ Dividend yield (MRQ) based on 4Q 2021 paid dividend and market data as of 4-Feb-2022.



Appendix

 First Hawaiian, Inc.





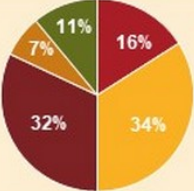
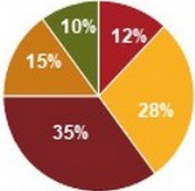
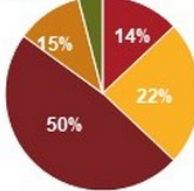
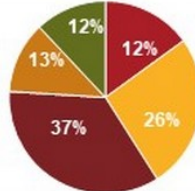
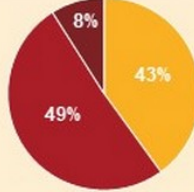
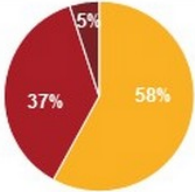
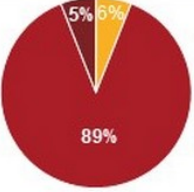
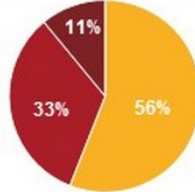
First Hawaiian is a full-service community bank focused on building relationships with our customers



(1) Source: FDIC as of 30-Jun-2021
 (2) As of 31-Dec-2021

A LEADER IN HAWAII

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

| |  First Hawaiian, Inc. |  Bank of Hawaii |  AMERICAN Savings Bank |  CENTRAL PACIFIC BANK | |
|-----------------|--|--|--|--|---|
| Branches | 54 | 54 | 40 | 30 | |
| FTEs | 2,036 | 2,056 | 1,088 | 787 | |
| Assets (\$bn) | 25.0 | 22.8 | 9.2 | 7.4 | |
| Loans (\$bn) | 13.0 | 12.3 | 5.2 | 5.1 | |
| Deposits (\$bn) | 21.8 | 20.4 | 8.2 | 6.7 | |
| 2021 ROATCE | 16.3% ⁽¹⁾⁽²⁾ | 17.3% | 15.5% | 14.4% | |
| 2021 ROATA | 1.19% ⁽¹⁾⁽²⁾ | 1.14% | 1.16% | 1.13% | |
| Loan Portfolio |  |  |  |  | |
| | Commercial | Commercial RE | Residential RE | HELOC | Consumer & Other |
| | Deposit Portfolio |  |  |  |  |
| | | Transaction Accounts | Savings / MMDA | Time Deposits | |
| | | Hawaii Deposits ³ | Balance (\$bn) | \$19.1 | \$19.2 |
| | Share | 33.8% | 34.0% | 14.0% | 11.3% |

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

Note: Financial data as of 31-Dec-2021.

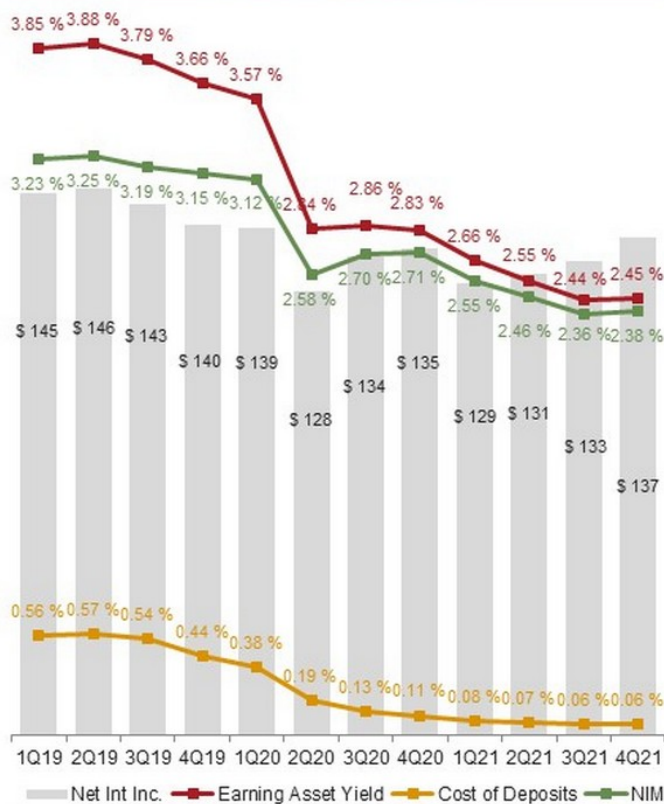
(1) ROATCE (return on average tangible common equity) and ROATA (return on average tangible assets) are non-GAAP financial measures. Reconciliations to the comparable FHB GAAP measures are provided in the appendix.

(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-2021.

BALANCE SHEET WELL POSITIONED TO BENEFIT FROM RISING RATES

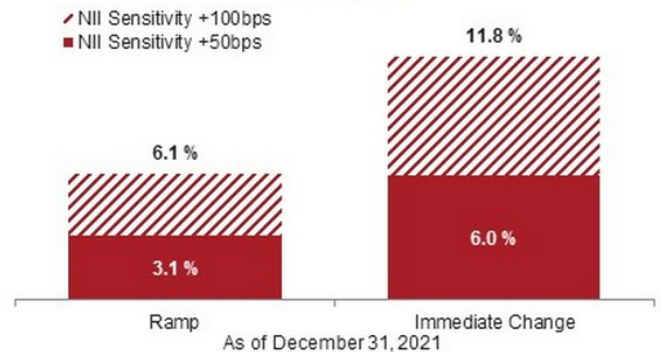
NIM expected to bottom in Q1 if Fed begins tightening in March



Well Positioned for Rising Rates

- 29% of loan portfolio indexed to 1 or 3 month Libor, 11% indexed to Prime
- 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

NII Benefit From Rate Hike⁽¹⁾

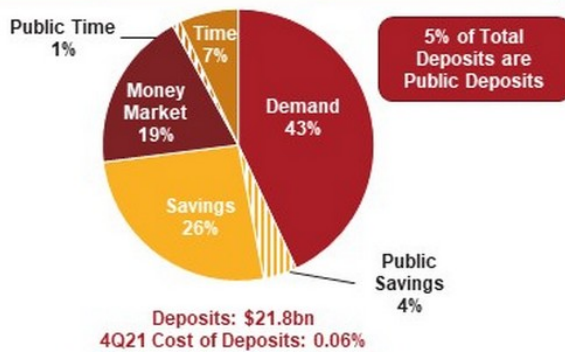


(1) For a discussion of the factors that could cause actual NII Sensitivity results to differ from simulation analyses, see "Part I, Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations — Risk Governance and Quantitative and Qualitative Disclosures About Market Risk - Limitations of Market Risk Measures" in our Quarterly Report on Form 10-Q for the quarter ended September 30, 2021.

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

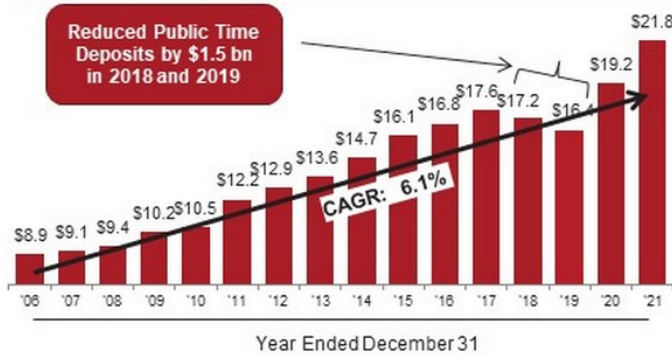
Deposit Portfolio Composition



Growing Consumer and Commercial Deposits, Reducing Public Time Deposits

- Reduced the balance of public time deposits by about \$1.0 bn in Q4 2021 as part of our balance sheet optimization strategy
- Total deposits increased \$2.6 bn, or 13.5%, in 2021
 - Consumer and commercial deposits increased by \$3.1 bn
 - Public deposits decreased by \$0.5 bn

Consistent Deposit Growth (\$bn)



Best-in-Class Cost of Deposits



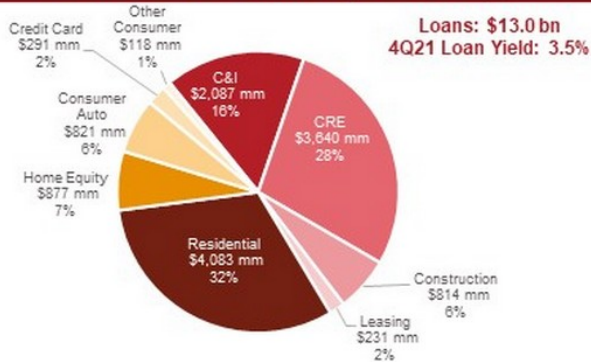
Source: Public filings and S&P Global Market Intelligence, as of 4-Feb-2022

Note: Financial data as of 31-Dec-2021. \$10-\$50bn banks constituted as of 31-Dec-2021; excludes merger targets.

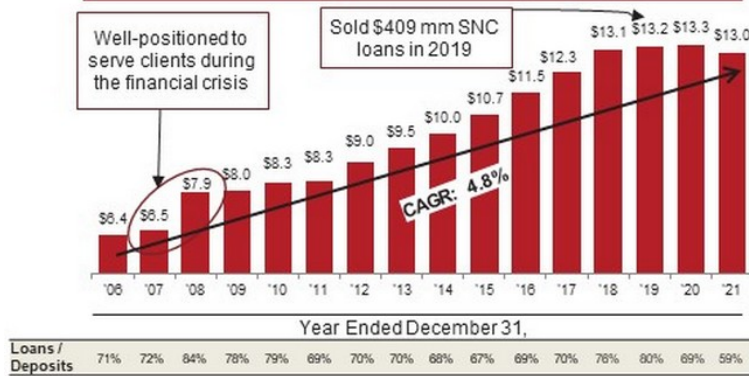
STEADY ORGANIC GROWTH AND BALANCED LOAN PORTFOLIO

*Steady through the cycle organic loan growth and balanced loan portfolio
Expect mid-to-high single digit loan growth (ex PPP) in 2022*

Balanced Loan Portfolio (as of 12/31/21)



Steady Loan Growth (\$bn)



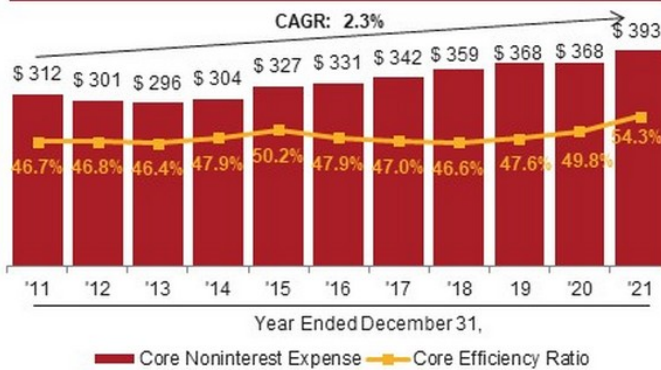
Note: Financial data as of 31-Dec-2021

Loan Portfolio Highlights (as of 12/31/21)

- Largest Hawaii-based lender
- Balanced Portfolio
 - 52% Commercial, 48% Consumer
 - 81% Hawaii/Guam/Saipan, 19% Mainland
- Commercial
 - Hawaii's leading commercial bank with most experienced lending team.
 - Average commercial loan officer experience > 25 years
 - 63% Hawaii/Guam/Saipan, 37% Mainland
 - \$1,161 mm Shared National Credit portfolio
 - Participating in SNC lending for over 20 years
 - 25% Hawaii-based, 75% Mainland
 - Leading SBA lender Hawaii
 - SBA Lender of the Year (Category 1) 2017, 2018, 2019
 - 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

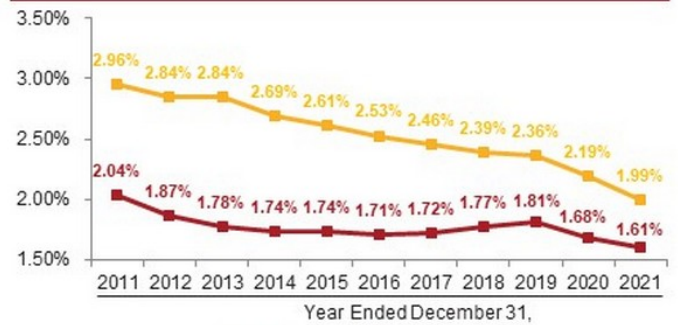
DEMONSTRATED HISTORY OF DISCIPLINED EXPENSE MANAGEMENT

Well Managed Core Noninterest Expense (\$mm)^{(1),(2)}

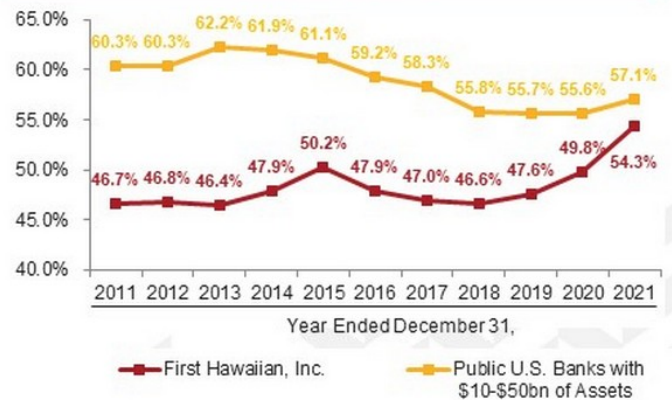


- Maintained expense discipline during pandemic
 - Very little expense growth from 2018 - 2020
- Q4 2021 expenses included a \$9 mm charge for prepayment of \$200 mm of FHLB advances
- 2022 expense outlook: 2021 expenses + 6.5% to 7%
 - Inflation and normalization of customer activity levels
 - Expenses related to the new core platform
 - Additional investments in technology

Noninterest Expense / Average Assets⁽¹⁾



Efficiency Ratio^{(1),(2)}



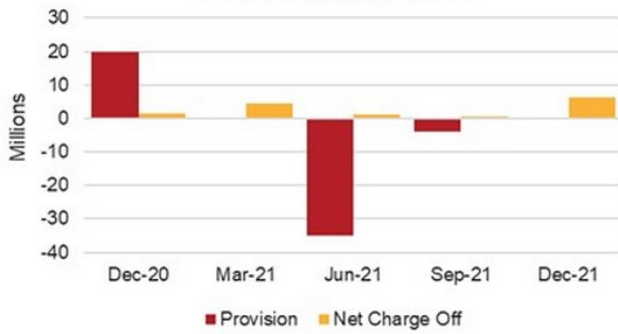
Source: Public filings and S&P Global Market Intelligence, as of 4-Feb-2022

Note: Financial data as of 31-Dec-2021. \$10-\$50bn banks constituted as of 31-Dec-2021; 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.

Provision and NCO

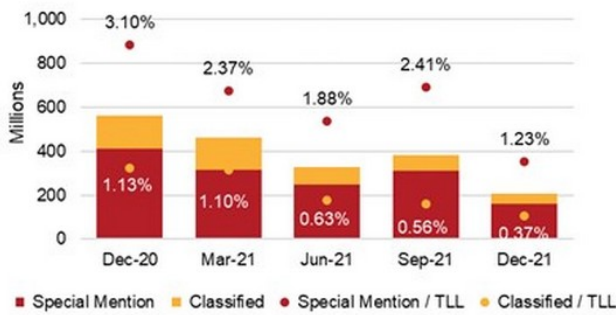


NPA and 90 Past Due



- 90 past due comprised of accruing loans
- Includes OREO

Commercial Criticized Assets



Note: TLL - Total Loans and Leases

30-89 Past Due



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

ALLOWANCE FOR CREDIT LOSS

RESERVE LEVELS CONTINUE TO PROVIDE FOR UNCERTAINTY



The economic outlook remained unchanged from Q3 due to the surge in Omicron cases.

Q4 Asset ACL decreased by 2.5% or \$4.0 million to \$157.3 million with Q4 NCO at \$6.2 million. The reserve for unfunded commitments decreased by \$2.2 million to \$30.3 million.

The ACL decrease is primarily the result of commercial upgrades.

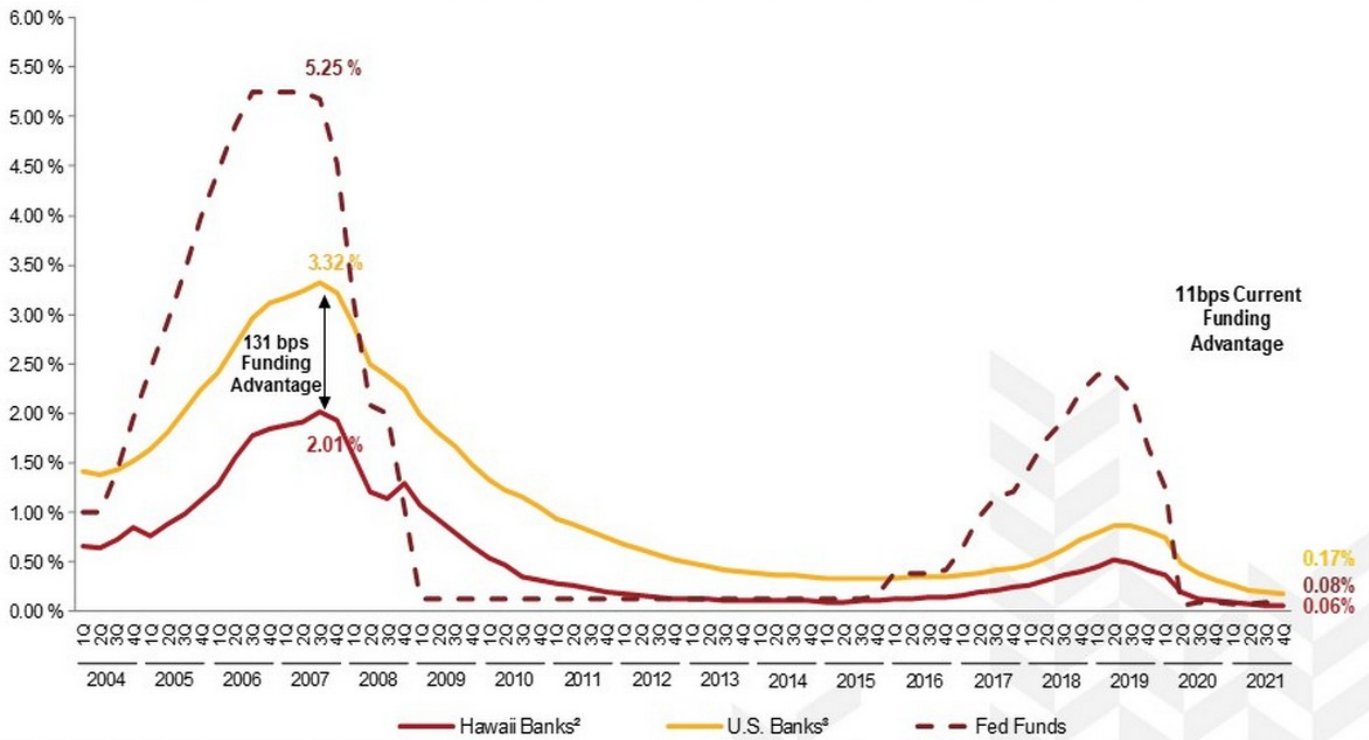
Q4 ACL / Total Loans and Leases is 1.21% of all loans and 1.23% net of PPP loans.

Rollforward of the On-Balance Sheet Allowance for Credit Losses

| (\$ in 000's) | C&I | CRE | Const | Lease | Mortgage | Home Equity | Consumer | Total |
|-----------------------|-----------|-----------|---------|---------|-----------|----------------|-----------|------------|
| 09/30/2021 ACL | 23,756 | 43,599 | 9,754 | 2,234 | 33,768 | 5,717 | 42,418 | 161,246 |
| Charge-offs | -4,432 | - | - | - | -534 | -107 | -3,250 | -8,323 |
| Recoveries | 244 | 9 | 100 | - | 15 | 28 | 1,743 | 2,139 |
| Provision | 512 | -657 | -81 | -575 | 1,115 | 4 | 1,882 | 2,200 |
| 12/31/2021 ACL | 20,080 | 42,951 | 9,773 | 1,659 | 34,364 | 5,642 | 42,793 | 157,262 |
| % of Total ACL | 12.8% | 27.3% | 6.2% | 1.1% | 21.9% | 3.6% | 27.2% | 100.0% |
| Total Loan Balance | 2,087,099 | 3,639,623 | 813,969 | 231,394 | 4,083,367 | 876,608 | 1,229,939 | 12,961,999 |
| ACL/Total LL (w/ PPP) | 0.96% | 1.18% | 1.20% | 0.72% | 0.84% | 0.64% | 3.48% | 1.21% |
| ACL/Total LL (no PPP) | 1.07% | 1.18% | 1.20% | 0.72% | 0.84% | 0.64% | 3.48% | 1.23% |

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 ~34% vs. ~47% for broader U.S. banks during the last rising rate cycle



Source: SNL Financial and the Federal Reserve website

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

⁽²⁾ Includes First Hawaiian, Bank of Hawaii, American Savings, Central Pacific, Territorial Bancorp, Hawaii National. 4Q21 cost of deposits based on publicly available company reported information.

⁽³⁾ Includes all U.S. bank holding companies excluding Hawaii-based banks. 4Q21 cost of deposits based on publicly available company reported information.

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

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

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

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

GAAP TO NON-GAAP RECONCILIATION

| (dollars in thousands, except per share amounts) | For the Three Months Ended | | | For the Year Ended | |
|--|----------------------------|-----------------------|----------------------|---------------------------|---------------|
| | December 31, 2021 | September 30, 2021 | December 31, 2020 | December 31, 2021 2020 | |
| Income Statement Data: | | | | | |
| Net income | \$ 57,022 | \$ 64,279 | \$ 61,739 | \$ 265,735 | \$ 185,754 |
| Core net income | \$ 68,013 | \$ 65,819 | \$ 65,288 | \$ 279,229 | \$ 189,378 |
| Average total stockholders' equity | \$ 2,675,513 | \$ 2,738,540 | \$ 2,732,271 | \$ 2,708,370 | \$ 2,698,853 |
| Less: average goodwill | 995,492 | 995,492 | 995,492 | 995,492 | 995,492 |
| Average tangible stockholders' equity | \$ 1,680,021 | \$ 1,743,048 | \$ 1,736,779 | \$ 1,712,878 | \$ 1,703,361 |
| Average total assets | \$ 25,650,505 | \$ 25,058,085 | \$ 22,468,040 | \$ 24,426,258 | \$ 21,869,064 |
| Less: average goodwill | 995,492 | 995,492 | 995,492 | 995,492 | 995,492 |
| Average tangible assets | \$ 24,655,013 | \$ 24,062,593 | \$ 21,472,548 | \$ 23,430,766 | \$ 20,873,572 |
| Return on average total stockholders' equity ⁽¹⁾ | 8.46 % | 9.31 % | 8.99 % | 9.81 % | 6.88 % |
| Core return on average total stockholders' equity (non-GAAP) ⁽¹⁾ | 10.09 % | 9.54 % | 9.51 % | 10.31 % | 7.02 % |
| Return on average tangible stockholders' equity (non-GAAP) ⁽¹⁾ | 13.47 % | 14.63 % | 14.14 % | 15.51 % | 10.91 % |
| Core return on average tangible stockholders' equity (non-GAAP) ⁽¹⁾ | 16.06 % | 14.98 % | 14.95 % | 16.30 % | 11.12 % |
| Return on average total assets ⁽¹⁾ | 0.88 % | 1.02 % | 1.09 % | 1.09 % | 0.85 % |
| Core return on average total assets (non-GAAP) ⁽¹⁾ | 1.05 % | 1.04 % | 1.16 % | 1.14 % | 0.87 % |
| Return on average tangible assets (non-GAAP) ⁽¹⁾ | 0.92 % | 1.06 % | 1.14 % | 1.13 % | 0.89 % |
| Core return on average tangible assets (non-GAAP) ⁽¹⁾ | 1.09 % | 1.09 % | 1.21 % | 1.19 % | 0.91 % |
| ⁽¹⁾ Annualized for the three months ended December 31, 2021, September 30, 2021 and December 31, 2020 | | | | | |
| Balance Sheet Data: | | | | | |
| Total stockholders' equity | | | \$ 2,656,912 | \$ 2,711,734 | \$ 2,744,104 |
| Less: goodwill | | | 995,492 | 995,492 | 995,492 |
| Tangible stockholders' equity | | | \$ 1,661,420 | \$ 1,716,242 | \$ 1,748,612 |
| Total assets | | | \$ 24,992,410 | \$ 25,548,322 | \$ 22,662,831 |
| Less: goodwill | | | 995,492 | 995,492 | 995,492 |
| Tangible assets | | | \$ 23,996,918 | \$ 24,552,830 | \$ 21,667,339 |
| Shares outstanding | | | 127,502,472 | 128,255,570 | 129,912,272 |
| Total stockholders' equity to total assets | | | 10.63 % | 10.61 % | 12.11 % |
| Tangible stockholders' equity to tangible assets (non-GAAP) | | | 6.92 % | 6.99 % | 8.07 % |
| Book value per share | | | \$ 20.84 | \$ 21.14 | \$ 21.12 |
| Tangible book value per share (non-GAAP) | | | \$ 13.03 | \$ 13.38 | \$ 13.46 |

GAAP TO NON-GAAP RECONCILIATION

| (dollars in thousands, except per share amounts) | For the Three Months Ended | | | For the Year Ended | |
|--|----------------------------|-----------------------|----------------------|----------------------|----------------------|
| | December 31, 2021 | September 30, 2021 | December 31, 2020 | December 31, 2021 | December 31, 2020 |
| Net interest income | \$ 137,327 | \$ 132,593 | \$ 135,227 | \$ 530,559 | \$ 535,734 |
| Core net interest income (non-GAAP) | \$ 137,327 | \$ 132,593 | \$ 135,227 | \$ 530,559 | \$ 535,734 |
| Noninterest income | \$ 41,573 | \$ 50,104 | \$ 53,598 | \$ 184,916 | \$ 197,380 |
| Losses (gains) on sale of securities | — | — | 12 | (102) | 114 |
| Costs associated with the sale of stock ⁽¹⁾ | 6,014 | — | 4,828 | 6,014 | 4,828 |
| Core noninterest income (non-GAAP) | \$ 47,587 | \$ 50,104 | \$ 58,438 | \$ 190,828 | \$ 202,322 |
| Noninterest expense | \$ 108,749 | \$ 101,036 | \$ 88,127 | \$ 405,479 | \$ 367,672 |
| Loss on litigation | — | (2,100) | — | (2,100) | — |
| One-time items ⁽²⁾ | (8,974) | — | — | (10,134) | — |
| Core noninterest expense (non-GAAP) | \$ 99,775 | \$ 98,936 | \$ 88,127 | \$ 393,245 | \$ 367,672 |
| Net income | \$ 57,022 | \$ 64,279 | \$ 61,739 | \$ 265,735 | \$ 185,754 |
| Losses (gains) on sale of securities | — | — | 12 | (102) | 114 |
| Costs associated with the sale of stock ⁽¹⁾ | 6,014 | — | 4,828 | 6,014 | 4,828 |
| Loss on litigation | — | 2,100 | — | 2,100 | — |
| One-time noninterest expense items ⁽²⁾ | 8,974 | — | — | 10,134 | — |
| Tax adjustments ⁽³⁾ | (3,997) | (560) | (1,291) | (4,652) | (1,318) |
| Total core adjustments | 10,991 | 1,540 | 3,549 | 13,494 | 3,624 |
| Core net income (non-GAAP) | \$ 68,013 | \$ 65,819 | \$ 65,288 | \$ 279,229 | \$ 189,378 |
| Basic earnings per share | \$ 0.45 | \$ 0.50 | \$ 0.48 | \$ 2.06 | \$ 1.43 |
| Diluted earnings per share | \$ 0.44 | \$ 0.50 | \$ 0.47 | \$ 2.05 | \$ 1.43 |
| Efficiency ratio | 60.50 % | 55.07 % | 46.59 % | 56.45 % | 50.10 % |
| Core basic earnings per share (non-GAAP) | \$ 0.53 | \$ 0.51 | \$ 0.50 | \$ 2.17 | \$ 1.46 |
| Core diluted earnings per share (non-GAAP) | \$ 0.53 | \$ 0.51 | \$ 0.50 | \$ 2.16 | \$ 1.45 |
| Core efficiency ratio (non-GAAP) | 53.71 % | 53.92 % | 45.43 % | 54.30 % | 49.77 % |

- Costs associated with the sale of stock for both the three and twelve months ended December 31, 2021 and 2020 related to changes in the valuation of the funding swap entered into with the buyer of our Visa Class B restricted sales in 2016.
- One-time items for the three and twelve months ended December 31, 2021 consisted of fees related to the prepayment of \$200.0 million of Federal Home Loan Bank advances. Additionally, one-time items for the twelve months ended December 31, 2021 consisted of severance costs.
- 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) | 2021 | 2020 | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Net Income | \$265.7 | \$185.8 | \$284.4 | \$264.4 | \$183.7 | \$230.2 | \$213.8 | \$216.7 | \$214.5 | \$211.1 | \$199.7 |
| Basic EPS | \$2.08 | \$1.43 | \$2.14 | \$1.93 | \$1.32 | \$1.65 | \$1.53 | \$1.55 | \$1.54 | \$1.68 | \$1.80 |
| Diluted EPS | \$2.05 | \$1.43 | \$2.13 | \$1.93 | \$1.32 | \$1.65 | \$1.53 | \$1.55 | \$1.54 | \$1.68 | \$1.80 |
| Core Net Income | \$279.2 | \$189.4 | \$291.8 | \$286.7 | \$230.4 | \$217.1 | \$196.3 | \$201.6 | \$205.0 | \$196.7 | \$198.0 |
| Average Total Stockholders' Equity | \$2,708.4 | \$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 |
| Average Tangible Stockholders' Equity | \$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 | 2,656.9 | 2,744.1 | 2,840.3 | 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 |
| Tangible Stockholders' Equity | \$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 | 24,426.3 | 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 |
| Average Tangible Assets | \$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 | 24,992.4 | 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 |
| Tangible Assets | \$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 | 9.81% | 6.88% | 10.90% | 10.76% | 7.24% | 8.96% | 7.81% | 8.03% | 8.04% | 7.92% | 7.56% |
| Core Return on Average Total Stockholder's Equity (non-GAAP) | 10.31% | 7.02% | 11.18% | 11.67% | 9.08% | 8.45% | 7.18% | 7.47% | 7.68% | 7.38% | 7.50% |
| Return on Average Tangible Stockholders' Equity (non-GAAP) | 15.51% | 10.91% | 17.62% | 18.08% | 11.91% | 14.64% | 12.28% | 12.72% | 12.83% | 12.65% | 12.14% |
| Core Return on Average Tangible Stockholder's Equity (non-GAAP) | 16.30% | 11.12% | 18.08% | 19.61% | 14.93% | 13.80% | 11.28% | 11.84% | 12.26% | 11.79% | 12.04% |
| Return on Average Total Assets | 1.09% | 0.85% | 1.40% | 1.31% | 0.92% | 1.19% | 1.14% | 1.24% | 1.29% | 1.31% | 1.31% |
| Core Return on Average Total Assets (non-GAAP) | 1.14% | 0.87% | 1.44% | 1.42% | 1.16% | 1.12% | 1.05% | 1.15% | 1.23% | 1.22% | 1.30% |
| Return on Average Tangible Assets (non-GAAP) | 1.13% | 0.89% | 1.47% | 1.37% | 0.97% | 1.26% | 1.20% | 1.31% | 1.37% | 1.40% | 1.40% |
| Core Return on Average Tangible Assets (non-GAAP) | 1.19% | 0.91% | 1.51% | 1.49% | 1.22% | 1.18% | 1.10% | 1.22% | 1.31% | 1.30% | 1.39% |

Note: Totals may not sum due to rounding.

GAAP TO NON-GAAP RECONCILIATION - ANNUAL

For the Fiscal Year Ended December 31,

| (Dollars in millions) | 2021 | 2020 | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Net Interest Income | \$ 530.6 | \$ 535.7 | \$ 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 ⁽¹⁾ | - | - | - | - | - | - | (4.8) | - | - | - | - |
| Core Net Interest Income (Non-GAAP) | \$ 530.6 | \$ 535.7 | \$ 573.4 | \$ 566.3 | \$ 528.8 | \$ 491.7 | \$ 456.5 | \$ 440.7 | \$ 434.7 | \$ 447.5 | \$ 470.0 |
| Noninterest Income ⁽²⁾ | \$ 184.9 | \$ 197.4 | \$ 192.5 | \$ 179.0 | \$ 205.6 | \$ 226.0 | \$ 219.1 | \$ 216.0 | \$ 214.4 | \$ 219.1 | \$ 200.2 |
| OTTI Losses on Available-For-Sale Securities | - | - | - | 24.1 | - | - | - | - | - | - | - |
| Loss (Gain) on Sale of Securities | (0.1) | 0.1 | 2.7 | - | - | (4.6) | (7.7) | - | (0.2) | (16.7) | (1.7) |
| Costs (Gain) associated with the Sale of Stock (Visa/MasterCard) ⁽³⁾ | 6.0 | 4.8 | 4.5 | - | - | (22.7) | (4.6) | (20.8) | (11.1) | - | - |
| Gain on Sale of Bank Properties | - | - | - | - | (6.9) | - | (3.4) | - | (0.4) | (6.4) | - |
| Other Adjustments ^{(1),(4)} | - | - | - | - | - | - | (7.5) | - | - | - | (0.9) |
| Core Noninterest Income (Non-GAAP) | \$ 190.8 | \$ 202.3 | \$ 199.7 | \$ 203.1 | \$ 198.7 | \$ 198.8 | \$ 195.9 | \$ 195.1 | \$ 202.7 | \$ 196.0 | \$ 197.6 |
| Noninterest Expense ⁽²⁾ | \$ 405.5 | \$ 367.7 | \$ 370.4 | \$ 365.0 | \$ 347.6 | \$ 337.3 | \$ 327.3 | \$ 304.4 | \$ 296.7 | \$ 301.9 | \$ 311.7 |
| Loss on Litigation Settlement | (2.1) | - | - | (4.1) | - | - | - | - | - | - | - |
| Non-Recurring Items ⁽⁵⁾ | (10.1) | - | (2.8) | (2.3) | (5.5) | (6.2) | - | - | (0.7) | (0.7) | - |
| Core Noninterest Expense (Non-GAAP) | \$ 393.2 | \$ 367.7 | \$ 367.6 | \$ 358.6 | \$ 342.1 | \$ 331.1 | \$ 327.3 | \$ 304.4 | \$ 296.0 | \$ 301.2 | \$ 311.7 |
| Income Before Provision for Income Taxes | \$ 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 | (39.0) | 121.7 | 13.8 | 22.2 | 18.5 | 8.6 | 9.9 | 11.1 | 12.2 | 34.9 | 42.1 |
| Pre-Tax Core Adjustments | 18.1 | 4.9 | 10.0 | 30.5 | (1.4) | (21.1) | (28.0) | (23.9) | (15.3) | (22.4) | (2.8) |
| Core Pre-Tax, Pre-Provision Earnings (Non-GAAP) | \$ 328.1 | \$ 370.3 | \$ 405.5 | \$ 410.8 | \$ 385.4 | \$ 359.3 | \$ 325.1 | \$ 331.5 | \$ 341.4 | \$ 342.3 | \$ 355.9 |

Note: Totals may not sum due to rounding.

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

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

(3) Costs associated with the sale of stock for the years ended December 31, 2021, 2020 and 2019 related to changes in the valuation of the funding swap entered into with the buyer of our Visa Class B restricted sales in 2016. Gains associated with the sale of stock for the years ended December 31, 2013 through December 31, 2016 related to the sale of MasterCard stock.

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

(5) One-time items for the year ended December 31, 2021 consisted of fees related to the prepayment of \$200 million of Federal Home Loan Bank advances and severance costs. One-time items for the year ended December 31, 2019 included a nonrecurring payment to a former executive of the Company pursuant to the Bank's Executive Change-in-Control Retention Plan, nonrecurring offering costs and the loss on our funding swap as a result of a 2019 decrease in the conversion rate of our Visa Class B restricted shares sold in 2016. One-time items for the year ended December 31, 2018 included public company transition-related costs, the loss on our funding swap as a result of a 2018 decrease in the conversion rate of the aforementioned Visa Class B restricted shares and nonrecurring offering costs. One-time items for the year ended December 31, 2017 included salaries and benefits stemming from the Tax Act, nonrecurring offering costs and public company transition-related costs. One-time items for the year ended December 31, 2016 included public company transition-related costs and nonrecurring offering costs.

GAAP TO NON-GAAP RECONCILIATION - ANNUAL

For the Fiscal Year Ended December 31,

| (Dollars in millions, except per share data) | 2021 | 2020 | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Net Income | \$ 265.7 | \$ 185.8 | \$ 284.4 | \$ 264.4 | \$ 183.7 | \$ 230.2 | \$ 213.8 | \$ 216.7 | \$ 214.5 | \$ 211.1 | \$ 199.7 |
| Accounting Change (ASC 310 Adjustment) | - | - | - | - | - | - | - | - | (4.3) | - | - |
| Early Buyout on Lease | - | - | - | - | - | - | - | (3.1) | - | - | - |
| Early Loan Termination ⁽¹⁾ | - | - | - | - | - | - | (4.8) | - | - | - | - |
| OTTI Losses on Available-For-Sale Debt Securities | - | - | - | 24.1 | - | - | - | - | - | - | - |
| Loss (Gain) on Sale of Securities | (0.1) | 0.1 | 2.7 | - | - | (4.6) | (7.7) | - | (0.2) | (16.7) | (1.7) |
| Costs (Gain) associated with the Sale of Stock (Visa/MasterCard) ⁽²⁾ | 6.0 | 4.8 | 4.5 | - | - | (22.7) | (4.6) | (20.8) | (11.1) | - | - |
| Gain on Sale of Real Estate | - | - | - | - | (6.9) | - | (3.4) | - | (0.4) | (6.4) | - |
| Loss on Litigation Settlement | 2.1 | - | - | 4.1 | - | - | - | - | - | - | - |
| Other Adjustments ^{(1),(3)} | - | - | - | - | - | - | (7.5) | - | - | - | (0.9) |
| Non-Recurring Items ⁽⁴⁾ | 10.1 | - | 2.8 | 2.3 | 5.5 | 6.2 | - | - | 0.7 | 0.7 | - |
| Pre-Tax Core Adjustments | 18.1 | 4.9 | 10.0 | 30.5 | (1.4) | (21.1) | (28.0) | (23.9) | (15.3) | (22.4) | (2.6) |
| Tax Reform Bill | - | - | - | - | 47.6 | - | - | - | - | - | - |
| Tax Adjustments ⁽⁵⁾ | (4.6) | (1.3) | (2.6) | (8.2) | 0.6 | 8.0 | 10.6 | 8.9 | 5.8 | 8.1 | 1.0 |
| Total Core Adjustments | 13.5 | 3.6 | 7.4 | 22.3 | 46.7 | (13.1) | (17.5) | (15.0) | (9.5) | (14.3) | (1.7) |
| Core Net Income (Non-GAAP) | \$ 279.2 | \$ 189.4 | \$ 291.8 | \$ 286.7 | \$ 230.4 | \$ 217.1 | \$ 196.3 | \$ 201.6 | \$ 205.0 | \$ 196.7 | \$ 198.0 |
| Core Basic EPS (Non-GAAP) | \$ 2.17 | \$ 1.46 | \$ 2.14 | \$ 2.09 | \$ 1.65 | \$ 1.56 | \$ 1.41 | \$ 1.45 | \$ 1.47 | \$ 1.57 | \$ 1.79 |
| Core Diluted EPS (Non-GAAP) | \$ 2.16 | \$ 1.45 | \$ 2.13 | \$ 2.09 | \$ 1.65 | \$ 1.56 | \$ 1.41 | \$ 1.45 | \$ 1.47 | \$ 1.57 | \$ 1.79 |

Note: Totals may not sum due to rounding.

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

(2) Costs associated with the sale of stock for the years ended December 31, 2021, 2020 and 2019 related to changes in the valuation of the funding swap entered into with the buyer of our Visa Class B restricted sales in 2016. Gains associated with the sale of stock for the years ended December 31, 2013 through December 31, 2016 related to the sale of MasterCard stock.

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

(4) One-time items for the year ended December 31, 2021 consisted of fees related to the prepayment of \$200 million of Federal Home Loan Bank advances and severance costs. 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.