Hawaiian Electric Industries, Inc.

Financial Community Meetings

August 2018

Catalyst for a better Hawai'i





Constance H. Lau

President and Chief Executive Officer
Hawaiian Electric Industries, Inc

Chairman
Hawaiian Electric Company, Inc

Chairman
American Savings Bank, F.S.B

Ms. Lau was named President and Chief Executive Officer (CEO) of Hawaiian Electric Industries, Inc. (HEI) in May 2006. She also serves as Chairman of HEI subsidiaries Hawaiian Electric Company (Hawaiian Electric) and American Savings Bank (ASB). Born and raised in Honolulu, Ms. Lau joined the HEI companies in 1984 and has served in numerous capacities across HEI and its subsidiaries, including in legal, financial and executive management functions. Her tenure with HEI and its subsidiaries includes serving as Treasurer of each of Hawaiian Electric (1987-98) and HEI (1989-99), as a director, Senior Executive Vice President and Chief Operating Officer of ASB (1999-2001), as ASB President and CEO (2001-06) and ASB Chairman, President and CEO (2006-08). She served as an HEI director from 2001 through 2004 and has been serving as an HEI director since May 2006. Ms. Lau graduated from Yale College with a bachelor of science in administrative sciences. She earned a juris doctor (JD) from the University of California Hastings College of the Law and a master of business administration (MBA) from the Stanford Graduate School of Business.

Ms. Lau chairs the National Infrastructure Advisory Council, which advises the President of the United States on the security of critical infrastructure sectors and their information systems. Ms. Lau is a member of the federal Electricity Subsector Coordinating Council and serves as a C3E Clean Energy Ambassador appointed by the Secretary of the Department of Energy. She serves on the Executive Committee of the Edison Electric Institute and on the board of Associated Electrical & Gas Insurance Services. She previously served on the Federal Reserve Bank of San Francisco's Twelfth District Community Depository Institutions Advisory Council and was one of U.S. Banker's 25 Most Powerful Women in Banking for 2004, 2005, and 2006 during her tenure leading ASB. She is also a director of Matson, Inc. (NYSE-MATX), a major shipping carrier to Hawaii, Alaska, Guam and the South Pacific.

Ms. Lau also serves on the boards of the Hawaii Business Roundtable, the Foundation for the Asia-Pacific Center for Security Studies, Punahou School, Consuelo Foundation, Elemental Excelerator, and the Military Affairs Council of the Chamber of Commerce of Hawaii. She also serves on the advisory boards for the University of Hawaii Shidler School of Business and Burns School of Medicine, University of California Hastings College of the Law, and Kamehameha Schools.



Alan M. Oshima

Hawaiian Electric Company, Inc.
President and Chief Executive Officer

Mr. Oshima was named President and Chief Executive Officer of Hawaiian Electric effective Oct. 1, 2014.

Mr. Oshima first joined Hawaiian Electric as a member of the board of directors in 2008. In 2011, he left the board to serve as HEI's Executive Vice President for Corporate and Community Advancement and President of the HEI Charitable Foundation. In May 2014, he joined the Hawaiian Electric executive team full time.

Prior to joining the Hawaiian Electric Board in 2008, Mr. Oshima served as Senior Vice President, General Counsel and Corporate Secretary of Hawaiian Telcom from 2005 to 2008 and later as a senior adviser and director helping the company successfully emerge from reorganization in 2010. Mr. Oshima also founded the law firm of Oshima Chun Fong & Chung and, prior to that, practiced law with Carlsmith Ball. With his significant experience with electric, telecommunications and transportation companies, as well as water and sewer resources in Hawaii, Mr. Oshima was consistently recognized as one of "America's Best Lawyers" in the field of public utilities.

He has received the Hawaii State Bar Association Pro Bono Service Award and been recognized by the Hawaii Institute of Public Affairs and the Public Schools of Hawaii Foundation for his leadership and commitment to improving public education in Hawaii. Mr. Oshima chairs Hawaii 3Rs, a nonprofit organization that facilitates public-private partnerships to repair, restore and remodel Hawaii's public schools. He serves as a director of the Hawaii Institute of Public Affairs where he's helped lead an initiative to form a public school land trust to rebuild and upgrade school facilities across the state.

Mr. Oshima also serves as a member of the Governor's Every Student Succeeds Act (ESSA) Team. He is also a longtime volunteer and former chairman of the board for the YMCA of Honolulu and previously served on the board of advisors for The Learning Coalition. Mr. Oshima also served as one of the six Hawaii Commissioners on the national Education Commission of the States.

A graduate of Farrington High School, Mr. Oshima received a marketing degree from Northwestern University and a Law Degree from University of California, Hastings College of the Law. He also served as a Supply Corps Officer with the U.S. Navy and among other places was stationed in Pearl Harbor and San Diego.



Richard F. Wacker

American Savings Bank, F.S.B.
President and Chief Executive Officer

Mr. Wacker was named President and Chief Executive Officer of ASB in November 2010 and serves on the ASB Board. Prior to joining ASB, Mr. Wacker was Chairman of Korea Exchange Bank (KEB), the fifth largest commercial bank in Korea and the largest foreign exchange bank in the country. He joined KEB in 2004 as Chief Operating Officer and was appointed President and CEO in 2005. At KEB he held the position of Chairman of the Board from 2007 through 2010. Mr. Wacker established the KEB Foundation, the first non-profit foundation in the Korean financial industry.

An active supporter in the community, Mr. Wacker holds leadership positions in Hawaii, serving on several prominent boards including, Child & Family Services (Chair), Hawaii Business Roundtable (Executive Committee), Chaminade University (Board of Regents), University of Hawaii—Pacific Asian Center for Entrepreneurship, University of Hawaii Foundation (Vice-Chair), University of Hawaii—XLR8UH accelerator program and the Hawaii Bankers Association. Mr. Wacker has served as a board member for the Hawaii Chapter of the American Red Cross, director for Junior Achievement Korea and as a member of the Board of Governors of the American Chamber of Commerce in Korea. In 2008, Mr. Wacker was recognized as one of Korea's "Most Respected CEOs."

Prior to joining KEB, Mr. Wacker had a 20-year career with General Electric (GE) where he was a company officer and held a wide range of senior leadership positions at GE and GE Capital in the United States and Europe.

Mr. Wacker earned a Bachelor of Science degree in Mechanical Engineering from the University of Missouri.



Greg C. Hazelton

Hawaiian Electric Industries, Inc.
Executive Vice President, Treasurer, and Chief Financial Officer

Mr. Hazelton was appointed HEI's Executive Vice President and Chief Financial Officer (CFO) in April 2017, after serving as Senior Vice President, Finance beginning in October 2016. Mr. Hazelton was NW Natural Gas Company's (NW Natural) Senior Vice President and CFO from June 2015 to September 2016 and also served as its Treasurer from March to September 2016. Before joining NW Natural in June 2015, Mr. Hazelton was Vice President of Finance, Treasurer and Controller at HEI from August 2013 to June 2015. Prior to joining HEI in 2013 he held a number of positions over a thirteen year career in investment banking, most recently as a Managing Director with UBS Investment Bank's Global Power and Utilities Group until May 2013. Mr. Hazelton also held various operational, SEC financial reporting and accounting, financial forecast and analysis, and business development positions at energy companies, including Portland General Electric, from 1989 to 1999.

Mr. Hazelton serves on the boards of Aloha United Way and the Oahu Economic Development Board, and previously served as a director of Entrepreneurs Foundation of Hawaii.

Mr. Hazelton received a Bachelor of Science degree from Warner Pacific College and an MBA from the University of Chicago Graduate School of Business. He received his CPA (currently inactive) from the State of Washington.



Paul Ito

Hawaiian Electric Industries, Inc.
Vice President – Tax, Controller and Assistant Treasurer

Mr. Paul K. Ito is Vice President - Tax, Controller and Assistant Treasurer of Hawaiian Electric Industries, Inc. (HEI). Mr. Ito joined HEI in February 2018. Prior to joining HEI, he worked for Alexander & Baldwin, Inc. in various roles. Mr. Ito served as chief financial officer from June 2012 to July 2017 and senior vice president and treasurer from June 2012 to January 2018. He was controller from May 2006 through September 2015 and vice president and assistant treasurer from April 2007 to June 2012. He also served as director, internal audit from April 2005 to May 2006. Prior to Alexander & Baldwin, Inc., Mr. Ito worked for Deloitte & Touch as a Senior Manager in the Accounting Consultation and Research Group of the firm's national office in San Francisco. Mr. Ito is a Certified Public Accountant (not in public practice). He earned a Master's Degree in Professional Accounting (MPA), with a concentration in Managerial Accounting from the University of Texas at Austin and a Bachelor's Degree in Finance and Marketing from the University of Hawaii at Manoa.



Julie R. Smolinski

Hawaiian Electric Industries, Inc.
Director, Investor Relations

Ms. Smolinski joined HEI in 2011, spending several years as in-house counsel focused on transactions, governance and general corporate practice before joining the Investor Relations and Strategic Planning team. Prior to HEI, Ms. Smolinski practiced corporate law at Goodsill Anderson Quinn & Stifel in Honolulu, HI and WilmerHale in Palo Alto, CA. Ms. Smolinski also has previous experience in public affairs with the U.S. Department of State and Powell Tate in Washington, DC.

Ms. Smolinski earned her undergraduate degree from Wellesley College, a JD from Stanford University and an Executive MBA from the University of Hawaii.

Cautionary statements and risk factors that may affect future results

This presentation includes forward-looking statements within the meaning of the federal securities laws. Actual results could differ materially from such forward-looking statements. The factors that could cause actual results to differ are discussed in the Appendix that follows this presentation and in HEI's SEC filings.

Non-GAAP financial information

This presentation refers to certain financial measures that were not prepared in accordance with U.S. generally accepted accounting principles (GAAP). For reconciliations of such non-GAAP financial measures to the most directly comparable GAAP financial measures, see the Appendix that follows this presentation.

Core results referred to in this presentation are non-GAAP financial measures. Core results exclude items relating to the terminated merger with NextEra Energy, Inc. and the associated cancellation of the spin-off of American Savings Bank, F.S.B. and termination of a Hawaiian Electric Company, Inc. liquefied natural gas (LNG) contract; in addition, 2017 core results exclude the impact of the federal tax reform act due to the adjustment of deferred tax asset balances and a one-time employee bonus paid by the bank related to federal tax reform.

A catalyst for a better Hawaii

Providing essential electric and financial services and investing in a brighter, more sustainable future

HEI's businesses share a common goal: serving as a catalyst for a better Hawaii

HEI

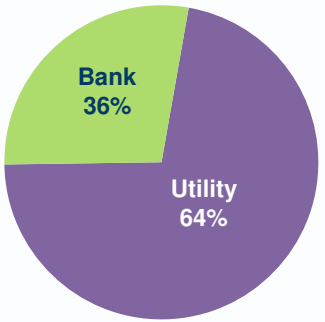
Catalyst for a better Hawai'i

Hawaiian Electric

AMERICAN Savings Bank

PACIFIC CURRENT

Subsidiary contributions to net income[1]



Market capitalization[2]	**$3.8B**
Total enterprise value[2, 3]	**$5.8B**
Capital structure: consolidated common equity to total capitalization	**51%**
Dividend yield[2]	**3.5%**
5-year total return (CAGR%) for period ending 12/31/17	**12.2%**
HE is included in the following indices: S&P Mid-Cap 400, Russell 1000	

Data above as of 6/30/18 unless otherwise indicated

1 Based on LTM 6/30/2018 earnings and excludes other companies' net loss

2 Market capitalization, total enterprise value and dividend yield are based on the closing price of $35.20 on 8/3/18

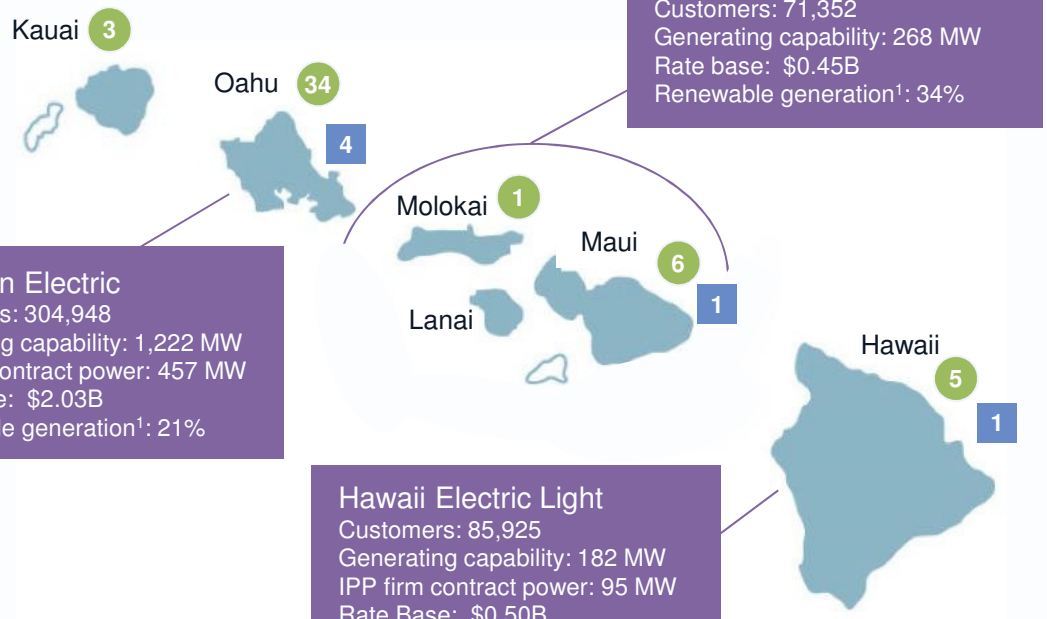
3 Total enterprise value is calculated as market capitalization plus debt and preferred stock, less cash (excluding cash of American Savings Bank)

Presence on all major islands in Hawaii

Utility locations

Bank branches[2]

Project locations[3]



Maui Electric
Customers: 71,352
Generating capability: 268 MW
Rate base: $0.45B
Renewable generation[1]: 34%

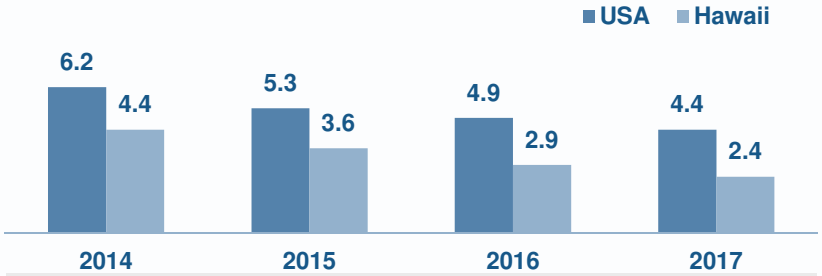
Hawaiian Electric
Customers: 304,948
Generating capability: 1,222 MW
IPP firm contract power: 457 MW
Rate Base: $2.03B
Renewable generation[1]: 21%

Hawaii Electric Light
Customers: 85,925
Generating capability: 182 MW
IPP firm contract power: 95 MW
Rate Base: $0.50B
Renewable generation[1]: 57%

Note: All data as of 12/31/17 unless otherwise noted
1 As a percentage of total sales
2 Bank branches as of June 2018
3 Project locations as of June 2018

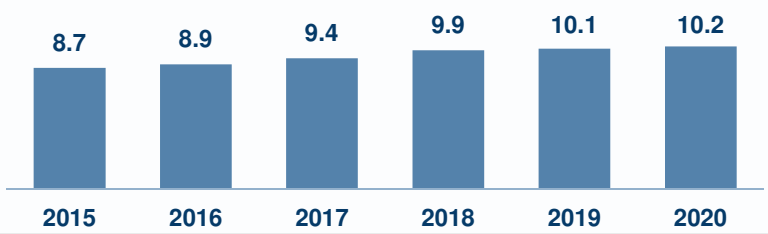
Hawaii economy continues to grow

Unemployment rate (%)



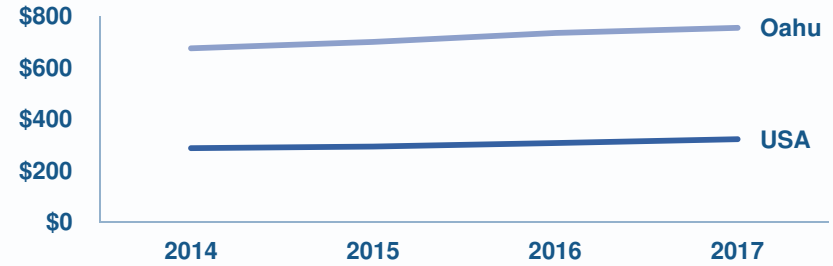
As of June 2018 – Hawaii: 2.1%; U.S.: 4.0%

Hawaii visitor arrivals (millions)



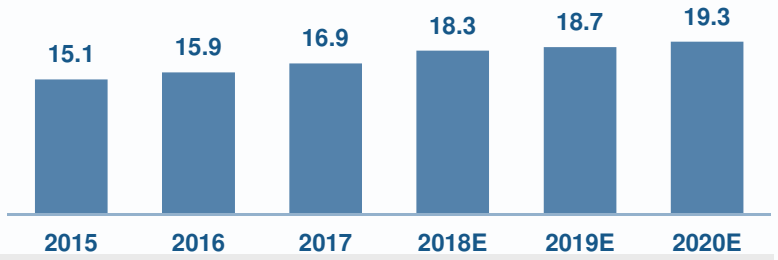
June 2018 YTD arrivals up 8.2%

Median home prices[1] ('000s)



June 2018 YTD Oahu homes up 3.9%, condos up 6.5%

Hawaii visitor expenditures (millions)

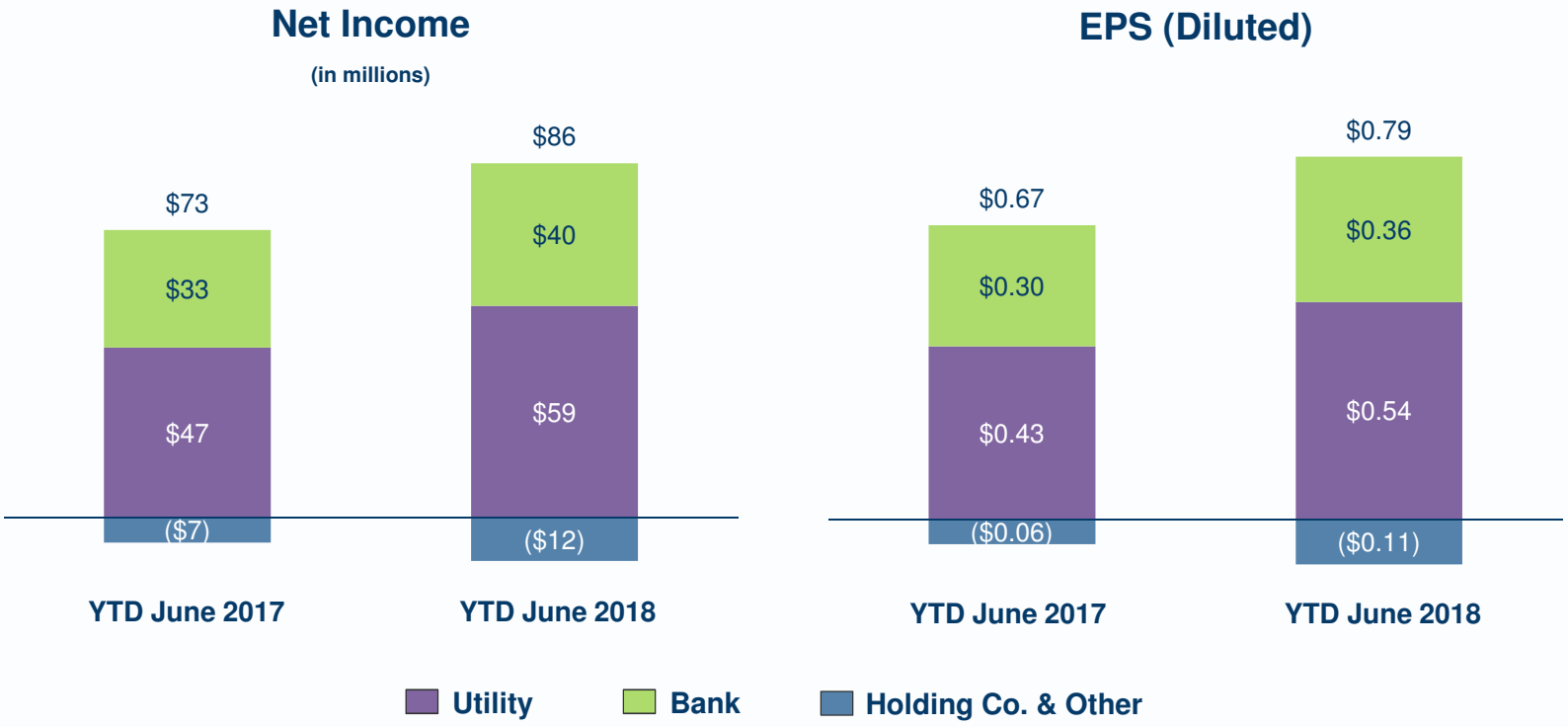


June 2018 YTD expenditures up 10.8%

Source: U.S. Bureau of Labor Statistics; DBEDT; & United States Census Bureau

1 Oahu median home price data is for single family homes. USA median home price data is for new homes.

HEI consolidated YTD 2018 earnings

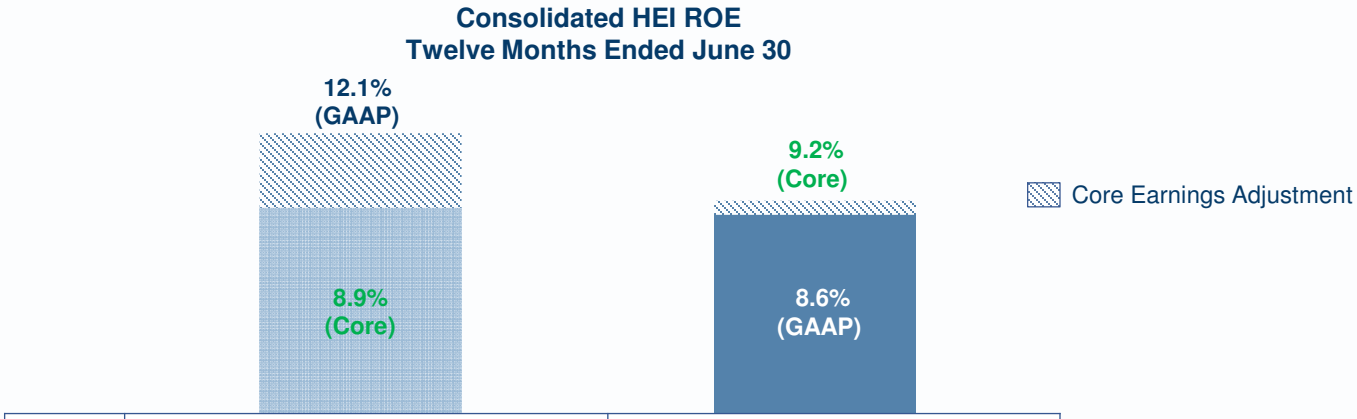


Note: Columns may not foot due to rounding

.

HEI LTM ROE continues to strengthen as utility completes transition to triennial rate cases

- Continued expansion of bank ROE due to tax reform and net interest income growth
- GAAP LTM 6/30/18 ROE includes 4Q17 tax reform impact
- GAAP LTM 6/30/17 ROE includes merger termination fee



	2017	2018
Utility	GAAP 7.2% / Core 7.2%	GAAP 7.2% / Core 7.7%
Bank	10.9%	12.3%

See the reconciliation of GAAP to Non-GAAP (Core) measures in this presentation.
Note: All ROEs calculated using net income divided by average GAAP common equity, simple average method

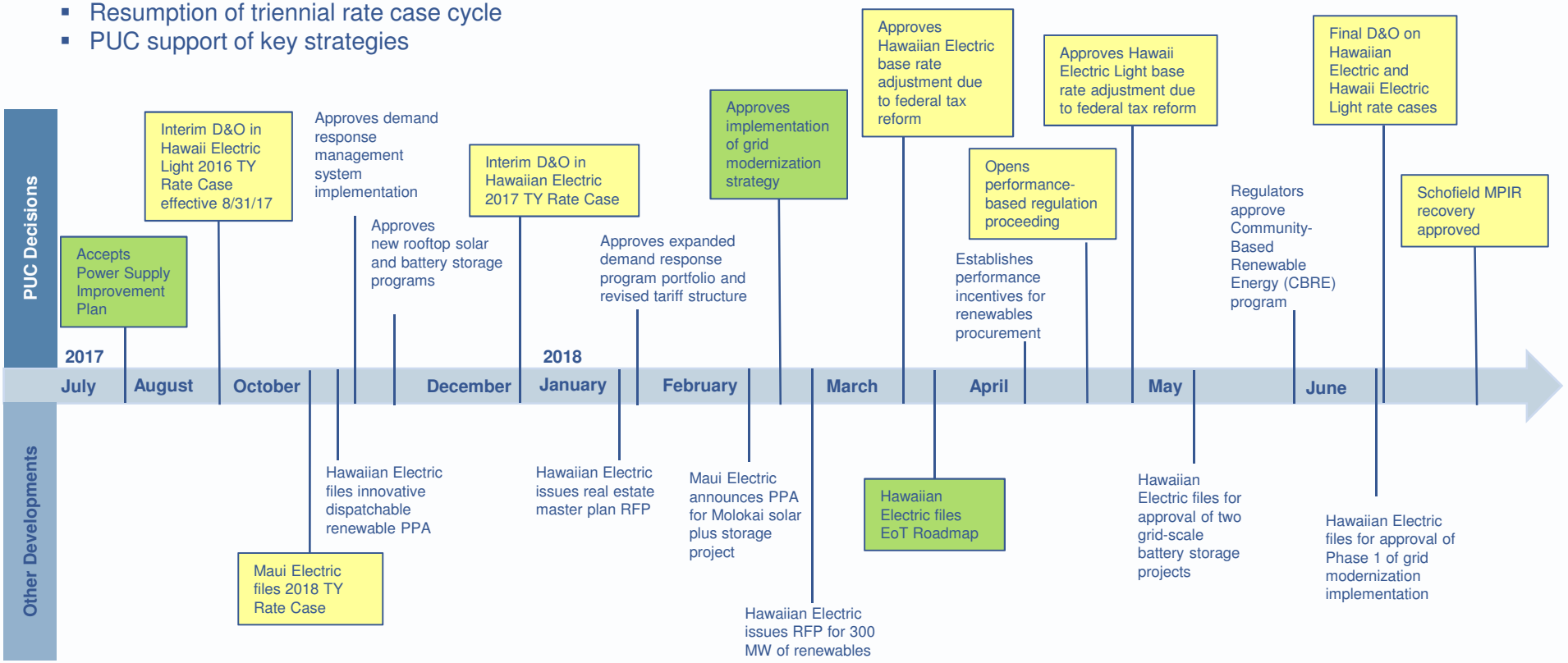
Utility regulatory mechanisms provide financial stability during renewable transition

Hawaiian Electric

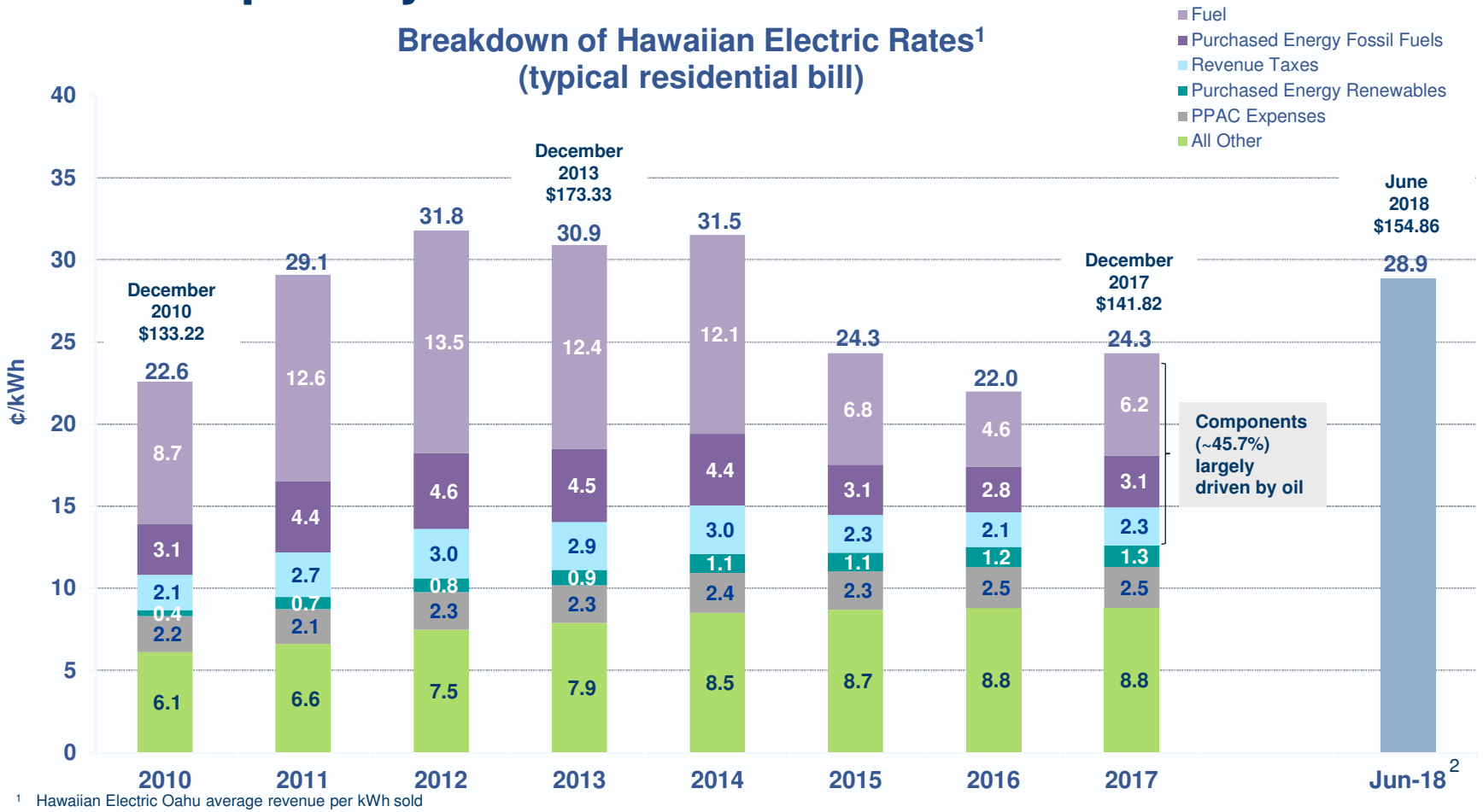
Mechanisms	What they do
Sales decoupling	Provides predictable revenue stream by fixing net revenues at level approved in last rate case (revenues not linked to kWh sales)
Revenue adjustment mechanism (RAM)	Annually adjusts revenue to recover general "inflation" of operations and maintenance expenses and baseline plant additions between rate cases
Major Projects Interim Recovery adjustment mechanism (MPIR)	Permits recovery through the RBA of costs (net of benefits) for major capital projects including but not restricted to projects to advance transformational efforts
Energy cost and purchased power recovery/adjustment clauses	Allow recovery of fuel and purchased power costs Symmetrical fossil fuel cost risk sharing (98% customer/2% utility) mechanism established for Hawaiian Electric; utility upside/downside capped at $2.5 million
Pension and post-employment benefit trackers	Allow tracking of pension and post-employment benefit costs and contributions above or below the cost included in rates in a separate regulatory asset/liability account
Renewable energy infrastructure program	Permits recovery of renewable energy infrastructure projects through a surcharge

Regulatory progress continues at a rapid pace

- Resumption of triennial rate case cycle
- PUC support of key strategies



Oil is the primary driver of rates in Hawaii



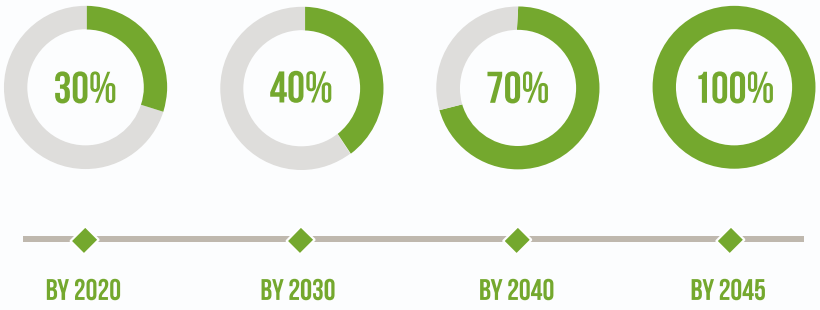
[1] Hawaiian Electric Oahu average revenue per kWh sold

[2] Based on the June 2018 energy cost adjustment filing for residential customers only

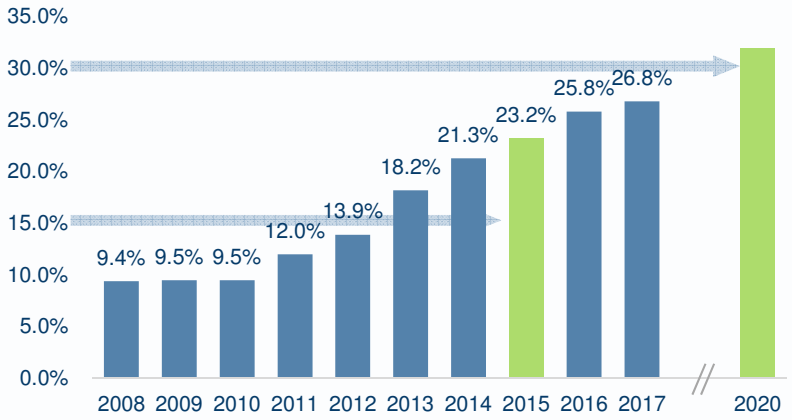
Strong progress toward Hawaii's renewable energy goals

Hawaiian Electric continues to utilize a diverse portfolio of resources to meet Hawaii's RPS targets

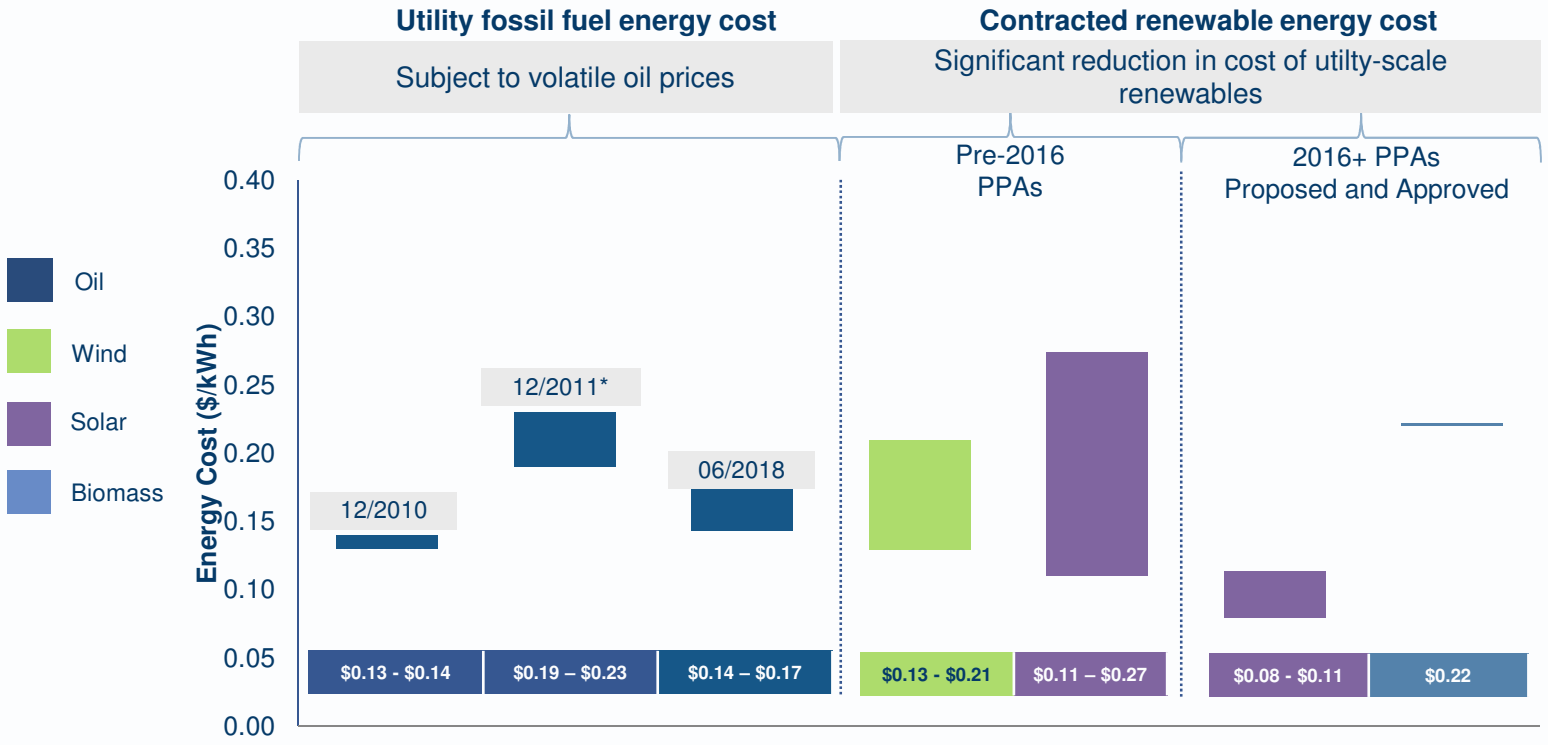
Hawaii's 100% by 2045 RPS goal is among the most ambitious in the nation



Hawaiian Electric is on course to exceed the near-term, 2020 target of 30%



Renewable energy is cost competitive in Hawaii



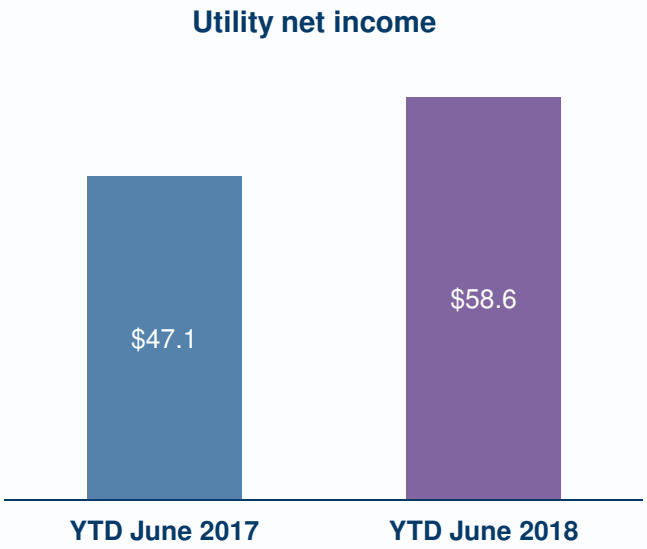
* The 2011 fuel oil increase was largely driven by the nuclear disaster of the Fukushima power plant in March 2011 which increased the price of oil in Hawaii as our fuel oil purchases are largely driven by the Asia Pacific market.

Continued progress on utility initiatives

Hawaiian Electric Highlights

- **Key milestones reached in transition back to triennial rate case cycle** *(see p. 32 for further information)*
  - Final decisions in 2017 Hawaiian Electric and 2016 Hawaii Electric Light rate cases
    - Hawaiian Electric decision includes symmetrical fossil fuel risk sharing component: 98% customer/ 2% utility; utility upside / downside capped at $2.5M *(see p. 36 for further information)*
  - 2018 Maui Electric rate case settlement with Consumer Advocate filed; interim decision expected in August
- **Continued momentum toward more renewable energy and expanded customer options**
  - Applied to implement first phase of Grid Modernization Strategy *(see p. 39 for further information)*
  - 50 MW Schofield Generating Station in service; recovery approved through major projects interim recovery (MPIR) mechanism *(see p. 33 for further information)*
  - Community-Based Renewable Energy (CBRE) tariffs approved by Commission; program accepting project applications
- **National recognition for grid modernization efforts**
  - Named Investor-Owned Utility of the Year by Solar Electric Power Association
  - Smart sensor partnership with Verizon highlighted in national ad campaign
- **Progress in performance-based ratemaking (PBR) docket** *(see pgs. 34 and 35 for further information)*
  - Process seeks to further align regulatory framework with state renewable energy policy by building additional performance considerations into existing framework
  - Commission has focused on importance of gradualism and maintaining financial stability of utility
  - July 10 PUC Staff Report provided initial set of proposed regulatory goals (i.e., enhance customer experience, improve utility performance, advance societal outcomes) and associated outcomes
  - Initial stakeholder workshop held July 23-24

YTD utility financial highlights ($ in millions)

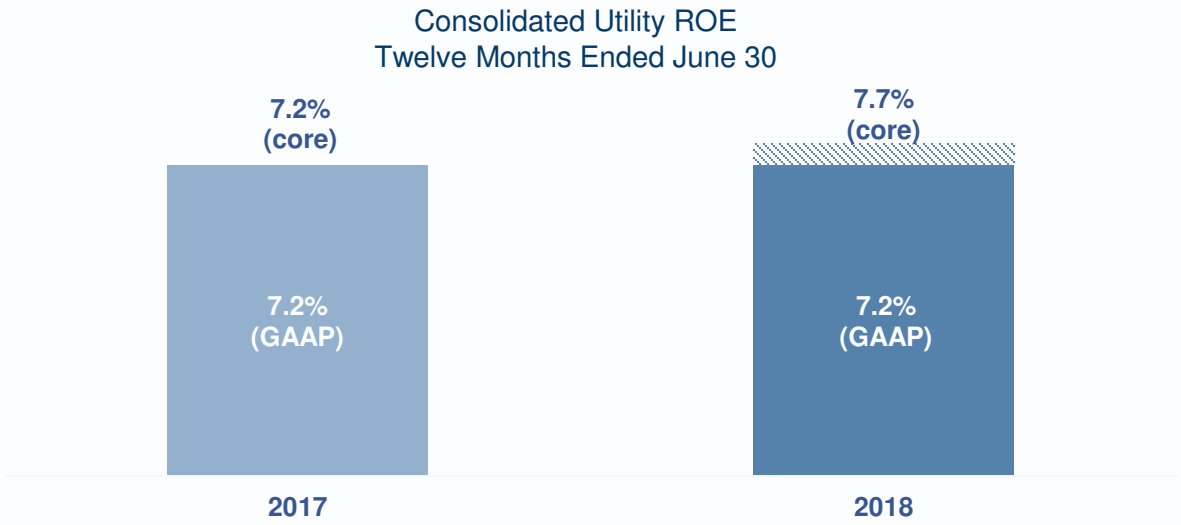


Key utility earnings drivers, after-tax fav/(unfav)	YTD 2018 vs YTD 2017
RAM revenues	19 (a)
Interim rate relief for Hawaiian Electric and Hawaii Electric Light	12
Operation & maintenance, excluding net income neutral items	(13)
Depreciation	(3)
Other	(3)

(a) Reflects the impact of the return, beginning in 2017, to recording Oahu RAM revenues from June 1 to May 31, compared to recording such revenues on a calendar year basis.

Note: Columns may not foot due to rounding

Utility LTM ROE

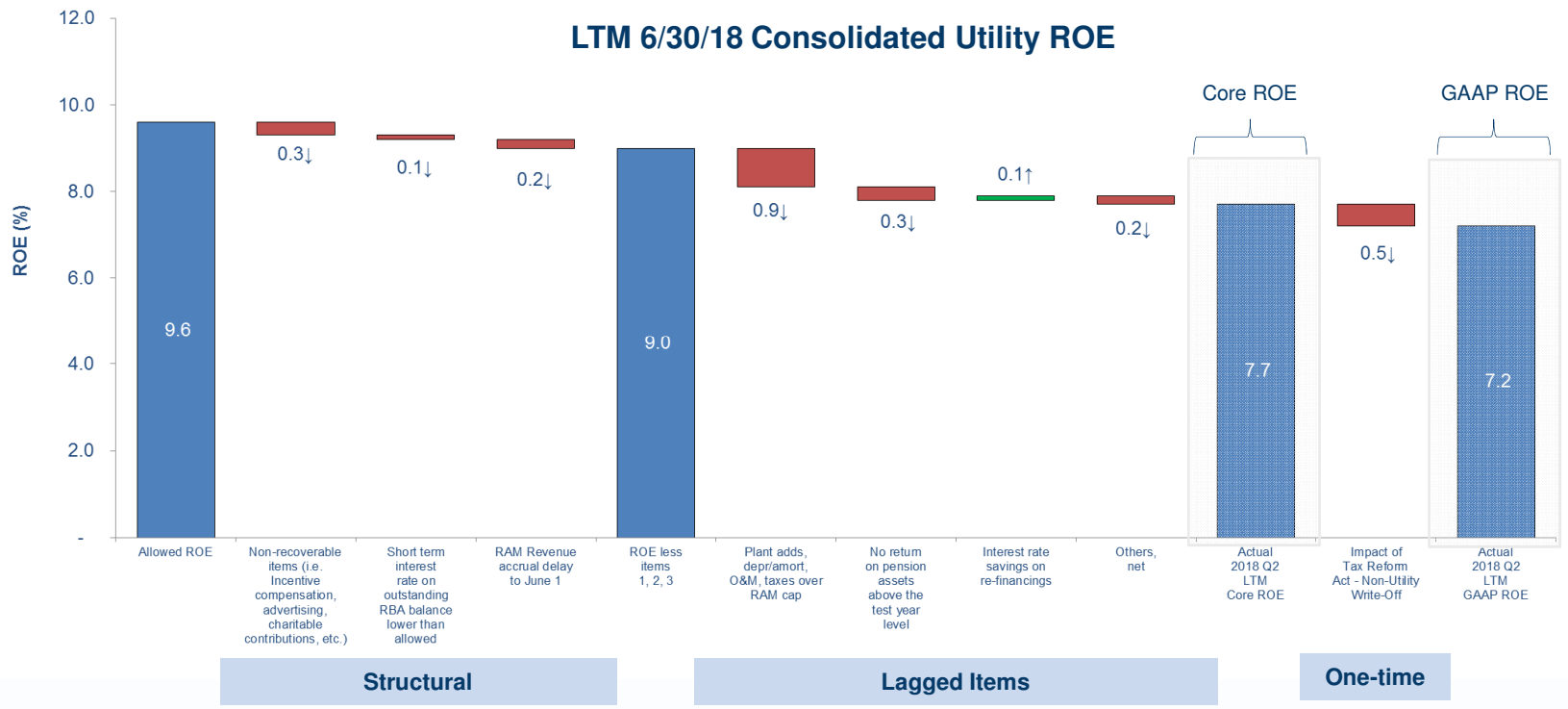


	Consolidated Utility	Hawaiian Electric	Hawaii Electric Light	Maui Electric
2018 GAAP	7.2%	7.2%	7.5%	6.8%
2017 GAAP	7.2%	7.3%	6.9%	7.5%
Allowed[1]	9.4%	9.5%	9.5%	9.0%

Note: Last base revenue increase: Hawaiian Electric: 2017 test year (Final D&O eff. 6/22/18); Hawaii Electric Light: 2016 test year (Final D&O eff. 6/29/18); Maui Electric: 2012 test year
Note: All ROEs calculated using net income divided by average GAAP common equity, simple average method
[1] Based on regulatory calculation. Allowed ROEs reflect Public Utilities Commission decisions in effect on June 30, 2018

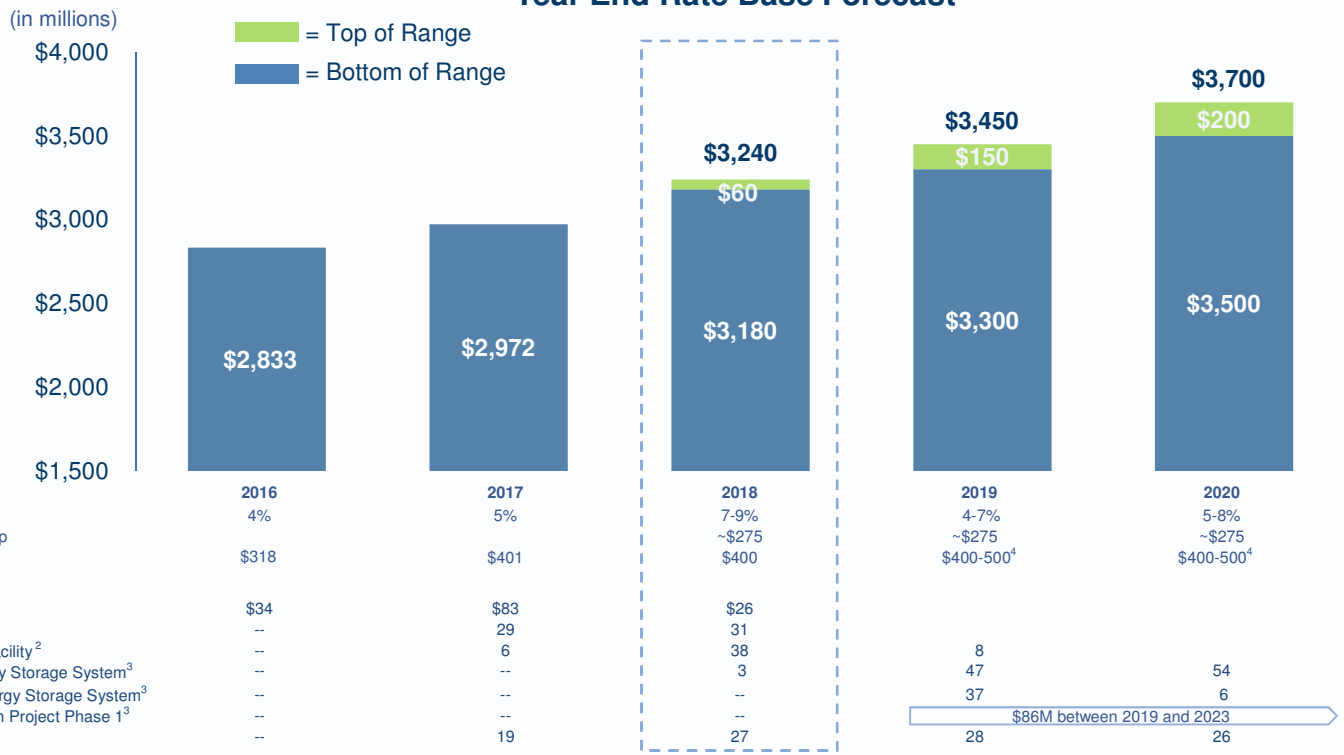
Utility LTM ROE reflects continued transition to triennial rate case cycle

- ROE gap expected to narrow as transition continues



Clean and reliable energy drives capital investment strategy

Year End Rate Base Forecast



	2016	2017	2018	2019	2020
Rate Base Growth[1]	4%	5%	7-9%	4-7%	5-8%
RAM Plant Addition Cap			~$275	~$275	~$275
Capex (net of CIAC)	$318	$401	$400	$400-500[4]	$400-500[4]
Major Capex Projects					
[50 MW] • Schofield [2]	$34	$83	$26		
• ERP[2]	--	29	31		
[20 MW] • JBPH PV Solar Facility [2]	--	6	38	8	
• CIP Battery Energy Storage System[3]	--	--	3	47	54
• JBPH Battery Energy Storage System[3]	--	--	--	37	6
• Grid Modernization Project Phase 1[3]	--	--	--	$86M between 2019 and 2023	
• Other Projects[3]	--	19	27	28	26

1 Rate base is impacted primarily by plant additions but also includes other items (i.e., unamortized contributions in aid of construction, accumulated deferred income taxes, certain regulatory assets, etc.)

2 Schofield Generating Station (Schofield) was placed into service in June 2018; Enterprise Resource Planning (ERP) system forecasted to be placed into service in 2018; Joint Base Pearl Harbor-Hickam (JBPH) PV Solar Facility forecasted to be placed into service in Q2 2019

3 Campbell Industrial Park (CIP) Battery Energy Storage System, JBPH Battery Energy Storage System, and Grid Modernization Phase 1, as well as other projects, are pending Commission approval

4 Includes projects pending application and pending Commission approval under the PSIP strategy for years 2019 and 2020

Solid bank performance continues

AMERICAN Savings Bank

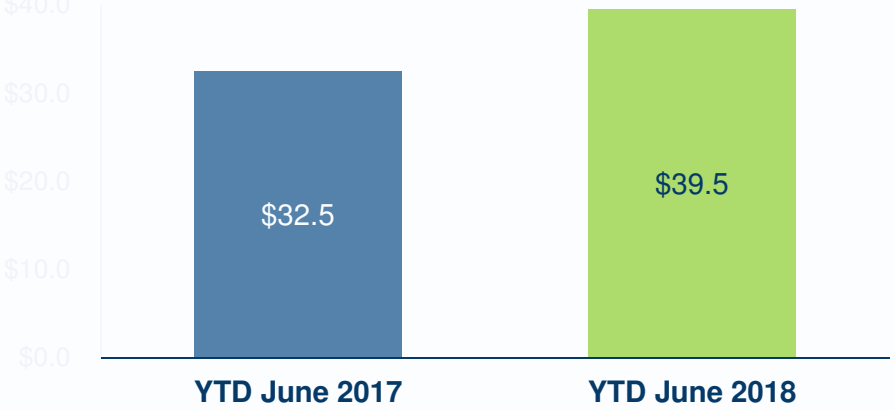
American Savings Bank Highlights

- Continued strong financial performance in healthy Hawaii economy
- Good operating execution and positive tax reform impact
- Focus on making banking easy, deepening customer relationships
- Honolulu campus on track; completion expected this year

Strong bank financial results

- Second consecutive quarter of record bank net income
- Driven by higher net interest income and net positive impact of tax reform

Bank net income ($ in millions)



Key bank earnings drivers, after-tax fav/(unfav)	YTD 2018 vs YTD 2017
Net interest income	**6**
Provision for loan losses	**--**
Noninterest income	**(3)**
Noninterest expense	**(1)**
Lower tax expense (primarily driven by tax reform)	**5**

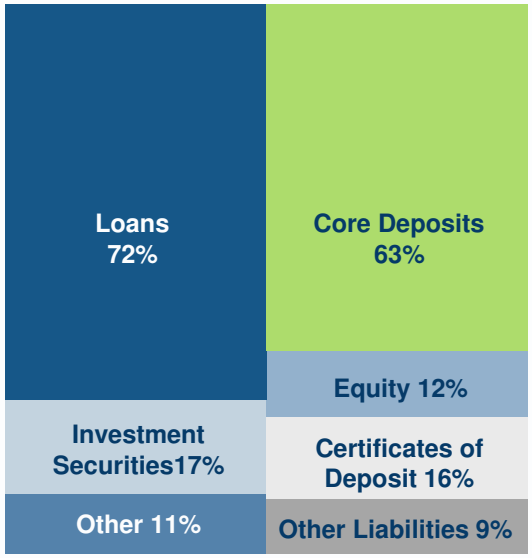
Summary of ASB Capital Adequacy Ratios (June 30, 2018)

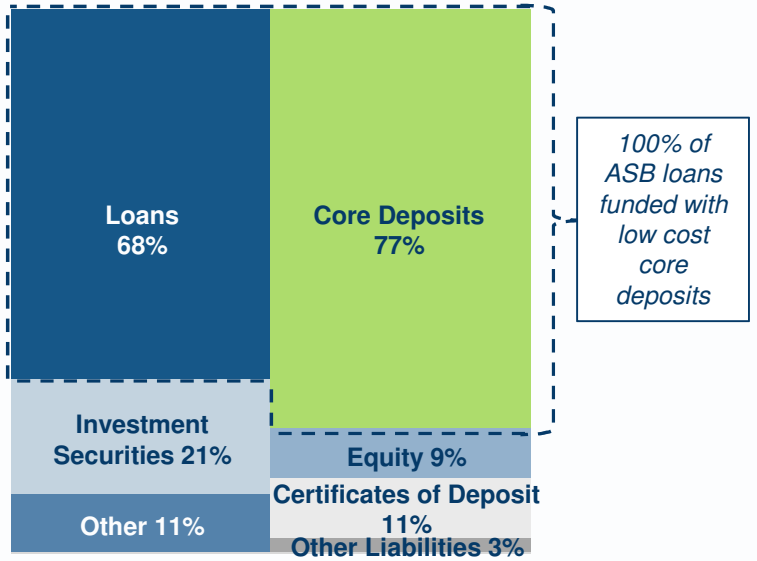
	Common equity tier 1	Tier 1 capital	Total capital	Tier 1 leverage
As of 6/30/18	12.69%	12.69%	13.86%	8.59%
"Well capitalized"	6.50%	8.00%	10.00%	5.00%
Minimum requirements	4.50%	6.00%	8.00%	4.00%
Basel III 2019 minimum + buffers	7.00%	8.50%	10.50%	4.00%

Focused on maintaining a quality balance sheet and operating efficiently

Peer Banks[1]	
Median of average yield on earning assets	4.17%
Median of average cost of funds	0.65%

ASB[2]	
Average yield on earning assets	3.99%
Average cost of funds	0.24%

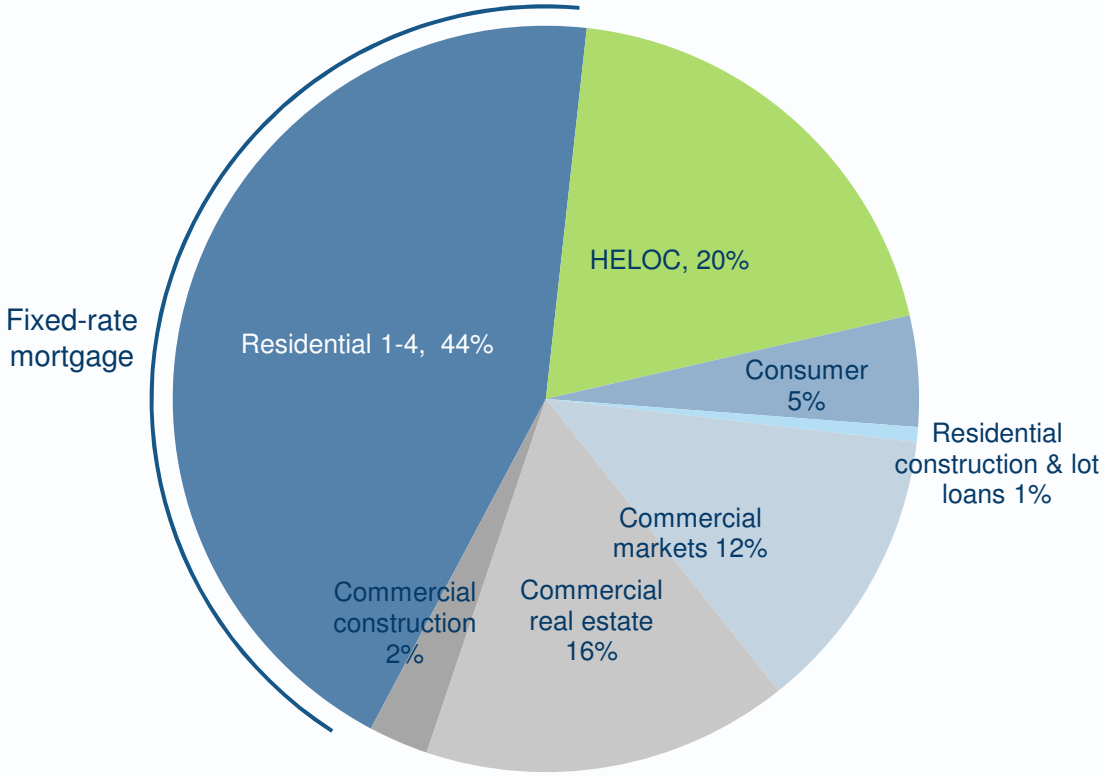




Source for peer data: SNL Financial (based on data available as of August 2, 2018)
[1] Yields for quarter ending 3/31/2018. Peer group based on publicly traded banks and thrifts between $4B and $9B in total assets
[2] Yields for quarter ending 6/30/2018

Low-risk loan mix

Total loans at 6/30/18 - $4.8B[1]

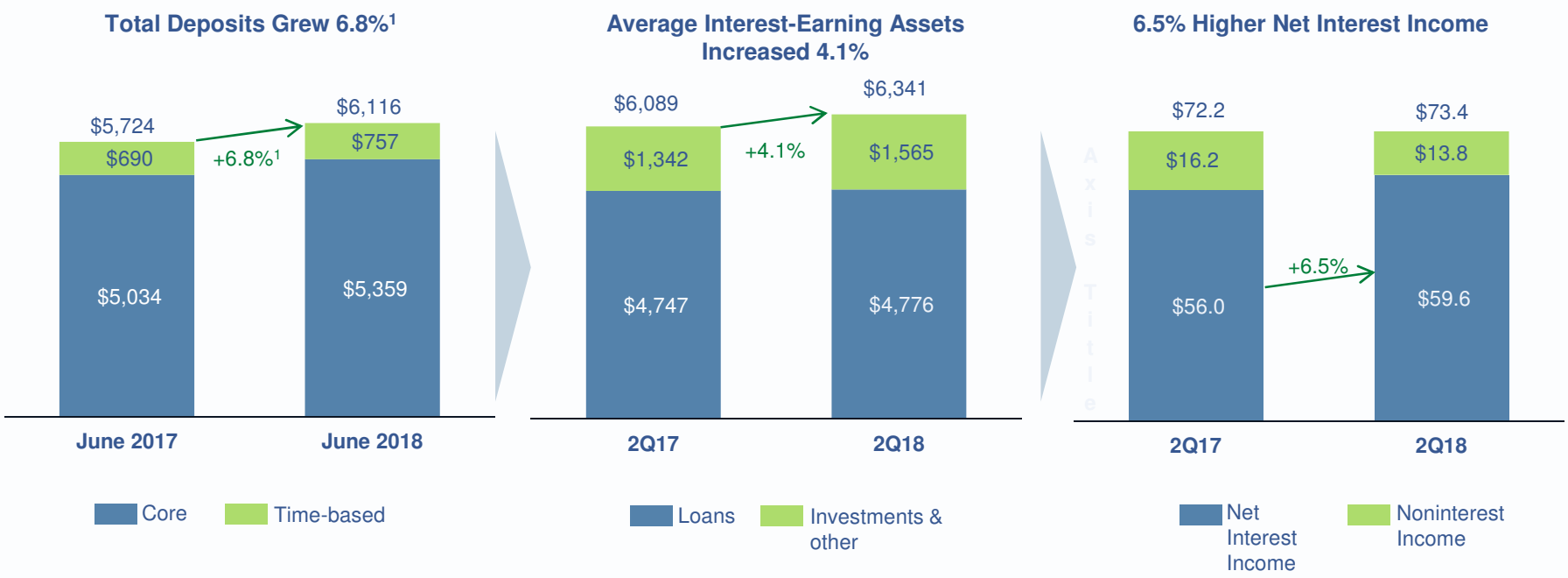


[1] Before deferred fees, discounts and allowance for loan losses

[2] Amortizing loans under the fixed rate loan option (where borrowers convert a portion of available line of credit into 5, 7, or 10-year fully amortizing fixed rate loan with level principal and interest payments

Revenue growth driven primarily by net interest income ($ in millions)

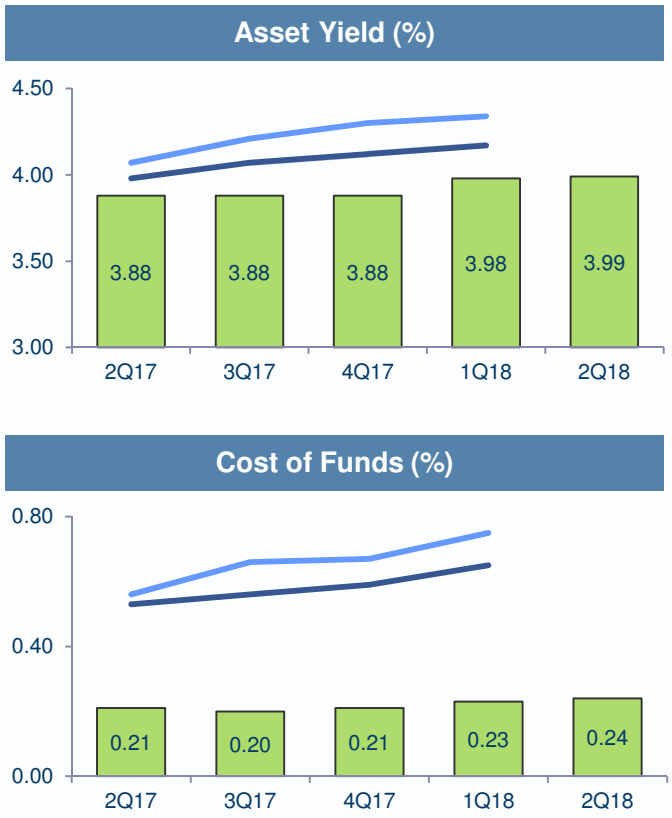
ASB has a track record of converting deposit growth to higher net interest income

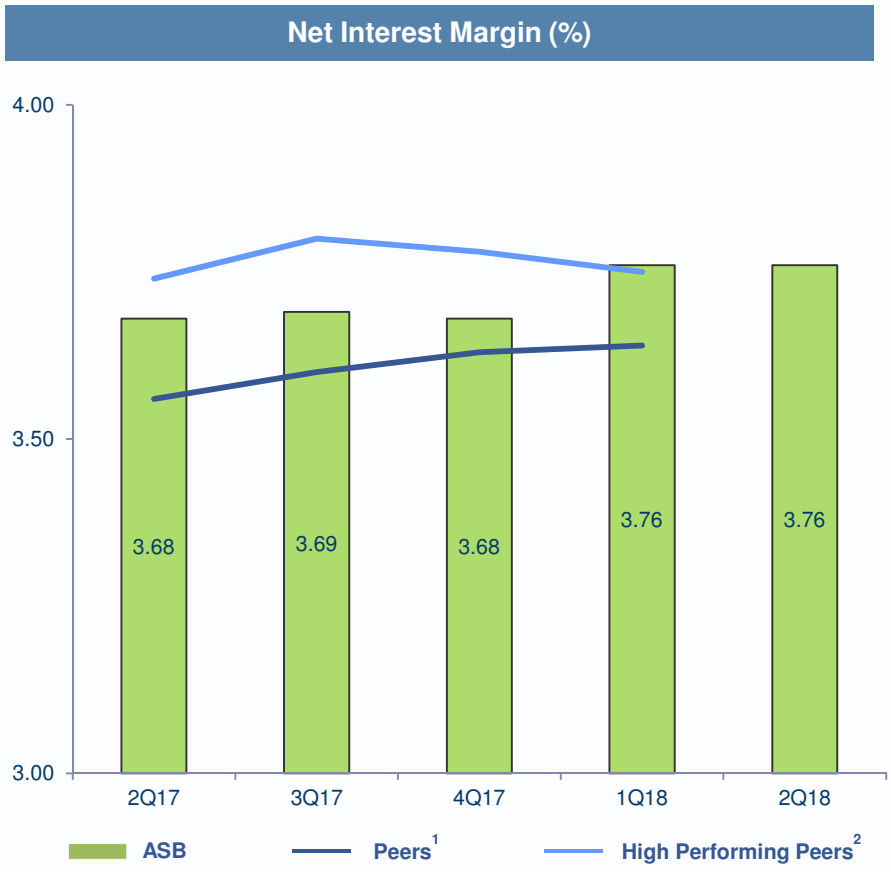


Note: Columns may not foot due to rounding

1 Including approximately $100 million in repurchase agreements that were transferred into deposit accounts. Excluding such transfers, deposit growth was 5.1%.

Strong net interest margin





Source for peer data: SNL Financial (based upon data available as of August 2, 2018)
Asset Yield: Total interest income as a percentage of average interest-earning assets
Cost of funds: Total interest expense as a percentage of average interest-bearing and non-interest bearing liabilities
Net Interest Margin: Net interest income as a percentage of average interest-earning assets
[1] Median for peer group based on publicly traded banks and thrifts between $4B and $9B in total assets
[2] Median for peer group of 17 high performing banks

Building new growth platform and team

Pacific Current Highlights

- Focused on sustainable infrastructure investment to advance Hawaii's goals
- First two projects proceeding well
- Near-term focus on organizational build-out
- Hamakua Energy earnings and cash flow helping fund Pacific Current start-up costs

Focused on advancing Hawaii's energy and sustainability goals through competitive investments

- Significant market opportunity for sustainable infrastructure investment in Hawaii
  - Supported by federal, state and local policy (e.g., federal and state tax incentives, state clean energy, renewable transportation and carbon neutrality goals)
  - Enabled by commercially viable, proven technology and customer demand
- Pacific Current well-positioned to participate in market opportunity
  - Hawaii-based company offering strategic capital
  - Local partnerships and relationships
  - Ability to monetize tax credits
- Focused on investments that are consistent with HEI's risk profile and value proposition
  - Seeks to maintain investment grade business profile while investing in a portfolio of Hawaii-based infrastructure investments

PACIFIC CURRENT

Proven strategy, with two well-structured, valuable projects in portfolio

Hamakua Energy Combined Cycle Power Plant
Honokaʻa, Hawaii Island (Acquired Nov. 2017)

- Critical generation resource for Hawaii Island
- Supplying needed power while third-party owned geothermal plant out of service due to lava activity
- 60 MW; 2 GE LM 2500 gas turbine generators and 1 Mitsubishi steam turbine
- Evaluating conversion to locally sourced biofuels/ biofuel blend
- Redevelopment opportunities with additional land, valuable transmission interconnection at site
- Fully contracted through 12/31/2030 with Hawaii Island electric utility as off-taker
- Contracted cash flows and non-recourse financing support investment-grade profile

University of Hawaii (UH) Solar + Storage
Maui and Oahu (Acquired Mar. 2018)

- Large solar plus battery storage systems at 5 campuses in UH system
- 8.21 MW, SunPower SPR-470 PV capacity and 42.3 MWh, Johnson Controls (JCI) BU-5000 lithium-ion battery storage system
- Pacific Current selected in competitive process
- JCI, investment grade corporate, leader in battery technology and energy service contractor, is project developer
- Systems are in construction phase; completion expected by 2020
- 15 year PPA with UH (AA-rated state entity) as off-taker
- Contracted cash flows and non-recourse financing support investment-grade profile

PACIFIC CURRENT

HEI 2018 EPS guidance (as of August 3, 2018)

HEI EPS: $1.80 - $2.00 per share	
No new equity issuances through 2018	
Utility EPS: $1.33 - $1.46	**Bank EPS: $0.68 - $0.74**
Key Assumptions: ▪ No change to decoupling or recovery mechanisms ▪ Schofield Generating Station recovery under MPIR ▪ No material impact from new fuel cost risk sharing mechanism ▪ O&M[1]: forecasted at 4% above 2017 levels, including one-time items but excluding pension ▪ Fuel efficiency: similar to rate case levels, subject to changes due to demands on the system ▪ Equity capitalization at approved rate case levels	Key Assumptions: ▪ Low to mid-single digit earning asset growth ▪ NIM: ~3.7% to 3.8% ▪ Provision expense: $14 million to $18 million ▪ ROA > 1.10%

Note: Holding company & other net loss estimated at **$0.19 - $0.21**

1 Excludes operations and maintenance (O&M) expenses covered by surcharges or by third parties that are neutral to net income. Includes O&M on Schofield Generating Station pending recovery through MPIR.

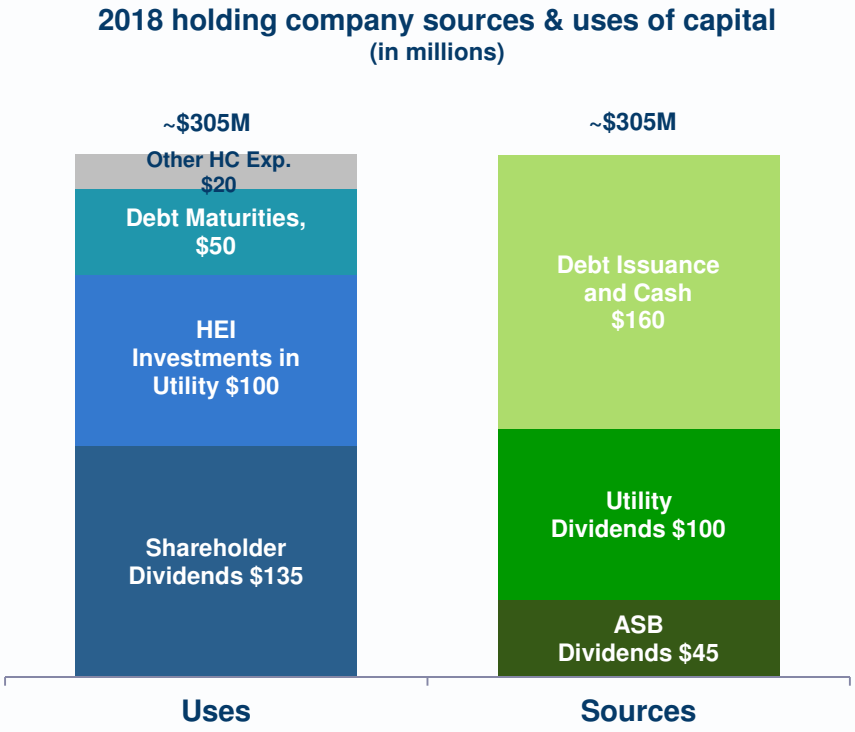
Reference the cautionary note regarding forward-looking statements (FLS) accompanying this presentation which provides additional information on important factors that could cause results to differ. The company undertakes no obligation to publicly update or revise FLS, including EPS guidance, whether 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, 2017 and SEC Form 10-Q for the quarter ended June 30, 2018.

Tax reform a net positive moving forward

	2017 one-time adjustments*	Ongoing income impacts	Effective Tax Rates % and Tax Expense (Benefit) ($ in millions) YTD June 2018	YTD June 2017
Hawaiian Electric	($9.2) million • Reduction of net deferred tax asset	• Benefits from lower tax rates flow to customers • Loss of bonus depreciation increases need for financing of capex; driving increase in rate base growth • Domestic Production Activities Deduction (DPAD) repealed; Contributions in Aid of Construction (CIAC) exclusion limited • Exempt from limit on deductibility of interest	23% $17.9	36% $27.6
American Savings Bank	$1 million • Reduction of net deferred tax liability • Net of one-time employee bonus	• Net income increases with lower tax rate • Marginally higher cost structure due to compensation increases • Higher earnings increase capacity for dividends to holding company, reducing need for equity issuances to fund growth	23% $11.5	34% $16.4
Pacific Current	None	• Contracted earnings subject to lower tax rates • 100% expensing of qualified investments • Ability to utilize tax credits from renewable investments	26% $0.2	NA
Holding Company and Other	($6) million • Reduction of net deferred tax asset	• Net loss increases with lower tax rate • Subject to 30% of adjusted taxable income limitation, however, as a consolidated taxpayer with subsidiaries, protected by net interest income from Bank	24% ($3.9)	49% ($6.6)
Consolidated Enterprise	($14.2) million	• Cash taxpayer • Modest impact due to elimination of performance-based compensation deduction under 162(m) and additional non-deductibility of miscellaneous fringe benefits • Consolidated impact expected to be a net positive	23% $25.6	34% $37.4

* Pending future clarification by the Internal Revenue Service (IRS) and/or Congress, there may be additional 2017-related adjustments in 2018.

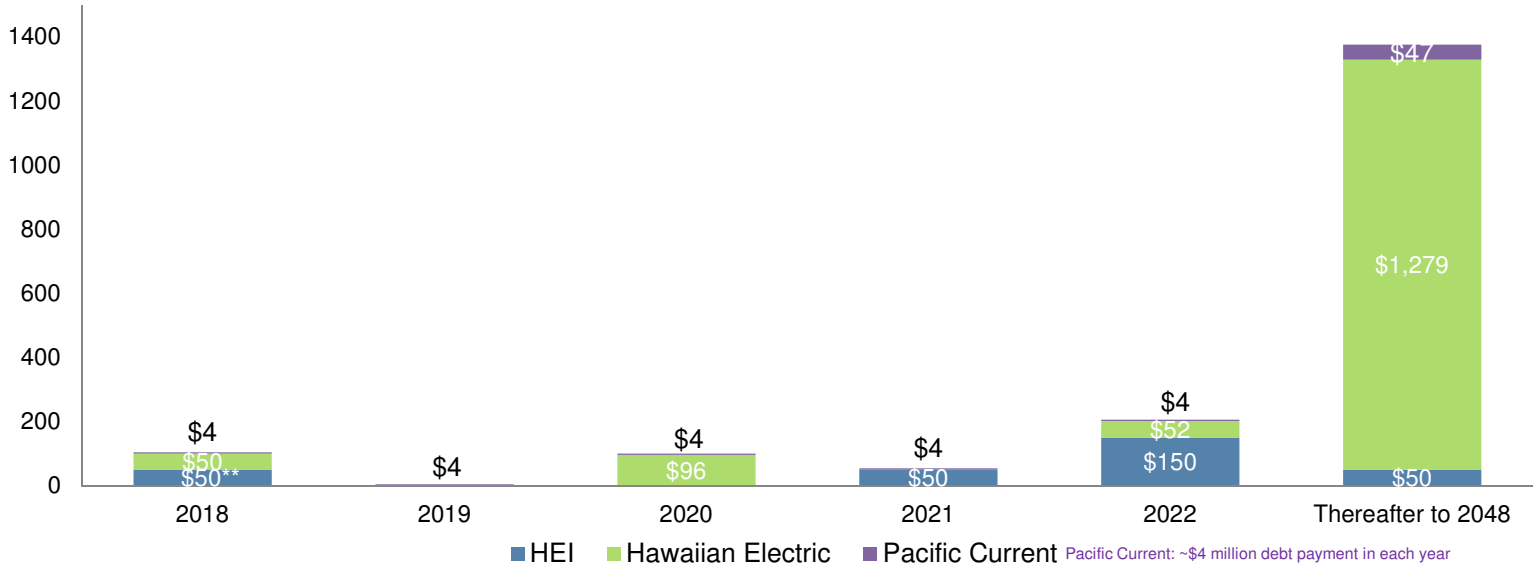
HEI financing outlook 2018*



- Intend to maintain a consolidated investment grade profile
- No new equity required

* Based on July 2018 forecast.

Debt maturities* & credit ratings ($ in millions)



Credit Ratings	HEI	Hawaiian Electric	ASB
S&P[1]	BBB-/Stable/A-3	BBB-/Stable/A-3	BBB/Stable/A-2
Moody's[2]	Unrated/Stable/P-3	Baa2/Stable/P-2	n/a
Fitch[3]	BBB/Stable/F3	BBB+/Stable/F2	n/a

Note: Debt maturities data as of June 30, 2018

[1] Source for ratings: February 2018 (HEI & Hawaiian Electric) & November 2017 (ASB) S&P reports

[2] Source for ratings: August 2017 HEI & Hawaiian Electric Moody's reports; On February 10, 2017, Moody's withdrew ratings of ASB for its own business reasons

[3] Source for ratings: January 2017 (HEI) & June 2017 (Hawaiian Electric) Fitch reports

* Excludes debt expenses of ~ $10 million (does not reflect the adoption of ASU No. 2015-03, Interest-Imputation of Interest: Simplifying the Presentation of Debt Issuance Costs)

* * Includes $50 million short term HEI term loan due in 2018

Appendices

Recent rate case developments

	Rate case update
Hawaii Electric Light 2016 rate case (docket no. 2015-0170)	▪ Interim Decision and Order (D&O) effective August 31, 2017 – Rate Increase of 3.4% ($9.9 million) Allowed ROE of 9.5% ▪ PUC approved adjusted interim reflecting tax reform effective May 1, 2018 – Lower tax rate results in reduced requirements over interim D&O; Maintains 9.5% allowed ROE ▪ Final D&O issued on June 29, 2018 approving the adjusted interim order
Hawaiian Electric (Oahu) 2017 rate case (docket no. 2016-0328)	▪ Interim D&O effective February 16, 2018 – Rate increase of 2.3% ($36.0 million) Allowed ROE of 9.5% ▪ PUC approved adjusted interim reflecting tax reform effective April 13, 2018 – Lower tax rate results in reduced requirements over interim D&O; Maintains 9.5% allowed ROE ▪ Final D&O issued on June 22, 2018 approving final rate relief of $37.7 million increase before the Tax Act impact reduction of $38.3 million; Maintains 9.5% allowed ROE – Energy cost recovery clause (ECRC) mechanism to reflect a symmetrical 98%/2% fossil fuel cost risk-sharing split between customers and Hawaiian Electric with utility annual upside / downside capped at $2.5 million
Maui Electric 2018 rate case (docket no. 2017-0150)	▪ Oct. 12, 2017: Filed 2018 test year rate case. Requested 9.3% rate increase ($30.1 million) and ROE of 10.6% ▪ Filed adjustment for tax reform – lowered request to 6.5% increase ($21.2 million); requested ROE of 10.6% ▪ June 15, 2018: Filed joint settlement letter with the Consumer Advocate (CA); July 6, 2018: Filed joint statement of probable entitlement with the CA ($6.4 million increase based upon ROE of 9.5%; $12.5 million increase with approval of new depreciation rates on July 30, 2018); August 2018: Interim decision expected

Major Project Infrastructure Recovery (MPIR) Mechanism

Hawaii PUC Docket No. 2013-0141

- MPIR adjustment mechanism established by PUC on April 27, 2017 in decoupling reexamination proceeding
  - Allows recovery for eligible major projects in between rate cases through the revenue balancing account (RBA) rate adjustment
  - Request for MPIR recovery to be included in application for PUC approval of applicable project
  - Accrual of revenues commences upon certification of project in-service date
    - ½ of project's costs included in basis for determining return on investment and associated taxes during year project goes into service
    - Upon January 1 of the year after project is placed in service, may commence accrual of return and associated taxes on full amount of plant investment
  - "Eligible Projects" defined in MPIR Guidelines include, but not limited to:
    - Infrastructure to connect renewable energy projects
    - Projects that make it possible to accept more renewable energy
    - Projects that encourage clean energy choices and/or customer control to shift or conserve energy use
    - Projects implementing PUC approved or accepted plans, initiatives and programs
    - Utility scale renewable generation
    - Grid modernization projects
  - Routine replacements, relocations, restorations of existing facilities or business as usual projects not eligible
  - Recovery offset by all known and measureable net savings or benefits of project
- Recovery of Schofield Generating Station (SGS) project capital costs (cap of $142 million) through MPIR approved June 27, 2018
  - SGS project O&M costs may be recoverable through MPIR upon company's filing of a business case containing acceptable cost estimates
- Pending MPIR applications
  - Joint Base Pearl Harbor Hickam PV project
  - Joint Base Pearl Harbor Hickam Battery Energy Storage System (BESS) project
  - Campbell Industrial Park Generating Station Contingency & Regulating Reserve BESS project
  - Phase 1 Grid Modernization project

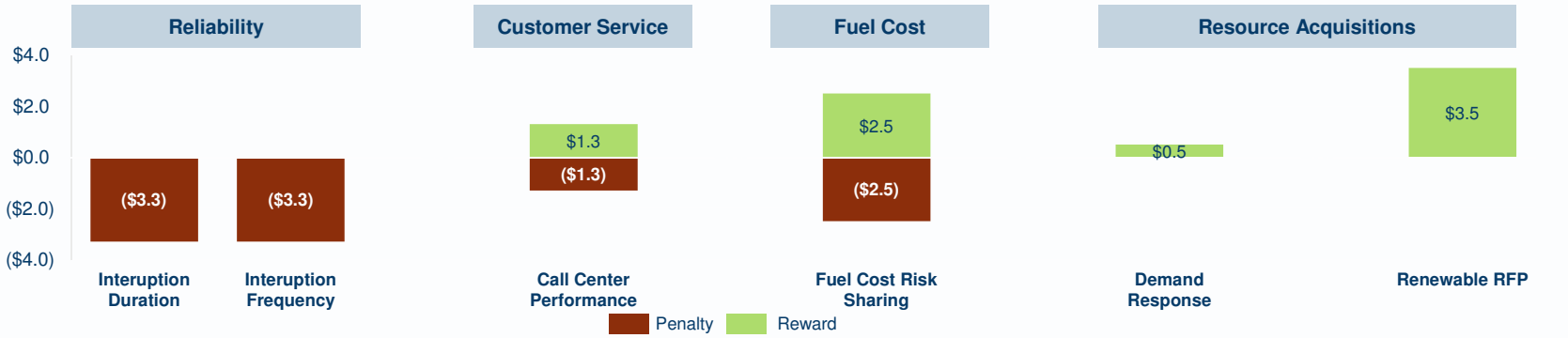
Performance-based regulation (PBR) proceeding

Hawaii PUC Docket No. 2018-0088 (opened 4/18/18)

- Aspects of traditional PBR already in effect include decoupling, 3-year rate case cycle, performance incentives relating to reliability, customer service, demand response and renewable energy procurement
- Commission objectives include: Enhance alignment between utility and customer interests, greater cost control and reduced rate volatility, efficient investment and allocation of resources regardless of classification as capital or operating expense, fair distribution of risks between utilities and customers
- Docket to proceed in two phases:
  - Phase 1 (~ 9 months): Examine regulatory framework, identify areas of performance for further focus/performance incentive mechanisms
  - Phase 2 (~12 months): PUC said that it *"…intends to work collaboratively with stakeholders to: streamline and/or refine elements of the existing regulatory framework; develop incentive mechanisms to better address specific objectives or areas of utility performance; and explore regulatory frameworks that result in more incentive-neutral utility investment decisions between capital- and service-based solutions."*
- PUC Staff Report issued 7/10/18 provided initial set of proposed regulatory goals (i.e., enhance customer experience, improve utility performance, advance societal outcomes) and preliminary set of associated outcomes
- Key dates:
  - Initial technical workshop with stakeholders held 7/23-7/24/18 followed by Goals-Outcomes Brief 8//24/18
  - Technical workshop followed by Regulatory Assessment brief September – October 2018
  - Technical workshops followed by Metrics brief – November – December 2018
  - Phase 1 PUC Staff Proposal – January 2019
  - Statements of Position – February 2019
  - Reply Statements of Position – March 2019
  - Phase 1 Decision and Order – Subsequent to Reply Statements of Position
- SB 2939 SD2 (Hawaii Ratepayer Protection Act) signed into law 4/24/18
  - Requires Commission to implement PBR by 1/1/20

Performance Incentive Mechanisms (PIMs)

Current Performance Incentive Mechanisms[1]



PIMs approved by PUC Docket No. 2013-0141 on April 27, 2017 for all three companies in decoupling re-examination proceeding

- **Reliability**
  - System Average **Interruption Duration** Index, or "SAIDI"
  - System Average **Interruption Frequency** Index, or "SAIFI"
- **Customer Service Call Center Performance** (% calls answered within 30 seconds)
- $8.0 million maximum penalty/$1.3 million maximum reward for the three companies combined
- Reward/penalty amounts graduated, subject to deadband
- Reward/penalty recovered/credited annually through RBA Rate Adjustment
- Reward/penalty amounts re-determined upon issuance of interim or final orders in rate cases

Other PIMS[2]

- **Demand Response** (Docket No. 2015-0412), established by PUC on January 25, 2018
  - One time incentive for timely acquisition of cost-effective DR from RFP respondents
  - Incentive up to 5% of aggregate annual contract value subject to cap of $500,000
  - Tariff approval pending
- **Renewable RFP**—Competitive bidding process to acquire dispatchable renewable generation (Docket No. 2017-0352), established by PUC on April 6, 2018
  - Incentive based on 80% customer/20% utility split of savings for each PPA in Phase 1, compared to benchmark of 11.5 cents per kilowatt-hour for renewable projects paired with storage and 9.5 cents per kWh for renewable energy only projects, up to cap of $3.5 million (recoverable, if applicable, over a two year period in two phases based on the contract and then on one year of performance)
- **PUC will consider additional PIMs in pending Performance Based Regulation (PBR) docket**

1 Applies to all companies, except for fuel cost sharing, which currently applies to Oahu only

2 In addition to the Performance Incentive Mechanisms described here, PUC has established a Heat Rate incentive mechanism designed to incentivize efficient operation of units (and penalize inefficient operation of units). PUC has also established RPS penalties of up to $20/MWh or about $2M for every 1% the company is short of the RPS requirement. The PUC has the discretion to waive, in whole or in part, any applicable penalty to the company for failure to achieve these RPS targets for events or circumstances that are outside the control of the company

Fossil Fuel Cost Risk Sharing

Part of Hawaiian Electric 2017 Rate Case Final Decision & Order (D&O)
Hawaii PUC Docket No. 2016-0328

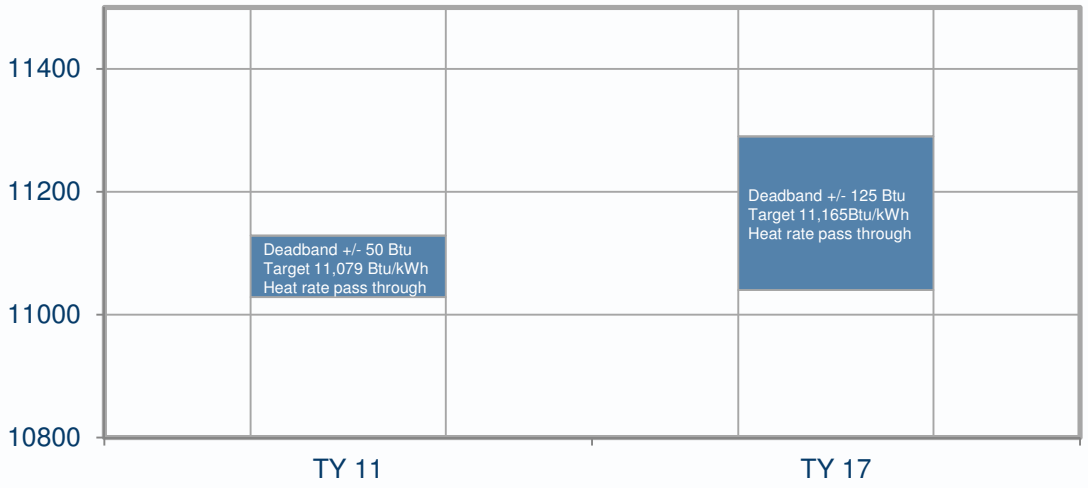
- As part of the Final D&O in Hawaiian Electric's 2017 rate case, the Commission established a new fossil fuel cost risk sharing mechanism to be part of the new Energy Cost Recovery Clause (which will replace existing Energy Cost Adjustment Clause)
  - Symmetrical mechanism
  - Applies to utility fossil fuel generation (not IPP generation or non-fossil fuels)
  - Variations in fossil fuel price above or below baseline price shared 98% customers / 2% utility
  - Utility annual upside / downside capped at $2.5 million
- Hawaiian Electric implementation proposal filed July 23, 2018 includes:
  - Baseline Prices: Proposed to be January fuel prices of each year for each fossil fuel type
  - Implementation Date: Proposed to be January 1, 2019
- Technical conference on mechanism implementation to be held among utility, Commission, Consumer Advocate and intervenor that proposed fuel cost risk sharing mechanism

Hawaiian Electric TY2017 Changes to Fossil Target Heat Rates and Deadband

Part of Hawaiian Electric 2017 Rate Case Final Decision & Order (D&O)
Hawaii PUC Docket No. 2016-0328

- As part of the Final D&O in Hawaiian Electric's 2017 rate case, the Commission approved:
  - Increase to the low sulfur fuel oil (LSFO) heat rate to 11,165 from 11,079 Btu/kWh-sales
  - Widened deadband to ±125 from ±50 Btu/kWh-sales
  - Removed target heat rate for diesel and biodiesel (full heat rate pass through)
- Proposed Energy Cost Recovery Clause tariff was filed July 23 and is subject to PUC approval

Target Heat Rate and Deadband, TY11 vs TY17



Power supply improvement plan (PSIP) update

Hawaii PUC Docket No. 2014-0183 (closed)
Accepted on July 14, 2017

- Anticipates reaching 100% Renewable Portfolio Standard (RPS)[1] by 2040, 5 years ahead of mandate
- On track to meet or exceed 2020 milestone of 30%
- Plan stresses the need to stay flexible and not crowd out future technological advances
- Focus on near-term actions (2017 - 2021)
- Near-term plans to incorporate Distributed Energy Resources (DER), Community-Based Renewable Energy, Demand Response and Energy Efficiency programs
- Includes growth of private rooftop solar to an estimated total of 165,000 private systems by 2030
- Includes additional ~360 megawatts of grid-scale solar, ~157 megawatts of grid-scale wind and ~115 megawatts from Demand Response (DR) programs
- Describes grid and generation modernization work needed to reliably integrate renewable energy resources while strengthening resilience

1 Electrical energy generated using renewable resources as a percentage of total sales

Grid Modernization Strategy

Hawaii PUC Docket No. 2017-0226

- In February 2018 the PUC directed the Companies to implement the grid modernization strategy with project applications to follow
- Customer and stakeholder engagement used to define grid modernization goals; engagement to continue as implementation applications developed
- Enables grid to interconnect DER levels consistent with PSIP
- Provides customer choice through customer energy options (DER, DR, time of use rates, etc.) and customer portal
- Uses new technologies to increase utilization of DER while improving reliability and resiliency of the grid
- $205 million in upgrades and enhancements to the grid over the next six years; applied for first phase of implementation ($86.3 million)
- Related upcoming filings include plan for executing near-term roadmap and proposed integrated grid-planning process
- The utilities filed their Integrated Grid Planning Report on March 1, 2018, outlining an innovative systems approach to energy planning to yield the most cost-effective renewable energy pathways that are rooted in customer and stakeholder input

Explanation of HEI's use of certain unaudited non-GAAP measures

HEI and Hawaiian Electric Company management use certain non-GAAP measures to evaluate the performance of HEI and the utility. Management believes these non-GAAP measures provide useful information and are a better indicator of the companies' core operating activities than the corresponding GAAP measures given the non-recurring nature of certain items. Non-GAAP core measures presented here may not be comparable to similarly titled measures used by other companies. The accompanying tables provide the return on average common equity (ROACE) and adjusted non-GAAP core ROACE for HEI and the utility.

The reconciling adjustments from GAAP earnings to core earnings used in the calculation of the twelve months ended June 30, 2017 ROACE include income, costs and associated taxes related to the terminated merger between HEI and NextEra Energy, Inc. For more information on the transactions, see HEI's Form 8-K filed on July 18, 2016, and HEI's Form 8-K filed on July 19, 2016. The reconciling adjustments from GAAP earnings to core earnings used in the calculation of the twelve months ended June 30, 2018 ROACE exclude the impact of the federal tax reform act recorded in the fourth quarter of 2017 due to the adjustment of deferred tax balances and the $1,000 employee bonuses paid by the bank related to federal tax reform. Management does not consider these items to be representative of the company's fundamental core earnings and has shown the non-GAAP (core) ROACE in order to provide better comparability between periods.

The accompanying table also provides the calculation of utility GAAP other operation and maintenance (O&M) expense adjusted for "O&M-related net income neutral items," which are O&M expenses covered by specific surcharges or by third parties.These "O&M-related net income neutral items" are grossed-up in revenue and expense and do not impact net income.

RECONCILIATION OF GAAP[1] TO NON-GAAP MEASURES

Hawaiian Electric Industries, Inc. and Subsidiaries (HEI)

(Unaudited)

	Twelve months ended June 30	
	2018	2017
HEI CONSOLIDATED RETURN ON AVERAGE COMMON EQUITY (ROACE) (simple average)		
Based on GAAP	8.6%	12.1%
Based on non-GAAP (core)[2]	9.2%	8.9%

Hawaiian Electric Company, Inc. and Subsidiaries

	Twelve months ended June 30	
	2018	2017
HAWAIIAN ELECTRIC CONSOLIDATED RETURN ON AVERAGE COMMON EQUITY (ROACE) (simple average)		
Based on GAAP	7.19%	7.23%
Based on non-GAAP (core)[2]	7.69%	7.23%

	Three months ended June 30		Six months ended June 30	
($ in millions)	2018	2017	2018	2017
HAWAIIAN ELECTRIC CONSOLIDATED OTHER OPERATION AND MAINTENANCE (O&M) EXPENSE				
GAAP (as reported)	$ 112.6	$ 104.9	$ 220.3	$ 203.8
Excluding other O&M-related net income neutral items[3]	0.1	0.9	0.5	2.0
Non-GAAP (Adjusted other O&M expense)	$ 112.5	$ 104.0	$ 219.8	$ 201.7

Note: Columns may not foot due to rounding

[1] Accounting principles generally accepted in the United States of America

[2] Calculated as core net income divided by average GAAP common equity

[3] Expenses covered by surcharges or by third parties recorded in revenues

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.

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 U.S. and foreign capital and credit market conditions and federal, state and international responses to those conditions; and the potential impacts of global developments (including global economic conditions and uncertainties; unrest; the conflict in Syria; the effects of changes that have or may occur in U.S. policy, such as with respect to immigration and trade; terrorist acts; potential conflict or crisis with North Korea; and potential pandemics);
- the effects of future actions or inaction of the U.S. government or related agencies, including those related to the U.S. debt ceiling, monetary policy, trade policy and tariffs, and other policy and regulation changes advanced or proposed by President Trump and his administration;
- weather and natural disasters (e.g., hurricanes, earthquakes, tsunamis, lightning strikes, lava flows and the potential effects of climate change, such as more severe storms and rising sea levels), including their impact on the Company's and Utilities' operations and the economy;
- the timing and extent of changes in interest rates and the shape of the yield curve;
- 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 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;

- changes in laws, regulations (including tax regulations), market conditions and other factors that result in changes in assumptions used to calculate retirement benefits costs and funding requirements;
- the impact of the Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010 (Dodd-Frank Act) and of the rules and regulations that the Dodd-Frank Act requires to be promulgated;
- increasing competition in the banking industry (e.g., increased price competition for deposits, or an outflow of deposits to alternative investments, which may have an adverse impact on ASB's cost of funds);
- 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 renewable portfolio standards (RPS) goals and the impacts of implementation of the renewable energy proposals on future costs of electricity;
- 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 (PSIPs), 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;
- 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 adjustment clauses (ECACs);
- the continued availability to the electric utilities or modifications of other cost recovery mechanisms, including the purchased power adjustment clauses (PPACs), rate adjustment mechanisms (RAMs) 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 achieve performance incentive mechanisms currently in place;
- the impact from the PUC's implementation of performance-based ratemaking for the Utilities pursuant to Senate Bill No. 2939 SD2, including the potential addition of new performance incentive mechanisms, third party proposals to the PUC's implementation of PBR, and the implications of not achieving performance incentive goals;
- the impact of fuel price 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;
- 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;
- cyber security risks and the potential for cyber incidents, including potential incidents at HEI, its third-party vendors, and its subsidiaries (including at ASB branches and electric utility plants) and incidents at data processing centers they use, to the extent not prevented by intrusion detection and prevention systems, anti-virus software, firewalls and other general information technology controls;
- any failure in the implementation of the ERP/EAM system could adversely affect the Utilities' ability to timely and accurately report financial information and make payments to vendors and employees;
- 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, 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 "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 ability of the Utilities to recover increasing costs and earn a reasonable return on capital investments not covered by RAMs;
- 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 and the effects of potentially required consolidation of variable interest entities (VIEs) or required capital/finance lease or on-balance-sheet operating lease accounting for PPAs with IPPs;
- changes by securities rating agencies in their ratings of the securities of HEI and Hawaiian Electric and the results of financing efforts;
- faster than expected loan prepayments that can cause 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 which may increase or decrease the required level of provision for loan losses, allowance for loan losses and charge-offs;
- changes in ASB's deposit cost or mix which may have an adverse impact on ASB's cost of funds;
- 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);
- the ability of the Company's non-regulated subsidiary, Pacific Current, LLC, 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; and
- other risks or uncertainties described elsewhere in this report and in other reports (e.g., "Item 1A. Risk Factors" in the Company's Annual Report on Form 10-K) 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.



Corporate Headquarters

Hawaiian Electric Industries, Inc.
1001 Bishop Street, Suite 2900
Honolulu, Hawaii 96813
Telephone: 808-543-5662
Internet address: www.hei.com

Institutional Investor And Securities Analyst Inquiries

Please direct inquiries to:
Julie Smolinski
Director, Investor Relations
Telephone: 808-543-5874
Email: jsmolinski@hei.com