Hawaiian Electric Industries, Inc.

4th Quarter & Full Year 2021 Financial Results; 2022 Outlook

February 14, 2022

HEI

Catalyst for a better Hawai'i



Solid 2021 performance

2021 selected highlights

Consolidated enterprise

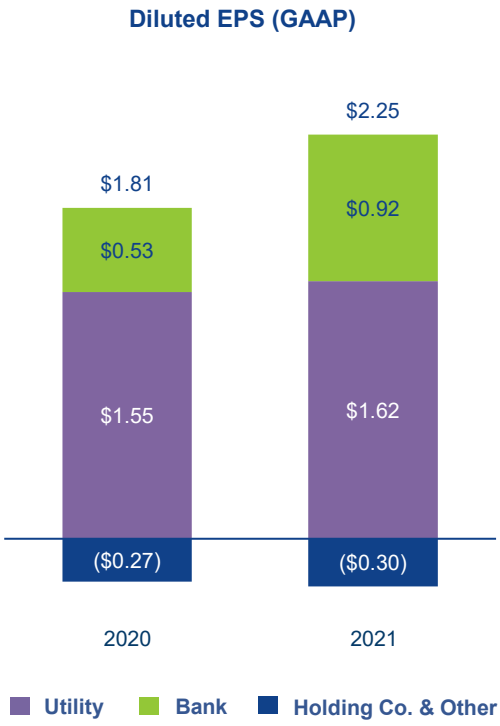
- 24% year-over-year EPS growth
- Increased annual dividend 4th year in a row

Utility

- Cost efficiencies and productivity improvements
- Delivered significant customer savings
- Continued progress on climate action plan

Bank

- 76% higher net income largely due to $25.8 million negative provision
  - Improved credit quality and recovering economy
  - Low net charge offs and healthy allowance for credit losses
  - Earning asset expansion and PPP fee recognition



Note: Columns may not foot due to rounding.

2021 utility achievements

Creating customer value	• Delivered $8 million in customer savings • Supported customers in financial need, including through pandemic bill relief • Implemented Battery Bonus and Quick Connect programs to accelerate storage additions and customer resource interconnections
Strengthening our foundation	• Transitioned to performance-based regulation June 1 • Ongoing focus on efficiency and productivity measures • Expanded leadership development and diversity, equity and inclusion initiatives • Successful union negotiations led to ratified 3-year contract
Building a stronger Hawaii	• New climate goals: *Reduce carbon emissions 70% by 2030 (vs 2005)* *Achieve net zero (or better) by 2045* • Achieved 38% renewable portfolio standard • Reached 1 GW of solar on system • Continued nation-leading customer rooftop solar penetration: 21% of residential customers, 37% of Oahu single family homes • Gained approval of key electrification pilot programs and applied to significantly expand utility public charging network

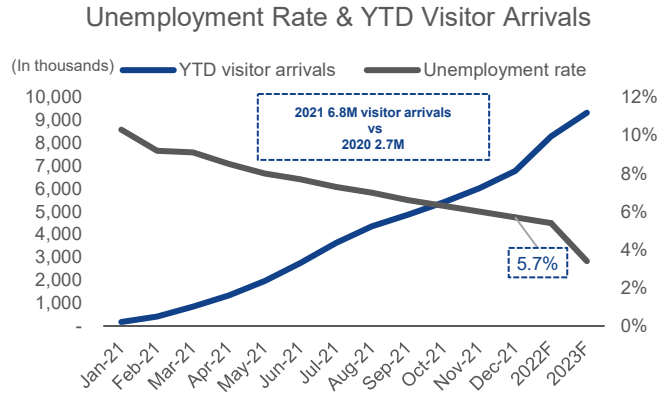
2021 bank achievements

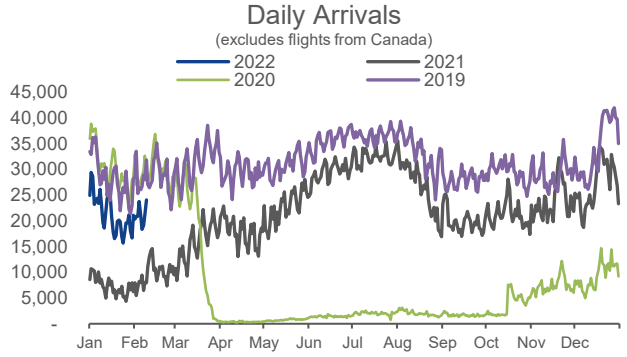
Delivering for customers	• Accelerated anytime, anywhere banking transition to meet customer needs
	  − ATM re-fleet
	  − 4 digital center conversions
	  − Expanded online functionality
	• 52% of customer deposits self service (as of Dec. 2021)
	• Deployed $551M in Paycheck Protection Program funds since inception

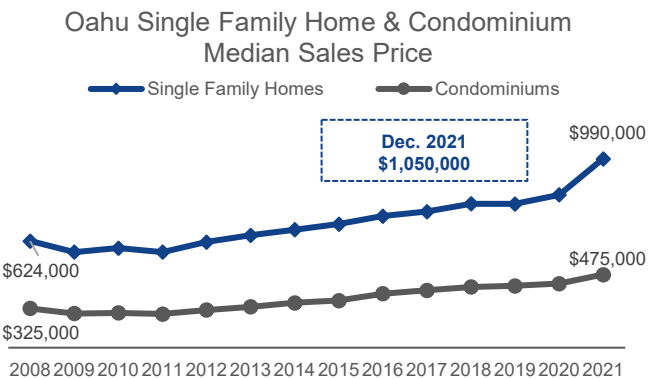
Maintaining financial strength	• $25.8M in negative provision reflects positive credit trends and improved economy • Robust growth in deposits (10.6%) and earning assets (11.4%) • Low average cost of funds (6 bps) • Tied 2020 mortgage production record ($1.2B), grew commercial real estate • Strong capital and liquidity position • Implemented efficiency initiatives while investing in digital transformation
Supporting our community	• Provided workforce development and entrepreneurship programs during COVID • Invested in affordable housing projects throughout Hawaii • Led successful Hawaii Restaurant Card program to support local restaurants and food supply chain

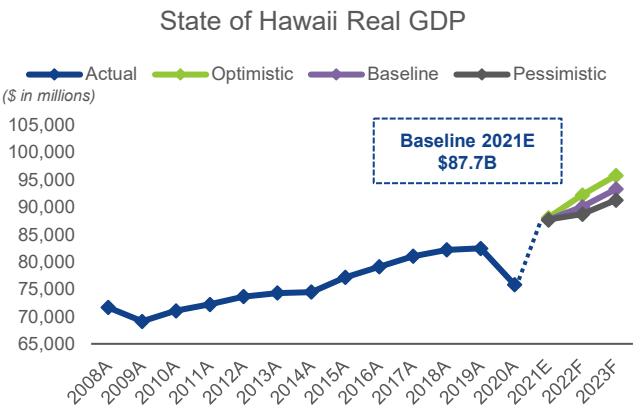
Hawaii economy strengthened with reopening

Continues to reflect virus trends



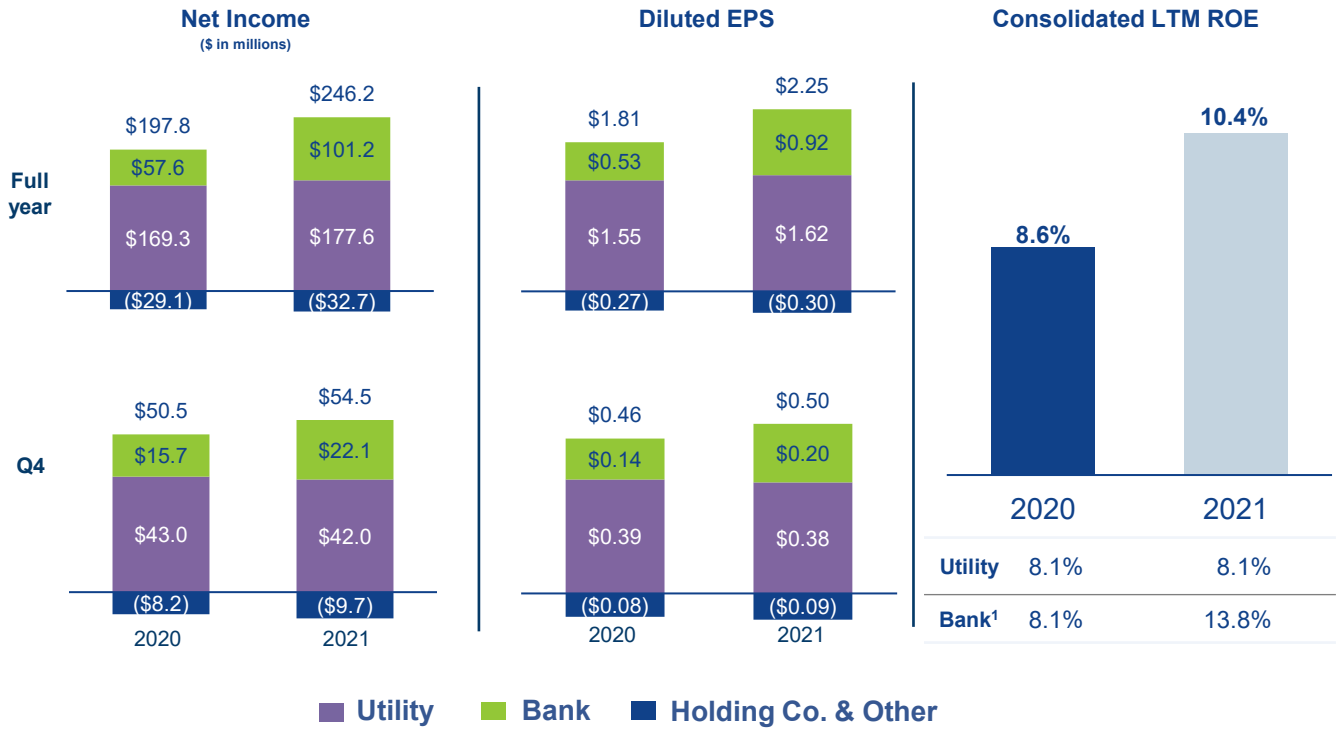






Sources: Department of Business, Economic Development and Tourism, U.S. Bureau of Labor Statistics, State of Hawaii Department of Health, Title Guaranty Hawaii. Forecasts from University of Hawaii Economic Research Organization (UHERO) Dec. 17, 2021 report.

Solid 2021 financial performance



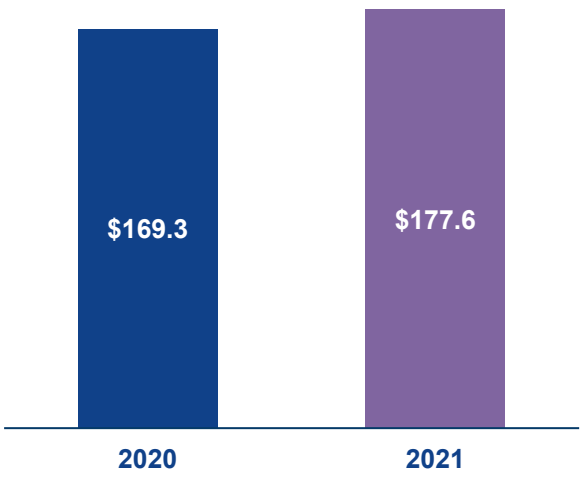
Note: Columns may not foot due to rounding.
1 Bank ROE based on daily average common equity.

2021 utility financial highlights

($ in millions)

- ✓ Delivered $8M customer savings and established $2M customer bill credit program
- ✓ Higher revenues:
  - − $9M rate adjustment mechanism (RAM); $7M annual rate adjustment (ARA) mechanism
    - • Partially offset by management audit savings and Maui County and Hawaii Island ERP benefits
  - − $2 million performance incentive mechanisms

UTILITY NET INCOME



KEY UTILITY EARNINGS DRIVERS, AFTER-TAX FAV/(UNFAV)

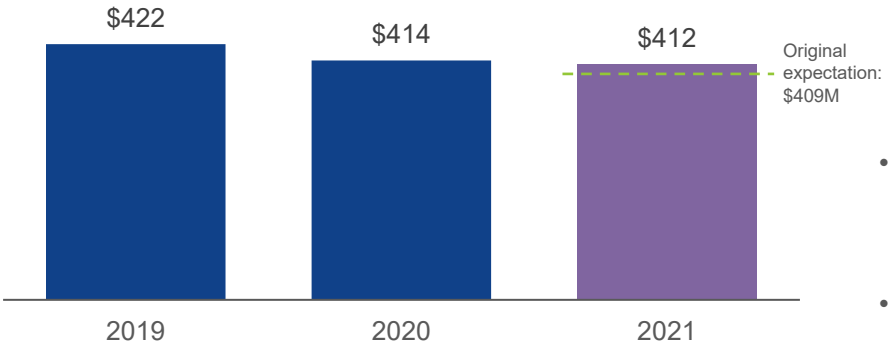
	2021 vs 2020
RAM & ARA	9
Oahu ERP benefits completed in 2020	4
Other revenues[1]	3
Performance incentive mechanisms	2
Higher depreciation	(5)
Higher interest expense	(3)
Lower fuel efficiency due to planned outages	(3)

1 Other Revenues are comprised of other activities billed to third parties and are primarily offset with O&M charges.

Lower Adjusted O&M excluding pension (non-GAAP)[1] reflects focus on cost efficiencies

Adjusted O&M excluding pension (non-GAAP)[1]

($ millions)



O&M GAAP to Non-GAAP reconciliation of 2021 O&M, net of exclusions ($ in millions)	
Total O&M Expense (GAAP)	**$475**
Exclude:	
Pension expense covered by rates[2]	$50
O&M expenses covered by surcharges	$6
Activities billed to 3rd parties	$7
Total Adjusted O&M Expense (non-GAAP), net	**$412**

- Reduction in Adjusted O&M excluding pension (non-GAAP)[1] since 2019
- Lower expenses in 2021 despite higher than expected storm costs and $2M customer bill credit
- Continued implementation of efficiency and productivity measures under PBR

1 Also excludes O&M expenses covered by surcharges or for activities billed to third parties.
2 Includes other postemployment benefits and excludes pension nonservice retirement benefits.

PBR framework financial drivers

	2022 amounts included under PBR
Annual revenue adjustment (ARA)	• $22.9M net ARA revenues (net of customer dividend and management audit savings)
Separately recovered O&M and capex	• $23.1M MPIR/EPRM revenues, with further potential: − Additional EPRM projects filed and pending approval by PUC
Performance incentive mechanisms (PIMs)	• Moderate upside from PIMs, including ~$2 - $4M from interconnection, grid services and RPS-A (potential for RPS-A upside)

Impacts in 2022 – first full year of PBR

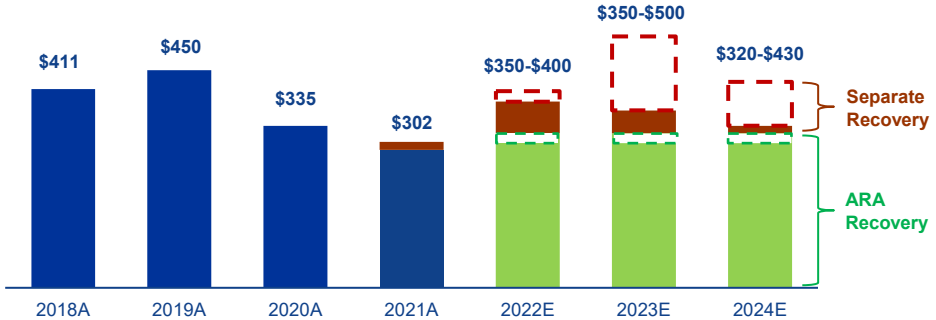
- Eliminate 20 bps of lag from shift to Jan. 1 ARA accrual
- Continue to narrow gap between earned and allowed ROE by operating within ARA formula for O&M and capex
- PBR PIMs could improve ROE performance

2022-24 Forecast

- ARA and separate recovery mechanisms are expected to enable average annual utility earnings growth of ~5%
- PIMs provide opportunity for incremental upside

Renewables, reliability and resilience drive capital investment

CAPITAL EXPENDITURES FORECAST *($ in millions)*



Low range includes baseline ARA capital and approved separately recovered projects.

High range includes separately recovered projects awaiting approval from the PUC, yet to be filed projects, and the high end of baseline ARA capital.

Status	Key Capex Projects[1]	Actual 2021	Forecast 2022	Forecast 2023	Forecast 2024	Recovery Mechanism
Approved	Grid Modernization Phase 1	$20	$30	$9		MPIR
	Waena Switchyard / Kahului Sync Condensers	$3	$6	$22	$1	EPRM
	Waiawa UFLS		$2			EPRM
	Army Privatization[2]		$3	$7	$7	Contractual (on and of)
	Customer Funded Projects	($14)	$6	$13	$7	Customer Funded
	Total	**$10**	**$47**	**$51**	**$15**	
Awaiting PUC approval or yet to be filed	Grid Modernization Phase 1 – Full Deployment		$7	$40	$17	MPIR
	Maui / Hawaii Island BESS Projects		$16	$55	$7	EPRM
	Other EPRM Major Projects	$7	$6	$28	$67	
	Total	**$7**	**$29**	**$123**	**$91**	
ARA recovery	Baseline and Other Capex	**$285**	**$300-$320**	**$300-$320**	**$300-$320**	ARA

Note: Capital expenditure figures are net of contributions in aid of construction (CIAC).

1 Key projects listed may not sum to capex range shown on bar chart.

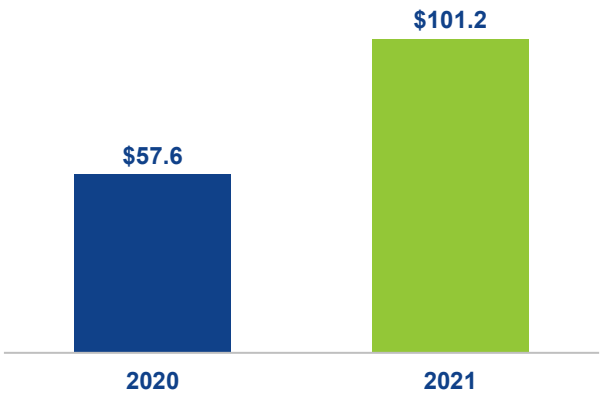
2 $18M for the non-cash asset acquisition of the Army's electric distribution system is not shown in the table as it will not be classified as a capital expenditure.

2021 bank financial highlights

($ in millions)

- ✓ Net income up 76%, largely due to $25.8 million negative provision for credit losses
  - Reflects significant improvement in credit quality and economic environment
- ✓ Net interest margin of 2.91%, with record low average funding cost of 6 bps
- ✓ 10.6% deposit growth, 11.4% earning asset growth
- ✓ $1.2B residential mortgage production
- ✓ $59M dividend to holding company in 2021

BANK NET INCOME

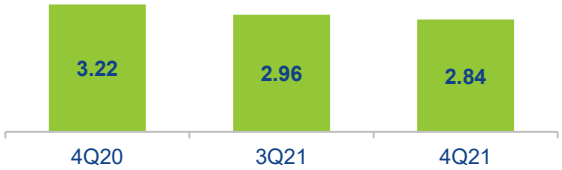


KEY BANK EARNINGS DRIVERS, AFTER-TAX FAV/(UNFAV)

	2021 vs 2020
Net interest income	3
Provision for credit losses	56
Noninterest income	(10)
Noninterest expense	(4)

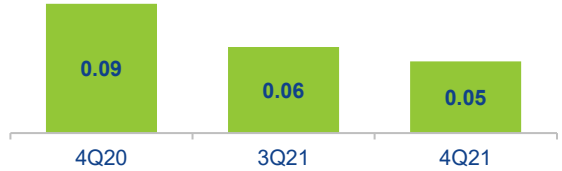
Net interest income grew with earning asset growth despite margin pressure

YIELD ON EARNING ASSETS (%)

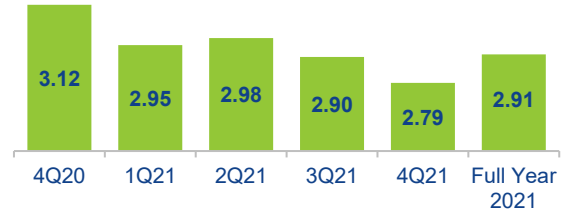


PPP ($ in millions)	Loans	Fees
Funded $ / count	$551 / 6,300	$23
Forgiveness / paydowns to date	$482	$20
Balance (as of 12/31/21)	**$69**	**$3**

COST OF FUNDS (%)



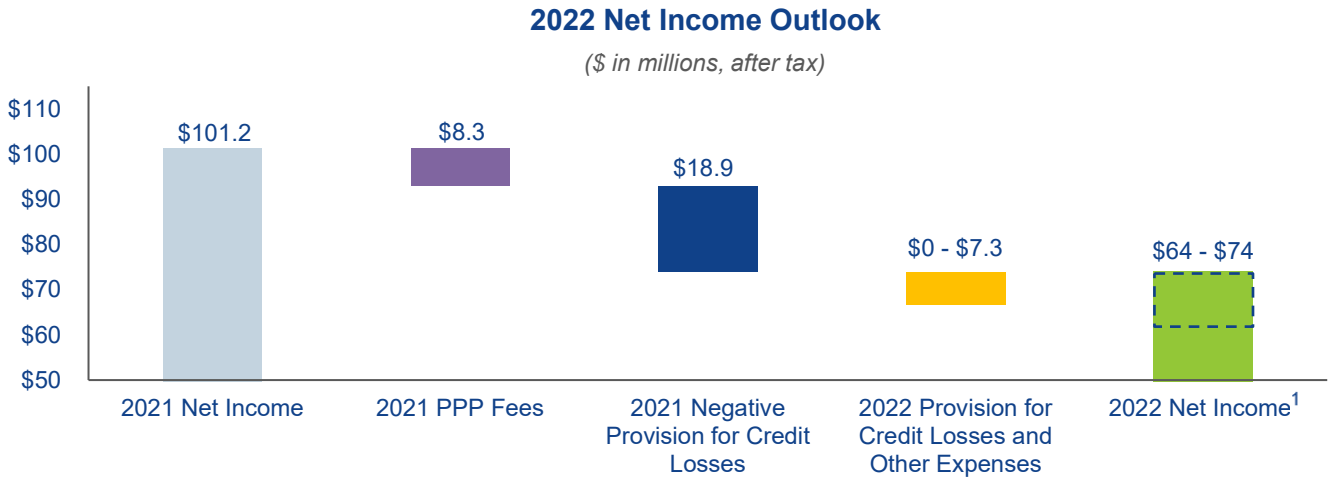
NET INTEREST MARGIN (%)



	Actual	PPP	Ex. PPP
3Q21 Reported NIM	**2.90%**	**9.79%**	**2.75%**
Impact of higher customer deposits	-0.02	--	-0.02
Impact of earning asset mix and rate environment	-0.05	--	-0.06
PPP forgiveness	-0.05	3.11	--
Funding cost reduction	0.01	--	0.01
4Q21 Reported NIM	**2.79%**	**12.90%**	**2.68%**

2022 bank net income drivers

- PPP fee income tapers off as remaining PPP loans are forgiven
- Allowance for credit losses reflects anticipated continued economic improvement and reserves for loan growth
- Rising interest rate environment benefits net interest margin over time
- Efficiency focus keeps operating expense increases moderate as ASB invests in digital transformation



1 Based on bank 2022 EPS guidance range. Total may not foot.

HEI financing outlook 2022
(as of February 14, 2022)

Both bank and utility remain net cash flow providers to holding company

No external equity required in 2022

Balance sheet remains investment grade

Two investment grade subsidiaries:

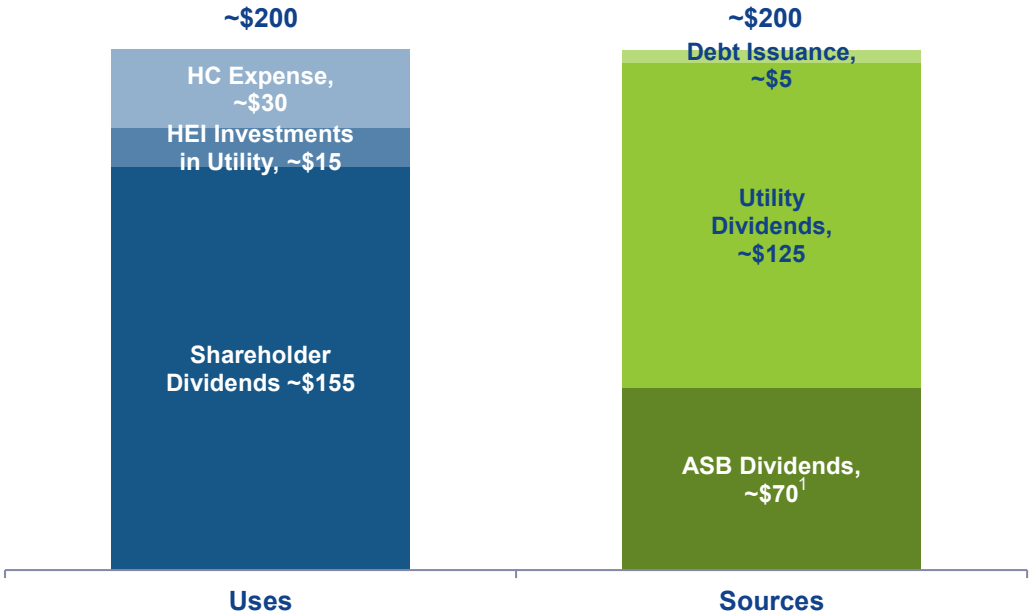
Utility

- BBB/stable - S&P
- Baa1/stable - Moody's
- BBB+/stable - Fitch

Bank

- BBB/stable - Fitch

2022 HOLDING COMPANY SOURCES & USES OF CAPITAL
($ in millions)



Note: Numbers in chart are rounded to nearest multiple of 5 million.
1 Estimated cash dividends to be received in 2022 by Holdco.

HEI 2022 EPS guidance

(as of February 14, 2022)

HEI EPS: $2.00 - $2.20 PER SHARE

UTILITY EPS: $1.68 - $1.78

KEY ASSUMPTIONS:

- Full recovery of COVID-19 related expenses
- Capex of $350 to $400 million
- Moderate upside from PIMs
- Adjusted O&M excluding pension[1] within recovery levels under the ARA formula
- Equity capitalization at approved rate case levels
- 2022 - 24 earnings growth of ~5% with upside from PIMs

BANK EPS: $0.59 - $0.68

KEY ASSUMPTIONS:

- NIM (%) **2.70% – 2.85%**
- Provision expense (millions) **$0 to $10**
- ROA (%) **>0.70**
- Low single digit earning asset growth
- Non-interest expense flat to slightly above prior year

No new equity issuances in 2022

Targeting dividend growth in line with earnings growth

1 Also excludes O&M covered by surcharges or for activities billed to third parties.

Note: Holding company and other net loss estimated at $0.28 - $0.30.

Reference the cautionary note regarding forward-looking statements (FLS) accompanying this presentation which provides additional information on important factors that could cause results to differ. The company undertakes no obligation to publicly update or revise FLS, including EPS guidance, whether as a result of new information, future events, or otherwise. See also the FLS and risk factors in HEI's SEC form 10-K for the year ended December 31, 2020 and HEI's other periodic reports.

Appendix

HEI
Catalyst for a better Hawai'i

Experienced, committed leadership team

New HEI and Hawaiian Electric CEOs effective Jan. 1, 2022



Scott Seu

HEI
President & CEO

- President & CEO of Hawaiian Electric Feb. 2020 – Dec. 2021
- Held key leadership positions across utility since 1993, including renewables planning and system operations
- Led resilience initiatives, building stronger relationships with key stakeholders and communities
- Led implementation of "One Company" transformation strategy



Shelee Kimura

Hawaiian Electric
President & CEO

- Held key leadership positions at HEI and utility since 2004
- Led business development, strategic planning, utility transformation strategy, renewable energy acquisition
- Improved customer satisfaction to top third in industry
- Oversaw expansion of programs that increased rooftop solar to more than 90,000 systems



Ann Teranishi

American Savings Bank
President & CEO

- Held key leadership positions at ASB since 2007
- Instrumental in leading ASB's digital banking transformation
- Led strategic initiatives to improve ASB's operational efficiency and enhance customer experience
- Led ASB's retail credit team to best-in-class loan fulfillment times



Greg Hazelton

HEI
EVP & Chief Financial Officer, Chief Risk Officer

- Oversees HEI's financial management, corporate strategy, enterprise risk and investor relations functions
- Senior executive sponsor of HEI's corporate sustainability / ESG program development
- Investment banking managing director with over 12 years experience in both regulated and competitive markets working with an international client base prior to joining HEI in 2013



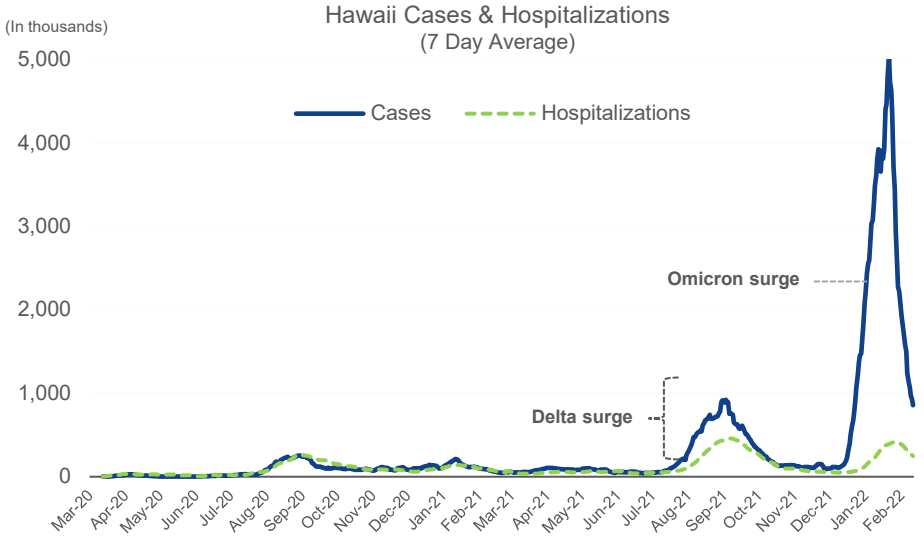
Kurt Murao

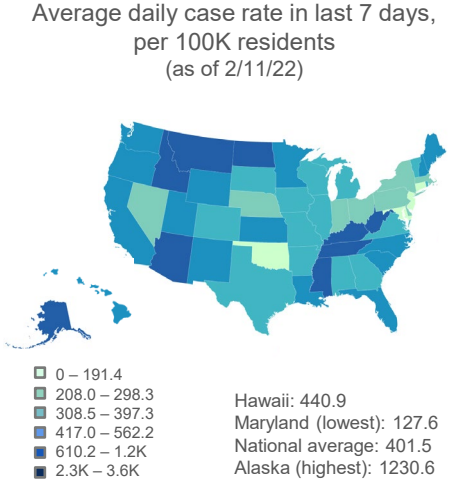
HEI
EVP, General Counsel, Chief Administrative Officer & Corporate Secretary

- Oversees and leads HEI's legal and compliance, administration and corporate secretary functions and is HEI's chief compliance officer
- Roles with the division of corporation finance at the U.S. Securities and Exchange Commission and a national law firm prior to joining HEI as associate general counsel in 2011

COVID-19 Update

- COVID cases declining as Omicron surge wanes
- Dec. 2021 tourism arrivals 150% above Dec. 2020
- 75% of Hawaii population fully vaccinated, 36% with boosters





Sources: Centers for Disease Control and Prevention, Honolulu Star-Advertiser, Johns Hopkins, State of Hawaii – Department of Health, U.S. Department of Health and Human Services.

New PBR framework

In full effect as of June 1, 2021

Pre-PBR mechanisms	*Change under PBR*
3-year rate plan	**5-year rate plan**
Revenue adjustment mechanism (RAM)	**Annual revenue adjustment (ARA)** Accounts for inflation, productivity improvements (set at zero), material events outside utility control, customer dividend
Major project interim recovery (MPIR)	**Exceptional Project Recovery Mechanism (EPRM)** Continues to provide recovery for extraordinary projects; expanded to cover O&M expense projects and programs (not just capex). Provides for pro-rated full project cost recovery first year project in service
Existing cost trackers	**Remain in place** Includes purchased power adjustment clause; energy cost recovery clause; renewable energy infrastructure, demand side management, demand response recovery surcharges, pension trackers
Performance incentive mechanisms (PIMs)	**Additional PIMs added** New PIMs designed to drive progress on priority outcomes in addition to previous PIMs
Earnings sharing above allowed ROE	**Symmetrical earnings sharing mechanism** No earnings sharing within +/-300bps deadband of allowed ROE of 9.5%; 50-50 sharing within +/-150bps outside of deadband, 90-10 sharing thereafter
Decoupling	**Remains in place**

Earnings primarily driven by 3 main sources under PBR

1 Annual Revenue Adjustment (ARA)

- Inflation less customer dividend
- **Keeping baseline O&M and baseline capital investments within ARA revenues allows full recovery on and of capital** (ARA revenues include capital revenue requirement at allowed return)
- **Controlling O&M and capital investment costs through efficiencies can add incremental earnings**

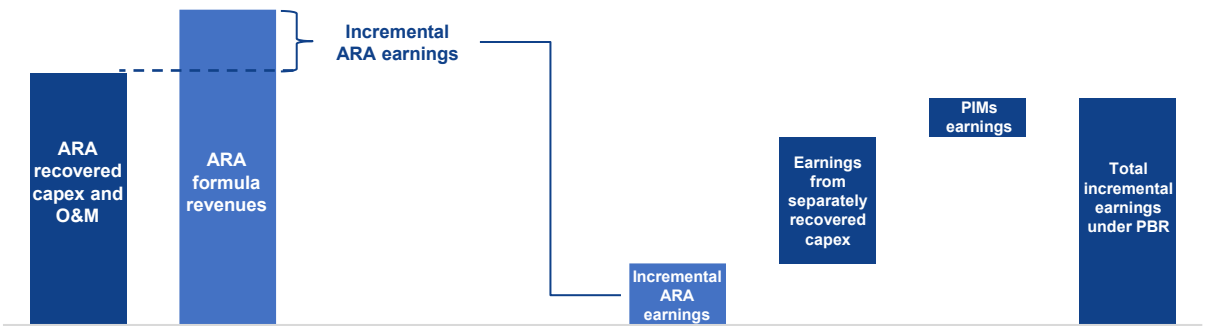
2 Separate Recovery

- Exceptional Project Recovery Mechanism (EPRM), innovative pilot projects and Renewable Energy Infrastructure Program (REIP) provide above-ARA recovery for approved O&M and capital investments
- **Separately recovered investments provide incremental earnings**

3 Performance Incentive Mechanisms (PIMs)

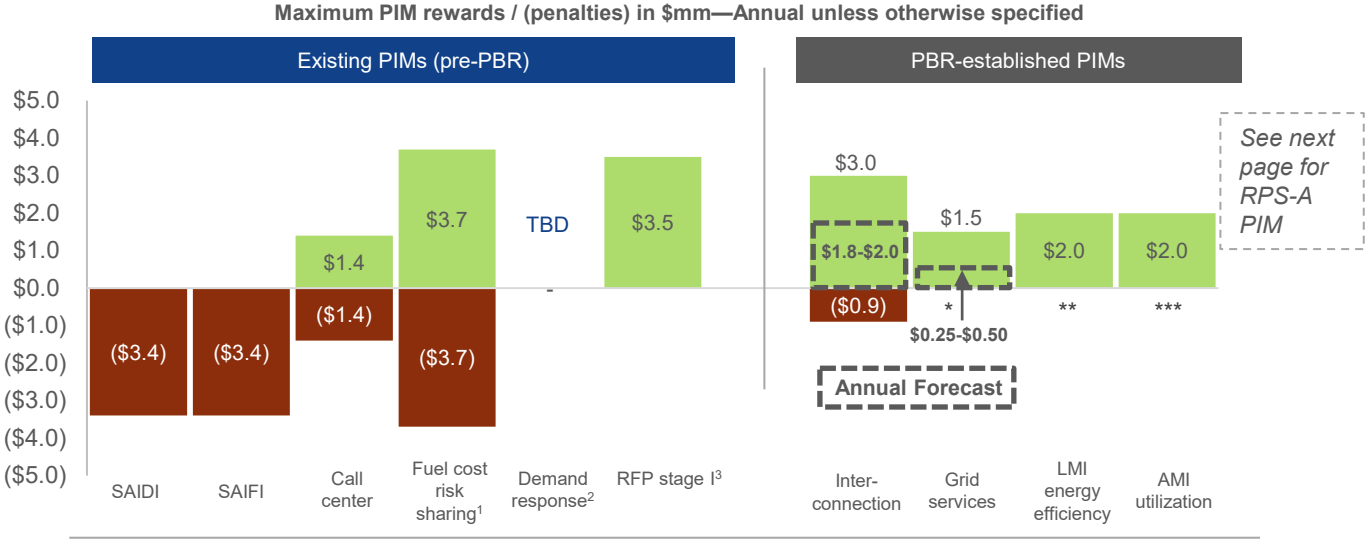
- PBR PIMs provide opportunity for additional upside
- **PIMs provide incremental earnings**

Illustrative Capital Expenditures and O&M[1]



1 Also excludes O&M covered by surcharges or for activities billed to third parties.

Performance incentive mechanisms (PIMs) incentivize performance on key outcomes



Existing PIMs (pre-PBR)

1 Fuel cost risk sharing outcome depends on fuel price changes relative to Jan. 2022 benchmark. See slide 23.
2 Awaiting PUC guidance on next steps to define incentive metric details.
3 No rewards anticipated in 2022 under RFP Stage 1 shared savings mechanism (SSM) given timing of project completions, as award applies after first full year of operation. RFP Stage 2 SSM potential did not materialize due to market pricing higher than benchmark.

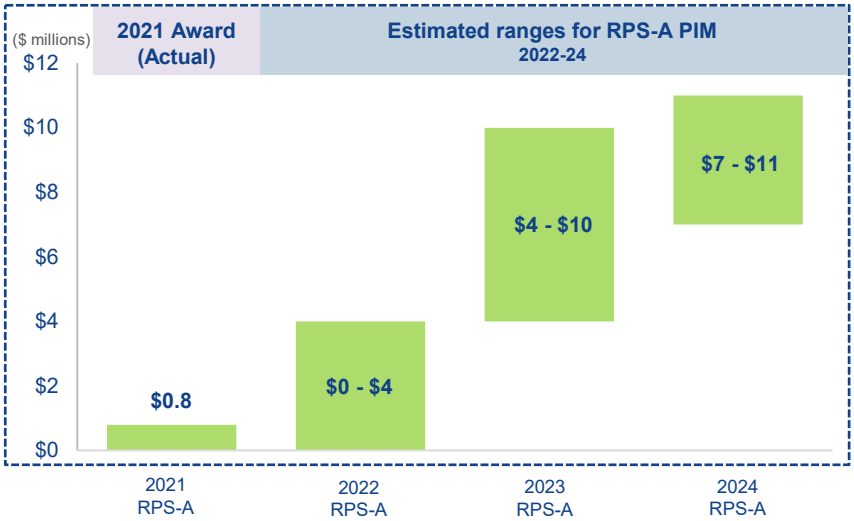
PBR-established PIMs

* Amount can be earned over two years (2021-22); beyond 2022, potential to transition to another PIM.
** Awaiting clarity on Hawaii Energy's Annual Plan to determine ability to meet targets. Hawaii Energy is the customer-funded conservation, efficiency and demand-side management program operated by the Public Benefits Fee Administrator under contract with the PUC.
*** Based on first year experience in 2021, existing targets unachievable even under exceptional performance. Proposing PIM be modified to provide achievable targets.

RPS-A PIM rewards accelerated renewable energy growth

RPS-A PIM potential grows as more renewable energy projects come online

- Projects approved or pending approval have potential to add ~607 MW of solar and ~3 GWh of storage by ~2024



Ranges above are based on assumptions as of 2/11/22 regarding renewable project commercial operation dates and total generation. May change as completion timelines shift. See Renewable Project Status Board on Hawaiianelectric.com for latest updates.

RPS-A PIM: (1) Annual Targets: Interpolated between statutory RPS milestones, e.g.: 32% in 2022, 33% in 2023, … , 40% in 2030, 43% in 2031, etc.; (2) Calculation: (grid scale ren. energy + customer-sited ren. energy) / (total net generation + customer ren. energy), (3) Rewards for outperformance: 2021-22 = $20/MWh, 2023 = $15/MWh, 2024+ = $10/MWh

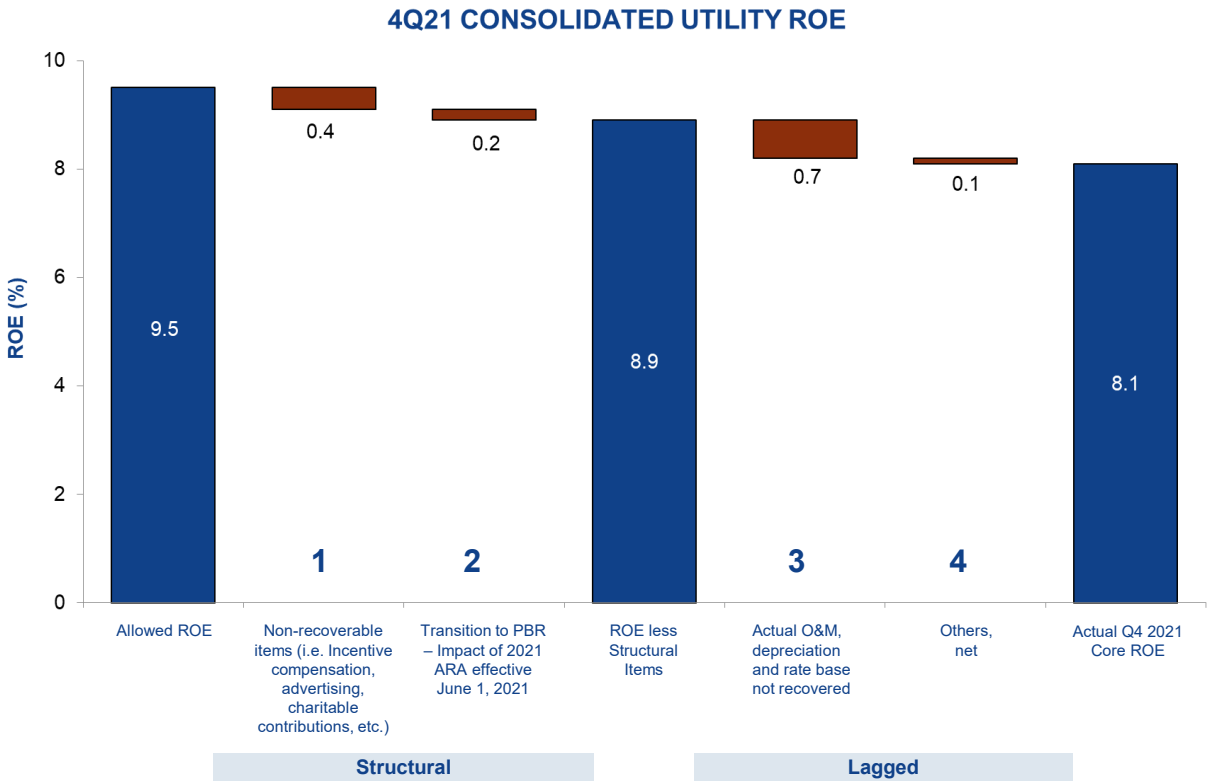
Statutory RPS: (1) Goals: 30% by 2020, 40% by 2030, 70% by 2040, 100% by 2045; (2) Calculation: (grid scale ren. energy + customer-sited ren. energy) / utility sales; (3) Penalty for underperformance: $20 per MWh below RPS milestone (may be reduced at PUC discretion)

Fossil fuel cost risk sharing

- Symmetrical mechanism
- Variations in fossil fuel price above or below baseline shared 98% customers / 2% utility
- Applies to utility fossil fuel generation (not IPP generation or non-fossil fuels), includes fuel efficiency impacts
- Baseline price: January fuel prices for each fossil fuel type

	Hawaiian Electric (Oahu)	Hawaii Electric Light (Hawaii Island)	Maui Electric (Maui County)
Annual upside / downside cap	+/-$2.5 million	+/-$600,000	+/-$633,000
January 2022 fuel price ($ per bbl)			
Low Sulphur Fuel Oil (LSFO)	$100.54		
Intermediate Fuel Oil (IFO)		$86.31	$84.42
Diesel		$111.32	$106.21

Utility LTM ROE



Status of key open dockets

Subject and description	Docket #	Latest development	Next milestone
Performance-based regulation Proceeding to evolve regulatory framework to better align with customer interests and state clean energy policy	2018-0088	Nov. 2021 PUC Order revised procedural schedule for consideration of potential PIMs to address PUC areas of concern. Company filed Innovation Pilot Framework Workplan Nov. Preliminary statements of position filed Feb. 8.	Responses to information requests and final statements of position due Mar. 2022, hearing Apr. 2022.
Stage 2 RFP Sought up to ~900 MW of new renewables and over 500 GWh of storage, as well as grid services	2017-0352	PUC approved 6 PV+BESS PPAs and 1 standalone storage ESPPA. PUC approved Oahu GS RFP, with modifications. Draft Stage 3 RFP for Hawaii Island filed Oct. 2021.	Companies to complete PUC proceedings for projects pending approval and complete Interconnection Requirements Studies.
Interconnection Review status and interconnection progress of renewable projects, AES Plant, Kahului Power Plant, and other fossil fuel power plant transition plans, as needed	2021-0024	Filed application Jan. 14 for Stage 2 Kupono Solar for 42MW / 168MWh solar + storage project on U.S. Navy land. PUC clarifying order directs Company to track costs to consumers caused by changes to project schedules, clarified PUC does not intend to, at this time, impose penalties on Company.	Companies continue to file monthly status updates on Stage 1 and 2 RFP projects as well as CBRE Phase 1 projects.
Integrated Grid Planning (IGP) Next phase of long-range planning, combining planning and procurement of traditional and non-traditional resources	2018-0165	Revised Grid Needs Assessment (GNA) methodology and planning criteria filed Nov. 2021. Parties' comments filed Dec. 2021. Company's response to Parties comments filed Jan. 2022.	Pending PUC review and approval of IGP Input and Assumptions and GNA methodology and planning criteria.
Grid Modernization Plans for implementing new technologies to increase utilization of DER while improving grid reliability and resiliency	2017-0226; 2018-0141; 2019-0327	PUC issued order clarifying that Company may move to lift suspension of Dkt 2019-0327 six months before GMS Phase 1 is scheduled to be completed.	PUC is considering Company's plans for full AMI deployment throughout the service territories in GMS Phase 1.
Electrification of Transportation Public EV Charger Expansion Project	2021-0173	Filed application for Public EV Charger Expansion Project and revisions to EV-U tariffs.	Pending PUC Order to address motions for intervention and participation and establish proposed procedural schedule.
Community Based Renewable Energy Phase 2 program capacity expanded to 235 MW	2015-0389	Filed updated tariffs, RFP and model contracts for LMI subscribers, Tranche 1, and Lanai Aug. 2021. Filed final Tariff, RFPs and model contracts for Molokai and Lanai Nov. 2021. PUC approved phase 2 RFPs Feb. 9.	Companies to submit by Feb. 23 CBRE Tranche 1 and LMI RFPs and tariffs. The tariffs and RFPs are approved automatically 15 days after filing, unless otherwise ordered.
E-Bus and Commercial make-ready infrastructure Support make-ready infrastructure, enable and accelerate electrification of bus fleets	2020-0098 2020-0202	PUC approved Charge Ready Hawaii Pilot Project and recovery of associated revenues through Approved Pilot Process.	Reporting requirements pursuant to order.
DER Policies Investigates Distributed Energy Resources (DER) as they relate to the Hawaiian Electric Companies	2019-0323	Final Advanced Rate Design proposal filed Mar. 2021. In Nov. 2021, PUC approved Parties' Volt Watt Stipulation and provided guidance for Technical Track next steps. In Jan. 2022, PUC extended Program Track schedule, requiring certain deliverables including modifications to the SDP intended to increase program enrollment as well as establishing the DER Program Structure ("DPS").	Pending order on Advanced Rate Design. 12-month timeframe to come to consensus on remaining Technical Track issues. SDP Amendment proposals due Feb. 2022 to be effective Mar. 1, 2022. DPS Phase 2 commences Mar. 2022 leading up to DER Program Transition Plan to be submitted Jun. 2022.
COVID-19 Deferral Accounting Treatment Request to defer costs associated with COVID-19 pandemic	2020-0069	PUC approved extension of deferral period through Dec. 2021. In Dec. 2021 Company notified PUC it does not intend to request extension of deferral period beyond Dec. 2021.	Cost recovery request to be filed separately.
COVID-19 Extending Suspension of Termination or Disconnection of Regulated Utility Service and Establishing Reporting Requirements A repository for the monthly and quarterly report filings	2020-0209	Suspension of disconnection for non-payment expired May 31, 2021.	Ongoing quarterly and monthly reporting.

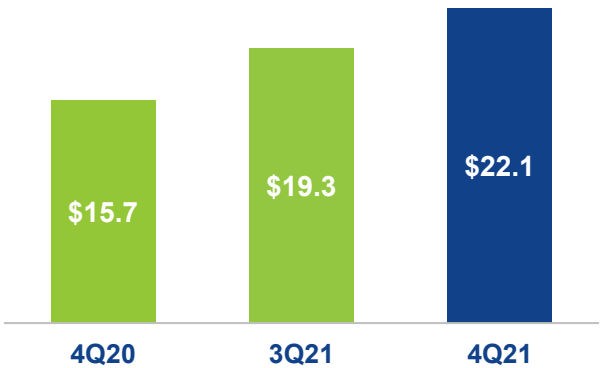
4Q21 bank financial highlights

($ in millions)

4Q21 vs 3Q21 selected key drivers

- ✓ Release of reserves for credit losses resulting in negative provision
  - Favorable credit trends
  - Continued improvement in economic environment
- ✓ Net interest income impacted by lower PPP fee recognition
  - Lower asset yields partially offset by earning asset growth
  - Continued record low cost of funds

BANK NET INCOME

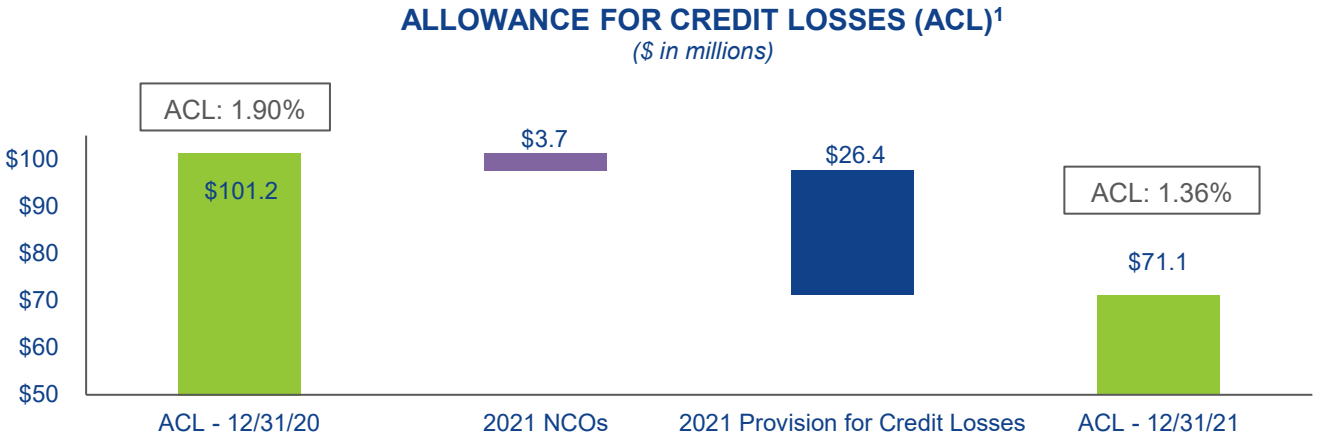


KEY BANK EARNINGS DRIVERS, AFTER-TAX FAV/(UNFAV)

	4Q21 vs 4Q20[1]	4Q21 vs 3Q21[1]
Net interest income	-	(1)
Provision for credit losses	11	1
Noninterest income	(4)	-
Noninterest expense	-	1

1 Listed variance items may not total to net income difference due to rounding.

Negative provision reflects favorable credit trends, improved economic environment



	2020	2021	Change
Beginning ACL balance	$53.4	$101.2	$47.8
Day 1 CECL adjustment	$19.4	$0.0	($19.4)
Quarterly provision	$49.8	($26.4)	($76.2)
Less: quarterly NCOs	($21.4)	($3.7)	$17.7
Ending ACL balance	$101.2	$71.1	($30.1)

1 Excludes provision for unfunded loan commitments; reserve for unfunded loan commitments is classified in other liabilities on balance sheet and excluded from ACL.

Bank liquidity and capital remain strong

Access to large amounts of secured funding

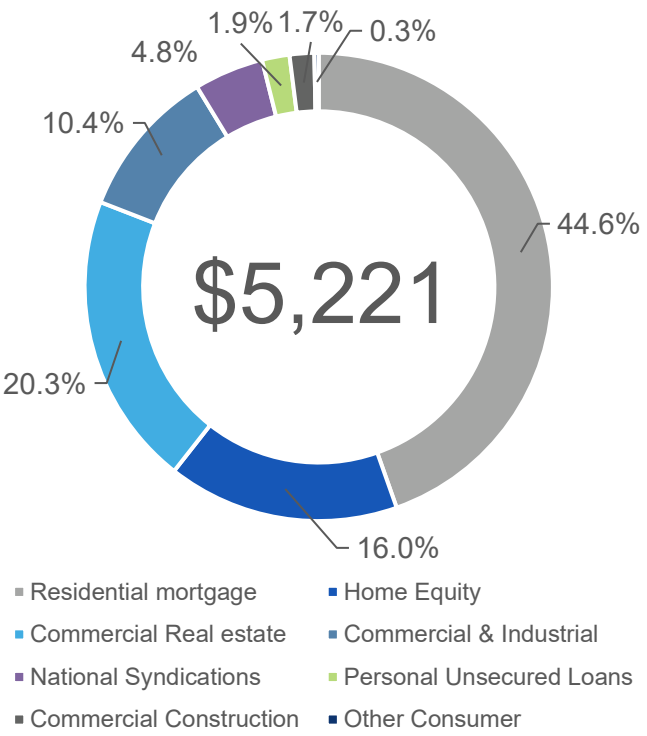


ASB has more than $232M of excess equity above the "well capitalized" level

Capital Ratio	Tier 1 leverage
As of 12/31/21	7.86%
"Well capitalized"	5.00%
Minimum requirements	4.00%

Bank loan portfolio: Conservative profile, concentrated in real estate-secured loans

($ in millions)



Loan portfolio characteristics

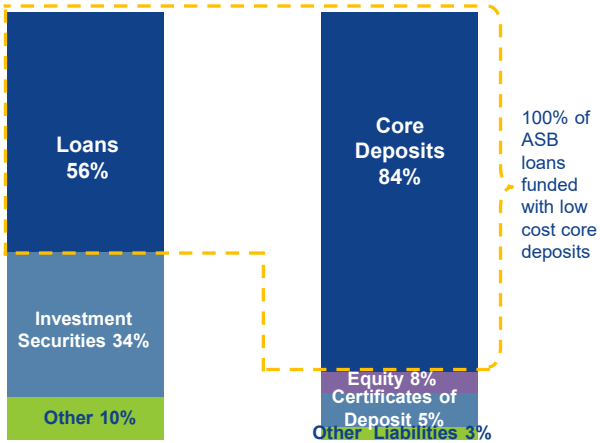
- ✓ ~83% of portfolio secured by real estate (84% excl. PPP)
  - * Residential Wtg Avg LTV < 50%; CRE Wtg Avg LTV < 60%
- ✓ C&I represent ~10% of total loans (9% excl. PPP)
- ✓ Personal unsecured loans represent ~2% of loans

$ in millions	December 31, 2021	% of total loans
Residential mortgage	2,330	44.6%
Home Equity	836	16.0%
Commercial Real estate	1,057	20.3%
Commercial Construction	91	1.7%
Real Estate Secured	**4,314**	**82.6%**
Commercial & Industrial	543	10.4%
National Syndications	250	4.8%
Total Commercial	**793**	**15.2%**
Personal Unsecured Loans	98	1.9%
Other Consumer	16	0.3%
Total Consumer	**114**	**2.2%**
Total Loans	5,221	

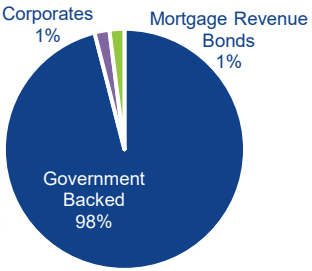
Quality bank balance sheet and loan portfolio

ASB[1]

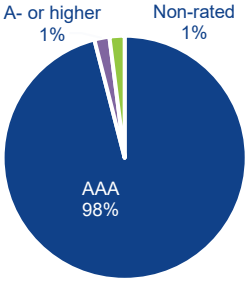
Average yield on earning assets	2.84%
Average cost of funds	0.05%
Return on avg. equity[2]	12.10%



Investment Portfolio Sectors



Investment Portfolio Ratings



Columns may not foot due to rounding.
1 For quarter ending 12/31/21.
2 Bank return on average equity calculated using daily average common equity.

Cautionary note regarding forward looking statements

This presentation made by Hawaiian Electric Industries, Inc. (HEI) and Hawaiian Electric Company, Inc. (Hawaiian Electric) and their subsidiaries contain "forward-looking statements," which include statements that are predictive in nature, depend upon or refer to future events or conditions and usually include words such as "will," "expects," "anticipates," "intends," "plans," "believes," "predicts," "estimates" or similar expressions. In addition, any statements concerning future financial performance, ongoing business strategies or prospects or possible future actions are also forward-looking statements. Forward-looking statements are based on current expectations and projections about future events and are subject to risks, uncertainties and the accuracy of assumptions concerning HEI and its subsidiaries (collectively, the Company), the performance of the industries in which they do business and economic, political and market factors, among other things. These forward-looking statements are not guarantees of future performance and actual results and financial condition may differ materially from those indicated in the forward-looking statements. Risks, uncertainties and other important factors that could cause actual results to differ materially from those described in forward-looking statements and from historical results include, but are not limited to, the following:

- international, national and local economic and political conditions—including the state of the Hawaii tourism, defense and construction industries; the strength or weakness of the Hawaii and continental U.S. real estate markets (including the fair value and/or the actual performance of collateral underlying loans held by ASB, which could result in higher loan loss provisions and write-offs); decisions concerning the extent of the presence of the federal government and military in Hawaii; the implications and potential impacts of future Federal government shutdowns, including the impact to our customers' ability to pay their electric bills and/or bank loans and the impact on the state of Hawaii economy; the implications and potential impacts of U.S. and foreign capital and credit market conditions and federal, state and international responses to those conditions; the potential impacts of global and local developments (including global economic conditions and uncertainties, unrest, terrorist acts, wars, conflicts, political protests, deadly virus epidemic or other crisis); the effects of changes that have or may occur in U.S. policy, such as with respect to immigration and trade; and pandemics;
- the extent of the impact of the COVID-19 pandemic, including the duration, spread, severity and any recurrence of the COVID-19 pandemic due to new variants or insufficient vaccinations, the duration and scope of related government orders and restrictions, the impact on our employees, customers and suppliers, and the impact of the COVID-19 pandemic on the overall demand or ability to pay for the Company's goods and services, all of which could be affected by the pace of distribution, administration, and efficacy of COVID-19 vaccines over the short- and long-term, as well as the proportion of the population vaccinated;
- ability to adequately address risks and capitalize on opportunities related to our environmental, social and governance (ESG) priority areas, which currently include decarbonization, economic health and affordability, reliability and resilience, secure digitalization, diversity, equity and inclusion, employee engagement, and climate-related risks and opportunities;
- citizen activism, including civil unrest, especially in times of severe economic depression and social divisiveness, which could negatively impact customers and employees, impair the ability of the Company and the Utilities to operate and maintain their facilities in an effective and safe manner, and citizen or stakeholder activism that could delay the construction, increase project costs or preclude the completion, of third-party or Utility projects that are required to meet electricity demand, resilience and reliability objectives and renewable portfolio standards (RPS) and other climate-related goals;
- the effects of future actions or inaction of the U.S. government or related agencies, including those related to the U.S. debt ceiling or budget funding, monetary policy, trade policy and tariffs, energy and environmental policy, and other policy and regulatory changes advanced or proposed by President Biden and his administration;
- weather, natural disasters (e.g., hurricanes, earthquakes, tsunamis, lightning strikes, lava flows and the increasing effects of climate change, such as more severe storms, flooding, droughts, heat waves, and rising sea levels) and wildfires, including their impact on the resilience and reliability and cost of the Company's and Utilities' operations and the economy;
- the timing, speed and extent of changes in interest rates and the shape of the yield curve, which could result in lower portfolio yields and net interest margin, or higher borrowing costs;
- the ability of the Company and the Utilities to access the credit and capital markets (e.g., to obtain commercial paper and other short-term and long-term debt financing, including lines of credit, and, in the case of HEI, to issue common stock) under volatile and challenging market conditions, and the potential higher cost of such financings, if available;
- the risks inherent in changes in the value of the Company's pension and other retirement plan assets and ASB's securities available for sale, and the risks inherent in changes in the value of the Company's pension liabilities, including changes driven by interest rates and mortality improvements;
- changes in laws, regulations (including tax regulations), market conditions, interest rates and other factors that result in changes in assumptions used to calculate retirement benefits costs and funding requirements;
- the impact of the Economic Growth, Regulatory Relief and Consumer Protection Act which became Public Law No.: 115-174 on May 24, 2018, and its associated rules and regulations;
- increasing competition in the banking industry from traditional financial institutions as well as from non-traditional providers of financial services, including financial service subsidiaries of commercial and manufacturing companies (e.g., increased price competition for deposits, or an outflow of deposits to alternative investments or platforms, which may have an adverse impact on ASB's cost of funds);

Cautionary note regarding forward looking statements

- the potential delay by the Public Utilities Commission of the State of Hawaii (PUC) in considering (and potential disapproval of actual or proposed) renewable energy proposals and related costs; reliance by the Utilities on outside parties such as the state, independent power producers (IPPs) and developers; and uncertainties surrounding technologies, solar power, wind power, biofuels, environmental assessments required to meet RPS and other climate-related goals; the impacts of implementation of the renewable energy proposals on future costs of electricity and potential penalties imposed by the PUC for delays in the commercial operations of renewable energy projects;
- the ability of the Utilities to develop, implement and recover the costs of implementing the Utilities' action plans included in their updated Power Supply Improvement Plans, Demand Response Portfolio Plan, Distributed Generation Interconnection Plan, Grid Modernization Plans, and business model changes, which have been and are continuing to be developed and updated in response to the orders issued by the PUC, the PUC's April 2014 statement of its inclinations on the future of Hawaii's electric utilities and the vision, business strategies and regulatory policy changes required to align the Utilities' business model with customer interests and the state's public policy goals, and subsequent orders of the PUC;
- the ability of the Utilities to recover undepreciated cost of fossil fuel generating units, if they are required to be retired before the end of their expected useful life;
- capacity and supply constraints or difficulties, especially if generating units (utility-owned or IPP-owned) fail or measures such as demand-side management, distributed generation, combined heat and power or other firm capacity supply-side resources fall short of achieving their forecasted benefits or are otherwise insufficient to reduce or meet peak demand;
- fuel oil price changes, delivery of adequate fuel by suppliers and the continued availability to the electric utilities of their energy cost recovery clauses (ECRCs);
- the continued availability to the electric utilities or modifications of other cost recovery mechanisms, including the purchased power adjustment clauses (PPACs), annual revenue adjustment (ARA) and pension and postretirement benefits other than pensions (OPEB) tracking mechanisms, and the continued decoupling of revenues from sales to mitigate the effects of declining kilowatthour sales;
- the ability of the Utilities to recover increasing costs and earn a reasonable return on capital investments not covered by the annual revenue adjustment (ARA), while providing the customer dividend required by performance-based regulation (PBR);
- the ability of the Utilities to achieve performance incentive goals currently in place;
- the impact from the PUC's implementation of PBR for the Utilities pursuant to Act 005, Session Laws 2018, including the potential addition of new performance incentive mechanisms (PIMs), third-party proposals adopted by the PUC in its implementation of PBR, and the implications of not achieving performance incentive goals;
- the impact of fuel price levels and volatility on customer satisfaction and political and regulatory support for the Utilities;
- the risks associated with increasing reliance on renewable energy, including the availability and cost of non-fossil fuel supplies for renewable energy generation and the operational impacts of adding intermittent sources of renewable energy to the electric grid;
- the growing risk that energy production from renewable generating resources may be curtailed and the interconnection of additional resources will be constrained as more generating resources are added to the Utilities' electric systems and as customers reduce their energy usage;
- the ability of IPPs to deliver the firm capacity anticipated in their power purchase agreements (PPAs);
- the potential that, as IPP contracts near the end of their terms, there may be less economic incentive for the IPPs to make investments in their units to ensure the availability of their units;
- the ability of the Utilities to negotiate, periodically, favorable agreements for significant resources such as fuel supply contracts and collective bargaining agreements and avoid or mitigate labor disputes and work stoppages;
- new technological developments that could affect the operations and prospects of the Utilities and ASB or their competitors such as the commercial development of energy storage and microgrids and banking through alternative channels, including use of digital currencies, which could include a central bank digital currency;
- cybersecurity risks and the potential for cyber incidents, including potential incidents at HEI, its third-party vendors, and its subsidiaries (including at ASB branches, electric utility plants and IPP-owned facilities) and incidents at data processing centers used, to the extent not prevented by intrusion detection and prevention systems, anti-virus software, firewalls and other general IT controls;

Cautionary note regarding forward looking statements

- failure to achieve remaining cost savings commitment related to the management audit committed savings of $33 million over the 2021 to 2025 multi-year rate period (MRP);
- federal, state, county and international governmental and regulatory actions, such as existing, new and changes in laws, rules and regulations applicable to HEI, the Utilities and ASB (including changes in taxation and tax rates, increases in capital requirements, regulatory policy changes, environmental laws and regulations (including resulting compliance costs and risks of fines and penalties and/or liabilities), the regulation of greenhouse gas emissions, governmental fees and assessments (such as Federal Deposit Insurance Corporation assessments), and potential carbon pricing or "cap and trade" legislation that may fundamentally alter costs to produce electricity and accelerate the move to renewable generation);
- developments in laws, regulations and policies governing protections for historic, archaeological and cultural sites, and plant and animal species and habitats, as well as developments in the implementation and enforcement of such laws, regulations and policies;
- discovery of conditions that may be attributable to historical chemical releases, including any necessary investigation and remediation, and any associated enforcement, litigation or regulatory oversight;
- decisions by the PUC in rate cases and other proceedings (including the risks of delays in the timing of decisions, adverse changes in final decisions from interim decisions and the disallowance of project costs as a result of adverse regulatory audit reports or otherwise);
- decisions by the PUC and by other agencies and courts on land use, environmental and other permitting issues (such as required corrective actions, restrictions and penalties that may arise, such as with respect to environmental conditions or RPS);
- potential enforcement actions by the Office of the Comptroller of the Currency (OCC), the Federal Reserve Board (FRB), the Federal Deposit Insurance Corporation (FDIC) and/or other governmental authorities (such as consent orders, required corrective actions, restrictions and penalties that may arise, for example, with respect to compliance deficiencies under existing or new banking and consumer protection laws and regulations or with respect to capital adequacy);
- the risks associated with the geographic concentration of HEI's businesses and ASB's loans, ASB's concentration in a single product type (i.e., first mortgages) and ASB's significant credit relationships (i.e., concentrations of large loans and/or credit lines with certain customers);
- changes in accounting principles applicable to HEI and its subsidiaries, including the adoption of new U.S. accounting standards, the potential discontinuance of regulatory accounting related to PBR or other regulatory changes, the effects of potentially required consolidation of variable interest entities (VIEs), or required finance lease or on-balance-sheet operating lease accounting for PPAs with IPPs;
- downgrades by securities rating agencies in their ratings of the securities of HEI and Hawaiian Electric and their impact on results of financing efforts;
- faster than expected loan prepayments that can cause a decrease in net interest income and portfolio yields, an acceleration of the amortization of premiums on loans and investments and the impairment of mortgage-servicing assets of ASB;
- changes in ASB's loan portfolio credit profile and asset quality and/or mix, which may increase or decrease the required level of provision for credit losses, allowance for credit losses (ACL) and charge-offs;
- changes in ASB's deposit cost or mix which may have an adverse impact on ASB's cost of funds;
- unanticipated changes from the expected discontinuance of LIBOR and the transition to an alternative reference rate, which may include adverse impacts to the Company's cost of capital, loan portfolio and interest income on loans;
- the final outcome of tax positions taken by HEI and its subsidiaries;
- the risks of suffering losses and incurring liabilities that are uninsured (e.g., damages to the Utilities' transmission and distribution system and losses from business interruption) or underinsured (e.g., losses not covered as a result of insurance deductibles or other exclusions or exceeding policy limits), and the risks associated with the operation of transmission and distribution assets and power generation facilities, including public and employee safety issues, and assets causing or contributing to wildfires;
- the ability of the Company's non-regulated subsidiary, Pacific Current, LLC (Pacific Current), to achieve its performance and growth objectives, which in turn could affect its ability to service its non-recourse debt;
- the Company's reliance on third parties and the risk of their non-performance, which has increased due to the impact from the COVID-19 pandemic; and
- other risks or uncertainties described elsewhere in this report (e.g., Item 1A. Risk Factors) and in other reports previously and subsequently filed by HEI and/or Hawaiian Electric with the Securities and Exchange Commission (SEC).

Forward-looking statements speak only as of the date of the presentation or filing in which they are made. Except to the extent required by the federal securities laws, HEI, Hawaiian Electric, ASB, Pacific Current and their subsidiaries undertake no obligation to publicly update or revise any forward-looking statements, whether written or oral and whether as a result of new information, future events or otherwise.