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 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 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, the effects of the United Kingdom's referendum to withdraw from the European Union, unrest, the conflict in Syria, terrorist acts by ISIS or others, 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 and 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, 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 impacts of the termination of the Merger with NextEra Energy, Inc. (NEE) and the resulting loss of NEE's resources, expertise and support (e.g., financial and technological), including potentially higher costs and longer lead times to increase levels of renewable energy and to complete projects like Enterprise Resource Planning/Enterprise Asset Management (ERP/ERM) and smart grids, and a higher cost of capital;
- 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, proposed undersea cables, 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 and business model changes proposed and being developed in response to the four orders that the PUC issued in April 2014, in which the PUC: directed the Utilities to develop, among other things, Power Supply Improvement Plans, a Demand Response Portfolio Plan and a Distributed Generation Interconnection Plan; described the PUC's 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 emphasized the need to "leap ahead" of other states in creating a 21st century generation system and modern transmission and distribution grids;
- capacity and supply constraints or difficulties, especially if generating units (utility-owned or IPP-owned) fail or measures such as demand-side management (DSM), distributed generation (DG), 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 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;
- new technological developments, such as the commercial development of energy storage and microgrids, that could affect the operations of the Utilities;
- cyber security risks and the potential for cyber incidents, including potential incidents at HEI, ASB and the Utilities (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;
- 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 (GHG) 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, the Utilities and ASB, 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 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, the Utilities and ASB;
- 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
- 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 this presentation or filing in which they are made. Except to the extent required by the federal securities laws, HEI, Hawaiian Electric, ASB 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.

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. Core earnings and other financial measures as presented here may not be comparable to similarly titled measures used by other companies. The accompanying tables provide a reconciliation of reported GAAP[1] earnings to non-GAAP core earnings and the adjusted return on average common equity (ROACE) for HEI and the utility.

The reconciling adjustments from GAAP earnings to core earnings are limited to the fees, reimbursements, costs and associated taxes related to the terminated merger between HEI and NextEra Energy, Inc., and the cancelled spin-off of ASB Hawaii, Inc., and the terminated liquefied natural gas (LNG) contract which required the Hawaii Public Utilities Commission approval of the merger with 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. Management does not consider these items to be representative of the company's fundamental core earnings.

The accompanying table also provides the calculation of utility GAAP O&M adjusted for costs related to the terminated merger discussed above. "O&M-related net income neutral items" which are O&M expenses covered by specific surcharges or by third parties have also been excluded. 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	Three months ended December 31		Years ended December 31	
($ in millions, except per share amounts)	2016	2015	2016	2015
HEI CONSOLIDATED (INCOME) EXPENSES RELATED TO THE TERMINATED MERGER WITH NEXTERA ENERGY AND CANCELLED SPIN-OFF OF ASB HAWAII				
Pre-tax (income) expenses	**$ —**	**$ 2.5**	**$ (84.9)**	**$ 18.2**
Current income taxes (benefits)	—	(0.3)	24.7	(2.4)
After-tax (income) expenses	**$ —**	**$ 2.2**	**$ (60.3)**	**$ 15.8**
HEI CONSOLIDATED LNG CONTRACT COSTS[2]				
Pre-tax expenses	**$ —**	**$ —**	**$ 3.4**	**$ —**
Current income taxes (benefits)	—	—	(1.3)	—
After-tax (income) expenses	**$ —**	**$ —**	**$ 2.1**	**$ —**
HEI CONSOLIDATED NET INCOME				
GAAP (as reported)	**$ 44.6**	**$ 42.3**	**$ 248.3**	**$ 159.9**
Excluding special items (after-tax):				
(Income) expenses related to the terminated merger with NextEra Energy and cancelled spin-off of ASB Hawaii	—	2.2	(60.3)	15.8
Costs related to the terminated LNG contract[2]	—	—	2.1	—
Non-GAAP (core) net income	**$ 44.6**	**$ 44.5**	**$ 190.1**	**$ 175.7**
HEI CONSOLIDATED DILUTED EARNINGS PER COMMON SHARE				
GAAP (as reported)	**$ 0.41**	**$ 0.39**	**$ 2.29**	**$ 1.50**
Excluding special items (after-tax):				
(Income) expenses related to the terminated merger with NextEra Energy and cancelled spin-off of ASB Hawaii	—	0.02	(0.56)	0.15
Costs related to the terminated LNG contract[2]	—	—	0.02	—
Non-GAAP (core) diluted earnings per common share	**$ 0.41**	**$ 0.41**	**$ 1.75**	**$ 1.65**

	Years ended December 31	
	2016	2015
HEI CONSOLIDATED RETURN ON AVERAGE COMMON EQUITY (ROACE) (simple average)		
Based on GAAP	**12.4%**	**8.6%**
Based on non-GAAP (core)[3]	**9.5%**	**9.4%**

Note: Columns may not foot due to rounding

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

[2] The LNG contract was terminated as it was conditioned on the merger with NextEra Energy closing

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

RECONCILIATION OF GAAP[1] TO NON-GAAP MEASURES

Hawaiian Electric Company, Inc. and Subsidiaries

Unaudited	Three months ended December 31		Years ended December 31	
($ in millions)	2016	2015	2016	2015
HAWAIIAN ELECTRIC CONSOLIDATED COSTS RELATED TO THE TERMINATED MERGER WITH NEXTERA ENERGY				
Pre-tax expenses	**$ —**	**$ 0.4**	**$ 0.1**	**$ 0.8**
Current income taxes (benefits)	—	(0.2)	—	(0.3)
After-tax expenses	**$ —**	**$ 0.2**	**$ 0.1**	**$ 0.5**
HAWAIIAN ELECTRIC CONSOLIDATED LNG CONTRACT COSTS[2]				
Pre-tax expenses	**$ —**	**$ —**	**$ 3.4**	**$ —**
Current income taxes (benefits)	—	—	(1.3)	—
After-tax expenses	**$ —**	**$ —**	**$ 2.1**	**$ —**
HAWAIIAN ELECTRIC CONSOLIDATED NET INCOME				
GAAP (as reported)	**$ 34.1**	**$ 33.0**	**$ 142.3**	**$ 135.7**
Excluding special items (after-tax):				
Costs related to the terminated merger with NextEra Energy	—	0.2	0.1	0.5
Costs related to the terminated LNG contract[2]	—	—	2.1	—
Non-GAAP (core) net income	**$ 34.1**	**$ 33.2**	**$ 144.5**	**$ 136.2**

	Years ended December 31	
	2016	2015
HAWAIIAN ELECTRIC CONSOLIDATED RETURN ON AVERAGE COMMON EQUITY (ROACE) (simple average)		
Based on GAAP	**8.07%**	**7.96%**
Based on non-GAAP (core)[3]	**8.19%**	**7.99%**

	Three months ended December 31		Years ended December 31	
($ in millions)	2016	2015	2016	2015
HAWAIIAN ELECTRIC CONSOLIDATED OTHER OPERATION AND MAINTENANCE (O&M) EXPENSE				
GAAP (as reported)	**$ 107.3**	**$ 106.6**	**$ 405.5**	**$ 413.1**
Excluding O&M-related net income neutral items[4]	1.3	1.6	5.9	7.0
Excluding costs related to the terminated merger with NextEra Energy	—	0.4	0.1	0.8
Excluding costs related to the terminated LNG contract[2]	—	—	3.4	—
Non-GAAP (Adjusted other O&M expense)	**$ 106.0**	**$ 104.6**	**$ 396.2**	**$ 405.3**

Note: Columns may not foot due to rounding

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

[2] The LNG contract was terminated as it was conditioned on the merger with NextEra Energy closing

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

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



Hawaiian Electric Industries, Inc.

2016 Fourth Quarter and Year-end Financial Results and Outlook

February 14, 2017

2016 Highlights

- **2016 financial results in line with revised earnings guidance**

Hawaiian Electric

- **Filed comprehensive update to Power Supply Improvement Plans**
- **Focused on providing increased customer value at a reasonable cost**
- **Increased renewable energy integration**

AMERICAN Savings Bank

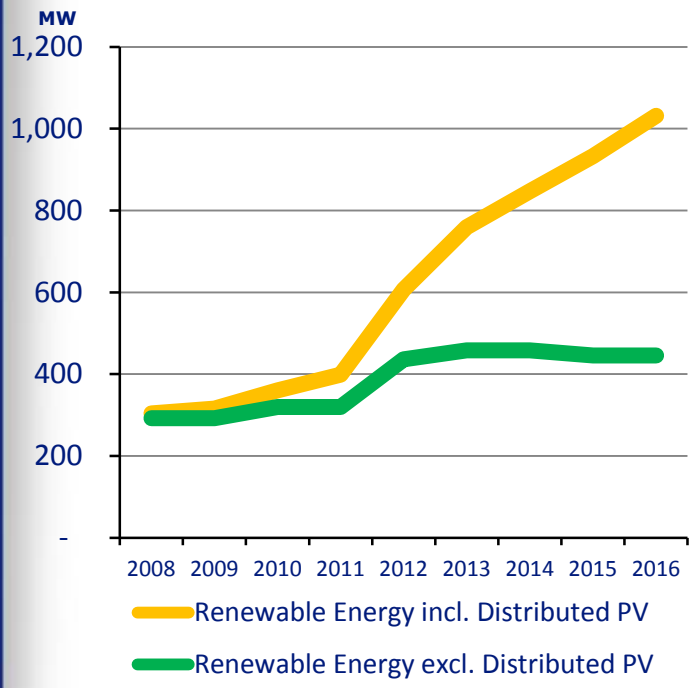
- **Excellent deposit growth and higher net interest income**
- **Strong efficiency improvements**
- **Sound capital levels**

HEI

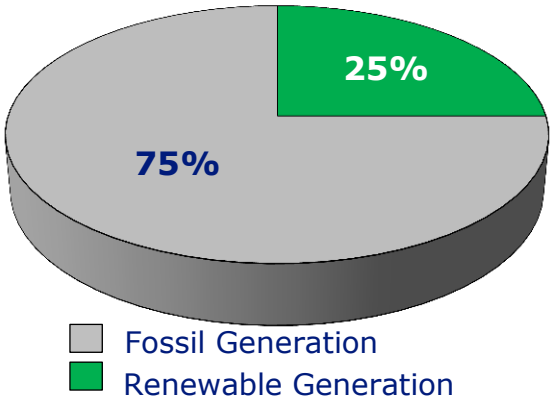


Committed to Achieve Hawaii's 100% Renewable Energy Goal by 2045

- **National leader in clean energy integration**
  - **At times, renewable energy has powered up to ~45% of Oahu energy needs and up to ~60% on Maui and Hawaii Island**



- **Hawaiian Electric achieved 25%[1] RPS in 2016**
  - **Oahu: 19%**
  - **Maui County: 36%**
  - **Hawaii Island: 53%**
- **Working towards 2020 milestone of 30%**



- **15% of customers have solar PV in 2016**

Energized Systems	2008	2014	2015	2016
Residential & Commercial PV systems	850	~50K	~60K	~70K
Megawatts	12	389	487	586

Renewable energy amounts reflect firm generated and contracted capacity
Distributed Photovoltaic (PV) includes Net Energy Metering (NEM), Standard Interconnection Agreements (SIA), Feed-in-Tariff (FIT), Purchase Power Agreement (PPA), non-SIA, and utility owned

[1] Represents the preliminary Renewable Portfolio Standard (RPS) as of December 31, 2016 as a percentage of total sales



Utility Developments since 3Q16

Power Supply Improvement Plan (PSIP) Update
(Docket No. 2014-0183)

- Includes 5-year plan charting near-term actions
  - Plan to reach 48% renewable by 2020
  - Maintains flexibility to allow for technological advances and changing customer needs
  - Statement of position to be filed on Feb. 14, 2017

Hawaii Electric Light 2016 Rate Case
(Docket No. 2015-0170)

Hawaiian Electric 2017 Rate Case
(Docket No. 2016-0328)

- Hawaii Electric Light 2016 test year rate case
  - 2 public hearings held in December 2016
  - Interim decision estimated in Q3 2017
- Hawaiian Electric 2017 test year rate case
  - Public hearing on February 22, 2017
  - Interim decision estimated in Q4 2017
- Maui Electric 2018 test year rate case
  - Expected filing this summer

Renewable Energy Developments

- Land request for information from landowners for future renewable development
- 27.6 MW Waianae Solar farm in service January 2017; PPA with Eurus
- NRG power purchase agreements continuing the former SunEdison projects

Electrification of Transportation

- Increases capacity for renewable energy integration, lowers total energy costs for customers, reduces carbon

Grid modernization

- PUC dismissed smart grid application without prejudice requesting that a broad base of stakeholders reconsider grid modernization strategies by June 30, 2017

HEI



Hawaii Economic Trends

Tourism

Year-over-year change	Dec 2016	YTD Dec 2016
Arrivals	+3.6%	+3.0%
Expenditures	+5.1%	+4.2%

Unemployment

- Dec 2016 – Hawaii: 2.9%; U.S.: 4.7%

Real Estate

- YTD Dec 2016 Oahu single family home sales up 5.0%
- Oahu median single family home price for Dec 2016 up 4.3% from Dec 2015 to $730,000

Construction

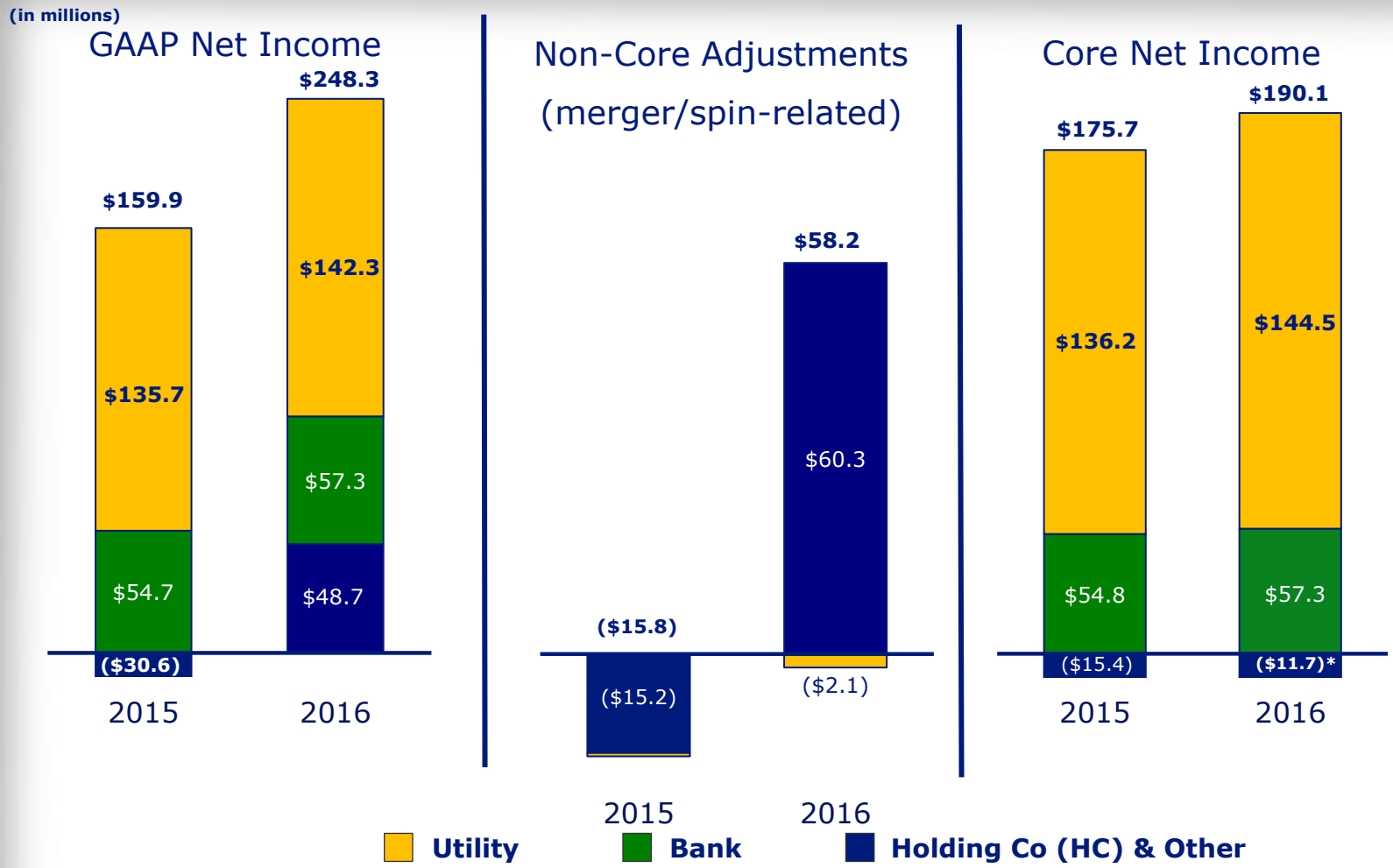
- The construction cycle is expected to plateau in 2018 (UHERO)

State GDP

- Expected to increase 2.1% in 2017

Sources: Department of Business, Economic Development and Tourism, U.S. Bureau of Labor Statistics and the state of Hawaii Department of Labor and Industrial Relations. 2017 estimate from the University of Hawaii Economic Research Organization (UHERO) December 16, 2016 report.

Consolidated 2016 Earnings – Net Income

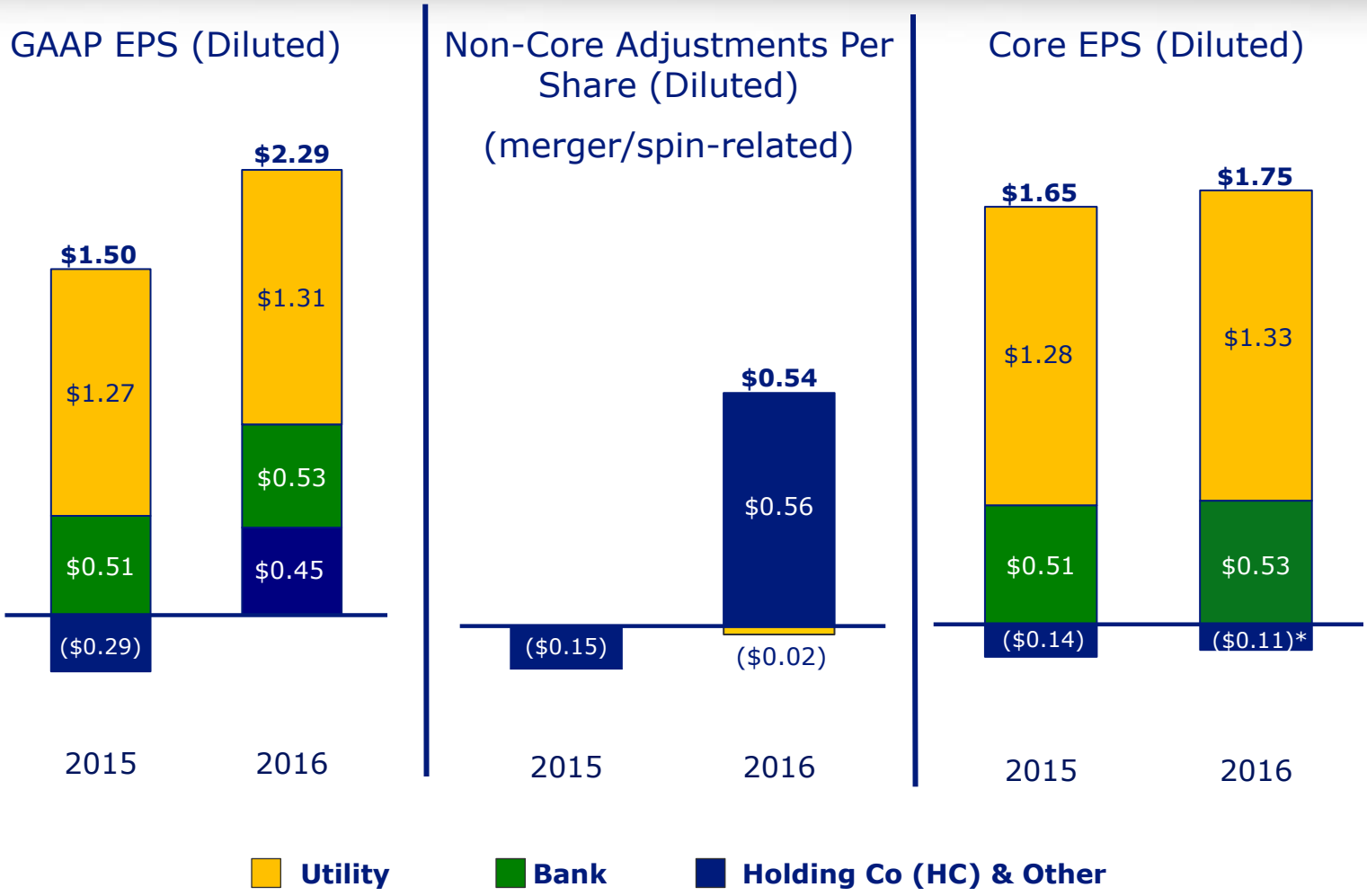


* Includes approximately $4 million favorable tax benefits as HEI moved out of a federal net operating loss position

Note: Columns may not foot due to rounding

See the reconciliation of GAAP to Non-GAAP (Core) measures preceding this presentation

Consolidated 2016 Earnings - EPS

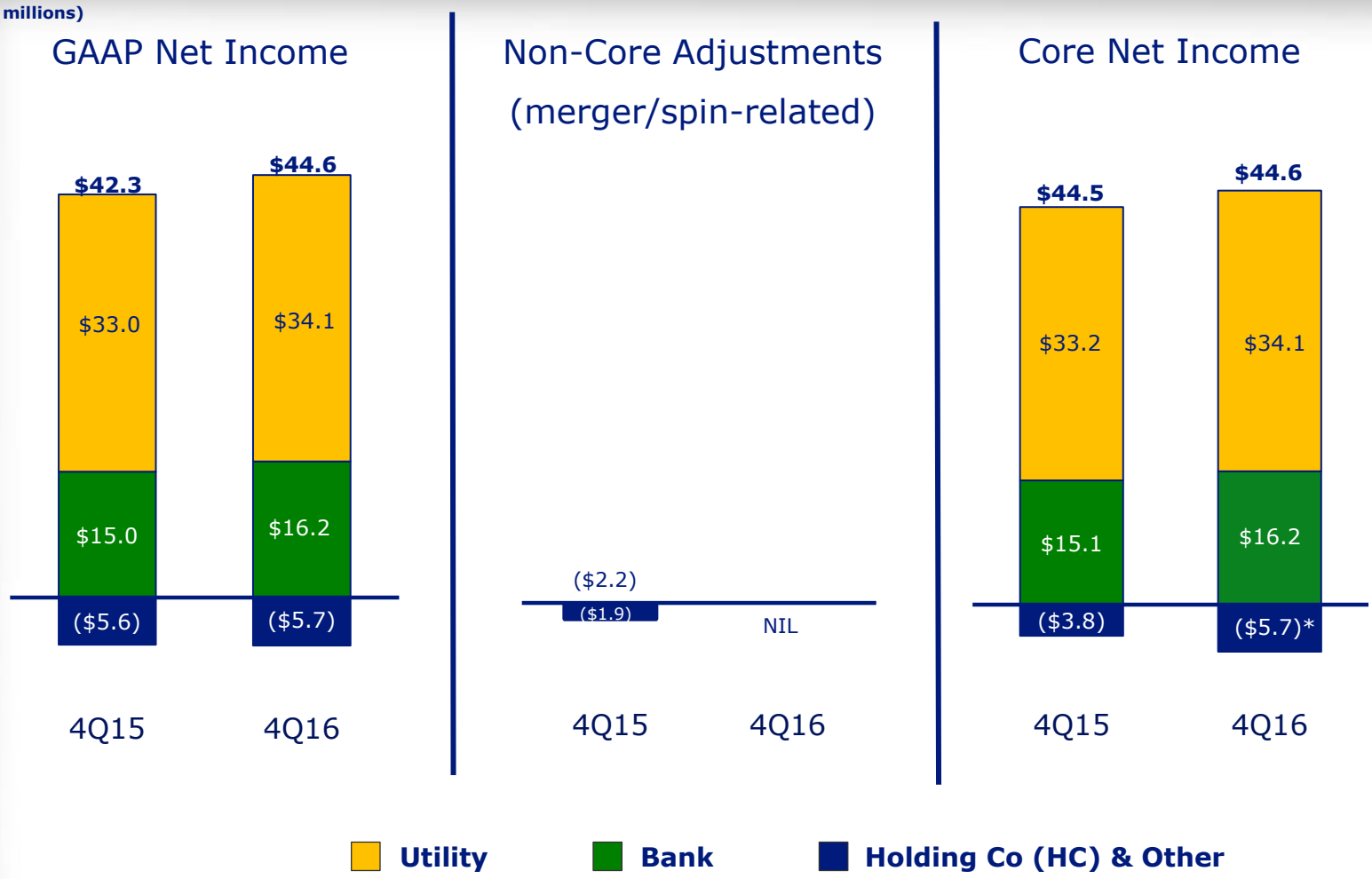


- Includes approximately $0.04 per share favorable tax benefits as HEI moved out of a federal net operating loss position

Note: Columns may not foot due to rounding
See the reconciliation of GAAP to Non-GAAP (Core) measures preceding this presentation

Consolidated 4Q Earnings – Net Income

(in millions)

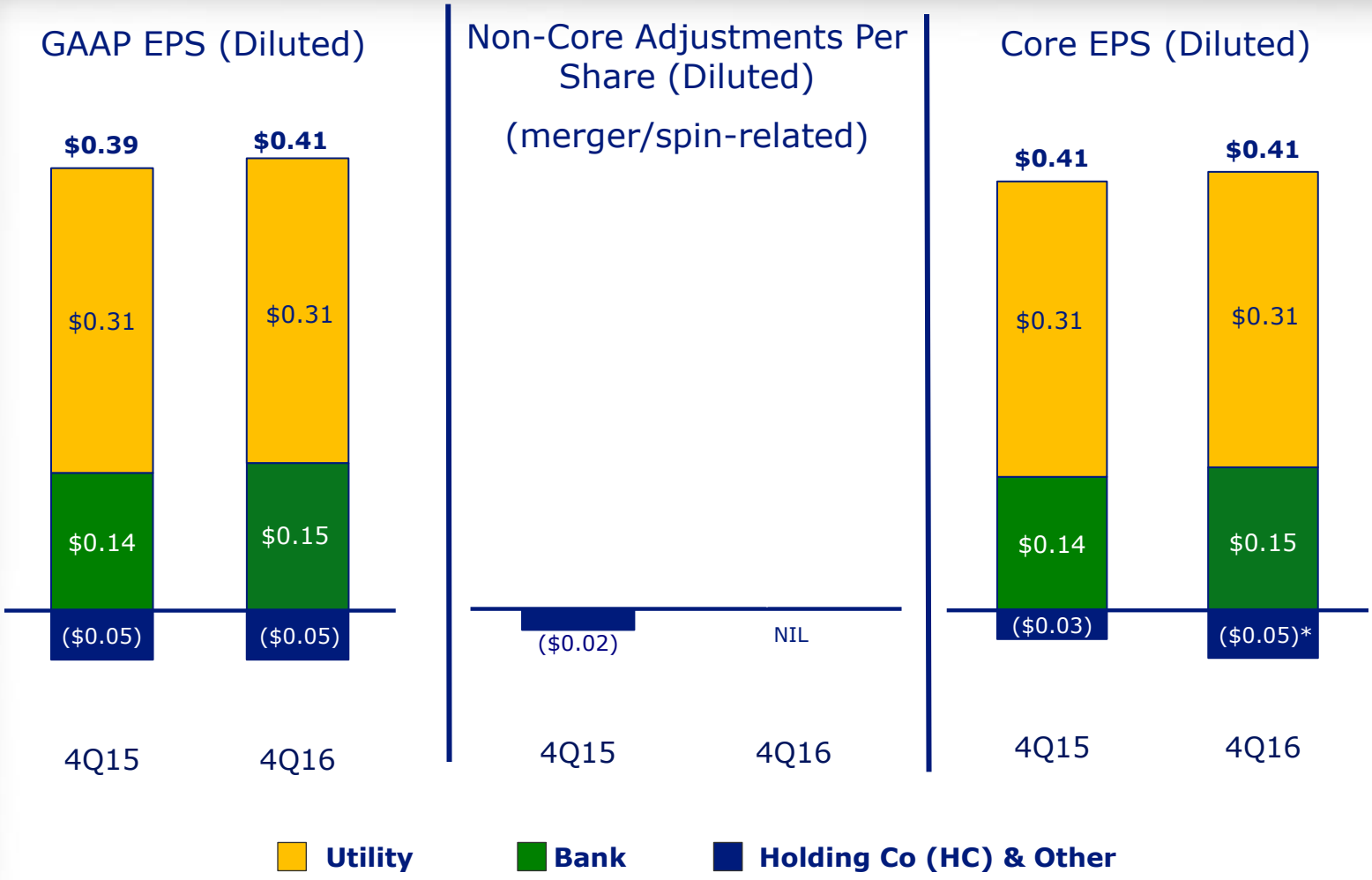


* Includes approximately $2 million adjustment to tax benefits in 4Q2016.

Note: Columns may not foot due to rounding

See the reconciliation of GAAP to Non-GAAP (Core) measures preceding this presentation

Consolidated 4Q Earnings - EPS

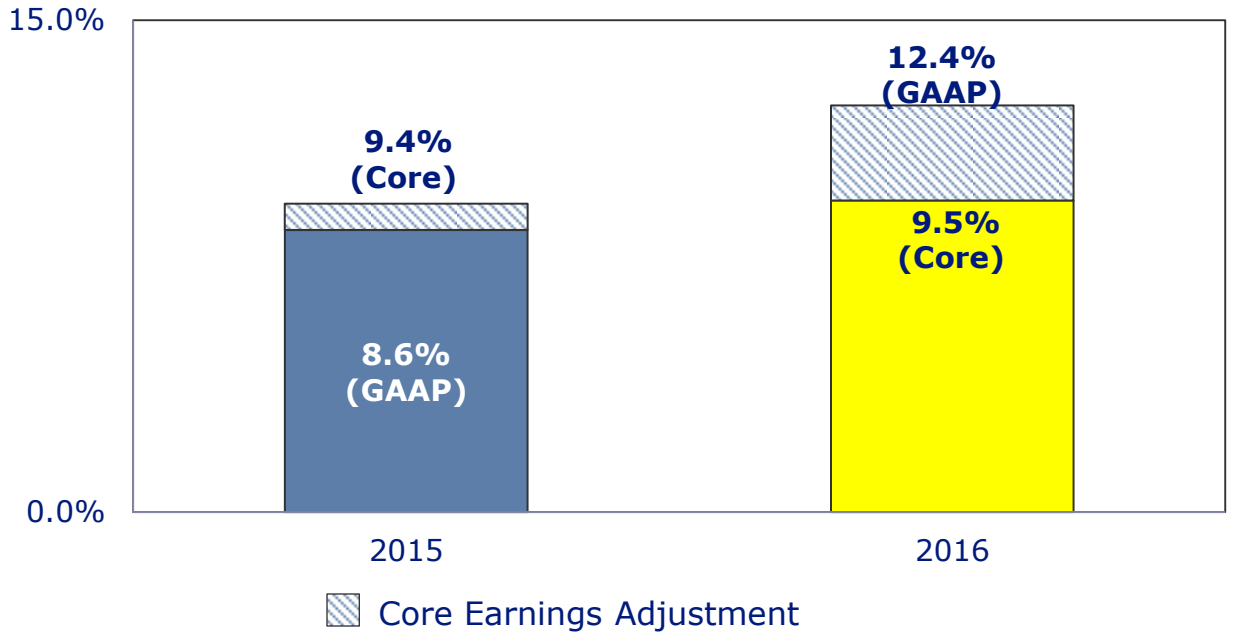


- Includes approximately $0.02 per share adjustment to tax benefits.

Note: Columns may not foot due to rounding
See the reconciliation of GAAP to Non-GAAP (Core) measures preceding this presentation

HEI ROE

Consolidated ROE[1]
Twelve Months Ended December 31



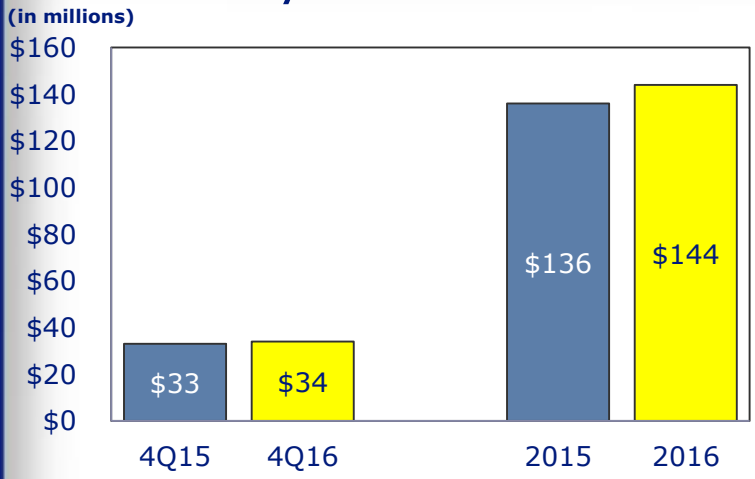
	2015	2016
	GAAP	GAAP
Utility	8.0%	8.1%
Bank	10.0%	10.1%

See the reconciliation of GAAP to Non-GAAP (Core) measures preceding this presentation

[1] Calculated using net income divided by average GAAP common equity, simple average method

2016 Utility & Bank Financial Highlights

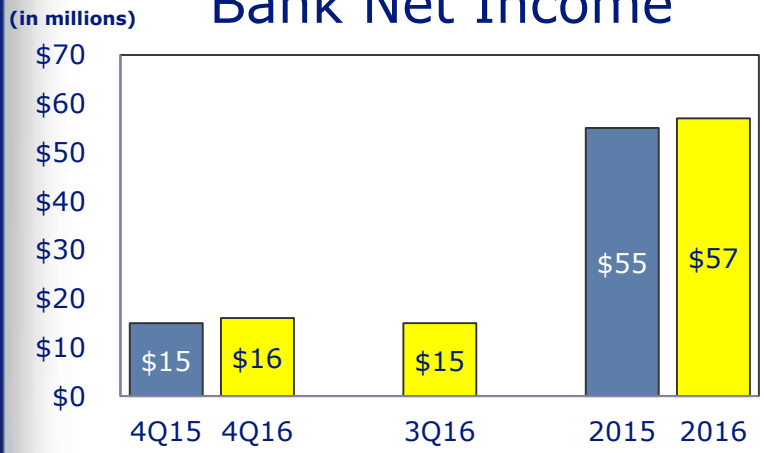
Utility Core Net Income



Key utility core earnings drivers fav/(unfav) ($ in millions after-tax)	4Q16 vs 4Q15	2016 vs 2015
Net revenues*:		
Recovery of investments & costs	2	9
Other	--	(1)
Net revenues	2	8
O&M, excluding net income neutral and merger-related items	(1)	6
Depreciation	(1)	(6)

*Net revenues is "Revenues" less the following expenses: "fuel oil," "purchased power," and "taxes, other than income taxes"

Bank Net Income

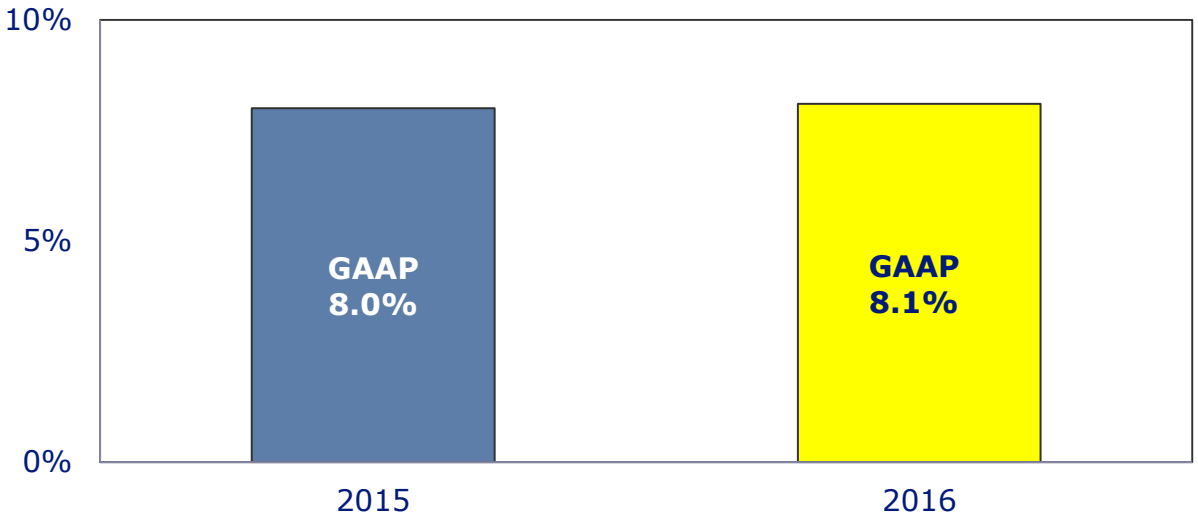


Key bank earnings drivers fav/(unfav) ($ in millions after-tax)	4Q16 vs 3Q16	4Q16 vs 4Q15	2016 vs 2015
Net interest income	1	3	11
Provision for loan losses	3	--	(6)
Noninterest income	(1)	--	--
Noninterest expense	(1)	(1)	(2)

See the reconciliation of GAAP to Non-GAAP (Core) measures preceding this presentation
Note: Columns may not foot due to rounding

Utility ROE

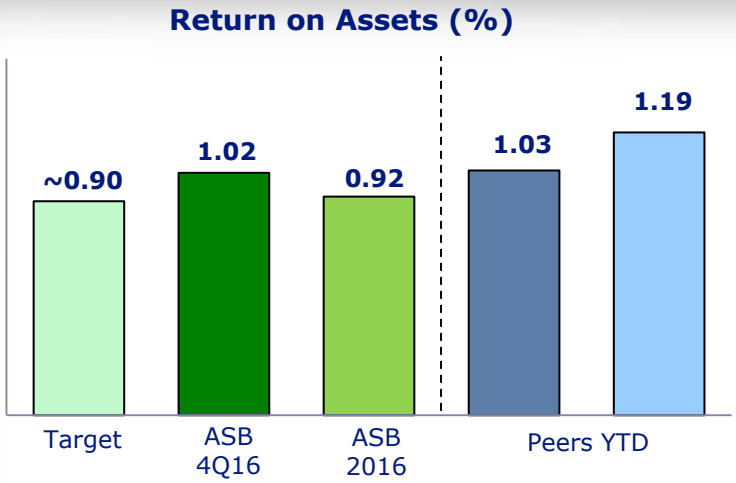
Consolidated Utility ROE[1] Twelve Months Ended December 31,

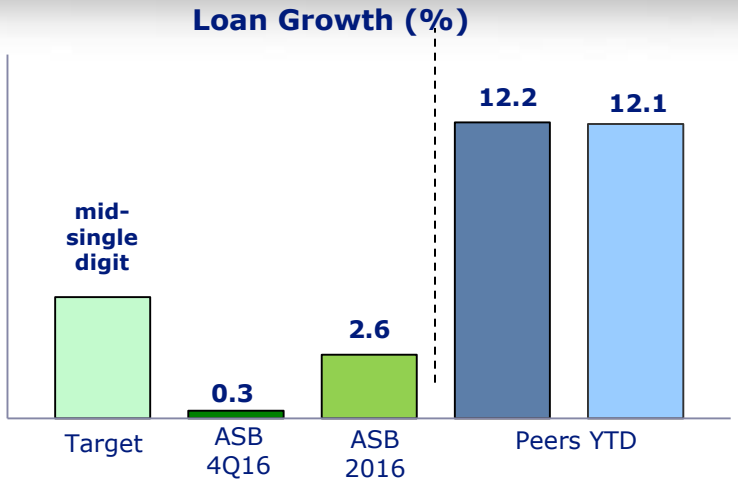


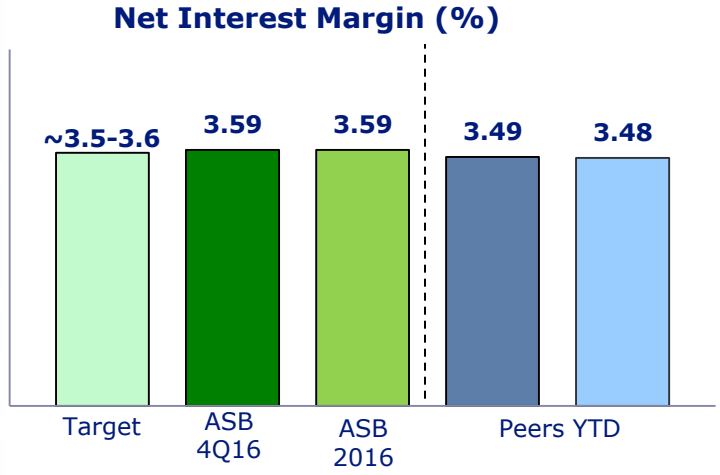
	Consolidated Utility	Hawaiian Electric	Hawaii Electric Light	Maui Electric
2015	**8.0%**	**8.0%**	**7.2%**	**8.5%**
2016	**8.1%**	**8.3%**	**7.3%**	**8.1%**
Allowed[2]	**9.8%**	**10.0%**	**10.0%**	**9.0%**

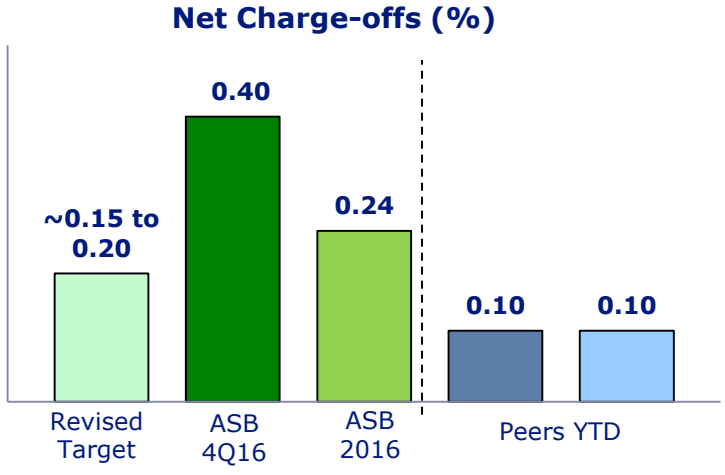
[1] Calculated using net income divided by average GAAP common equity, simple average method
[2] Based on PUC decisions in effect on December 31, 2016.
Note: Last base revenue increase change: Hawaiian Electric: 2011 test year; Hawaii Electric Light: 2010 test year; Maui Electric: 2012 test year

Bank 2016 Performance









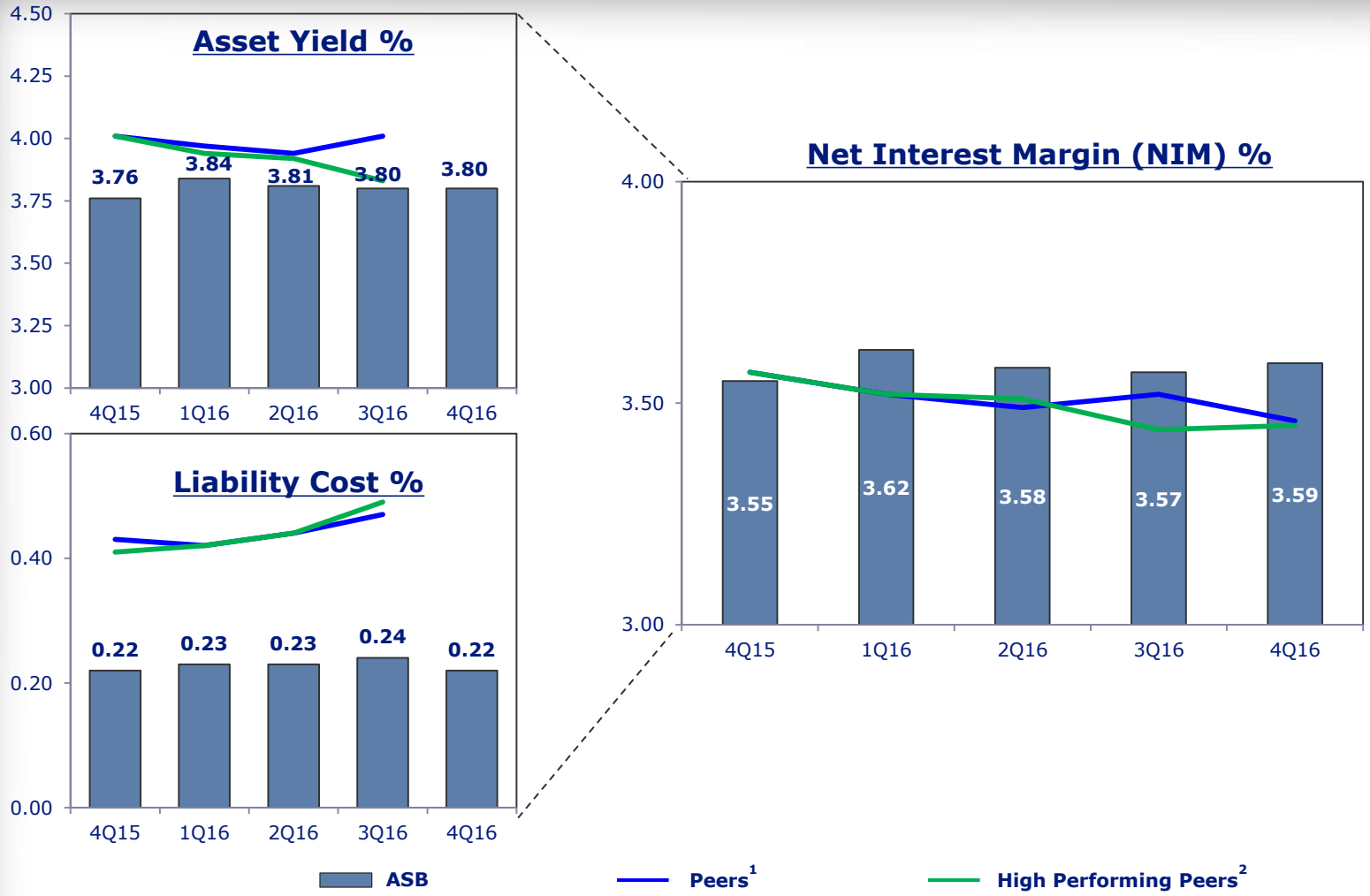
ASB Target | ASB QTD Annualized | ASB 2016 | Peers[1] | High Performing Peers[2]

Source for peer data: SNL Financial (based upon data available as of February 10, 2017)
Note: Quarterly information is annualized

[1] Median for peer group based on publicly traded banks and thrifts between $3.5B and $8B in total assets and not subject to the Durbin Amendment caps limiting interchange fees. See appendix.

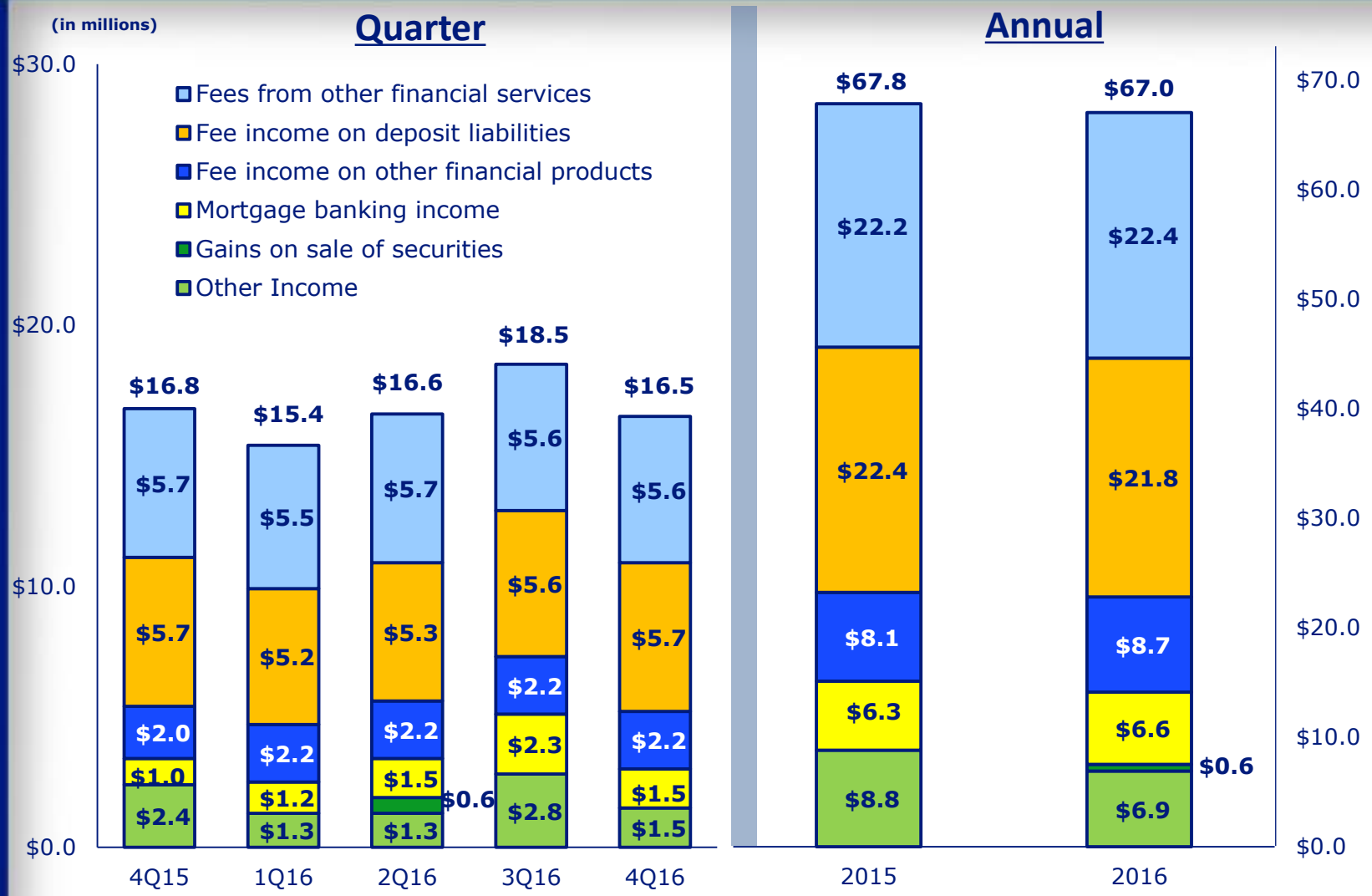
[2] Median for peer group of 18 high performing banks and not subject to the Durbin Amendment caps limiting interchange fees. See appendix.

Net Interest Margin

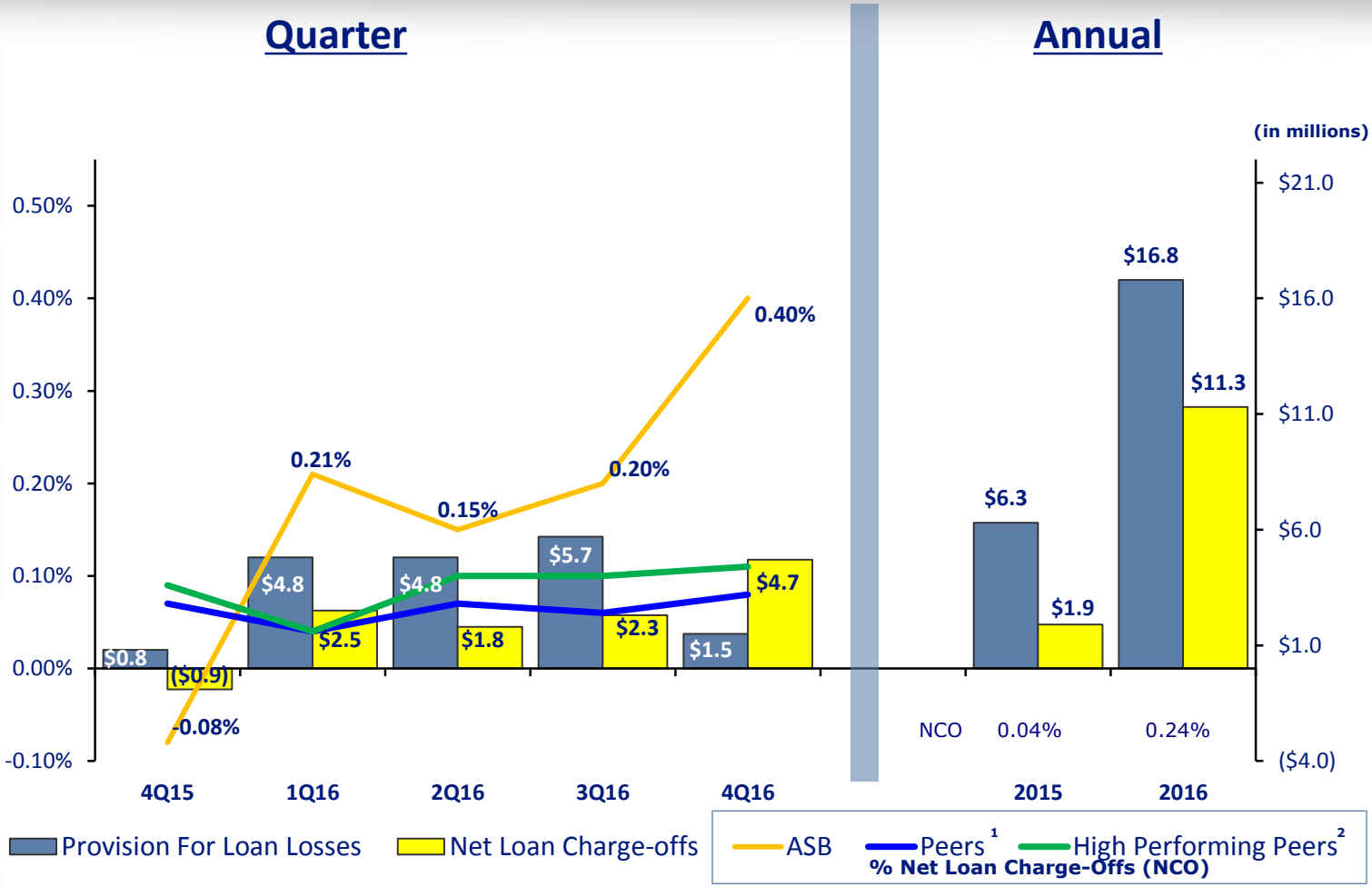


Source for peer data: SNL Financial (based upon data available as of February 10, 2017)
Asset Yield: Total interest income as a percentage of average interest-earning assets
Liability Cost: Total interest expense as a percentage of average interest-bearing and non-interest bearing liabilities
Net Interest 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 $3.5B and $8B in total assets. See appendix.
[2] Median for peer group of 18 high performing banks. See appendix.

Pretax Noninterest Income

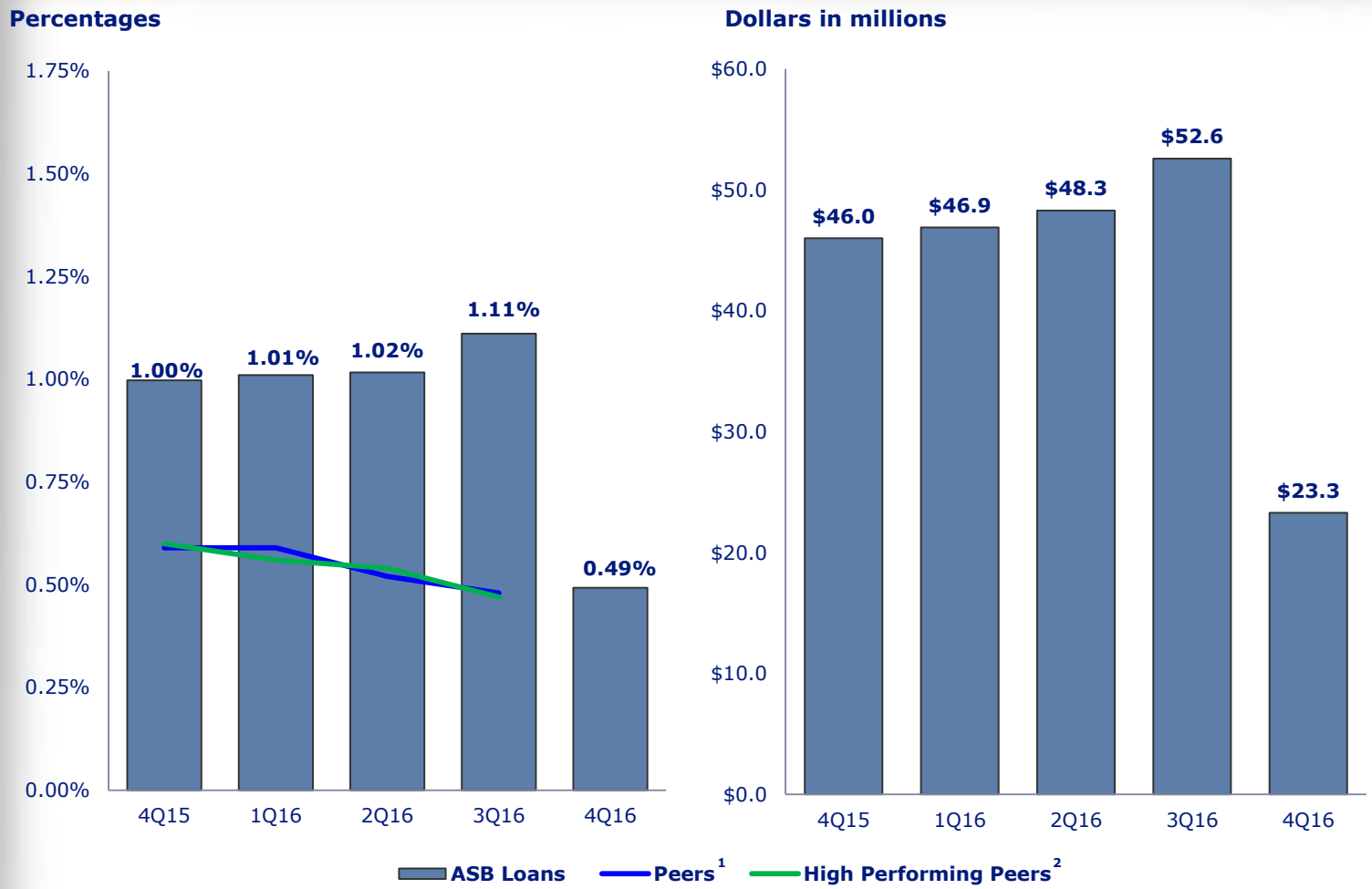


Credit quality



Source for peer data: SNL Financial (based upon data available as of February 10, 2017)
Annualized quarterly net loan charge-offs ratio reflected as a percentage of average loans held during the period.
[1] Median for peer group based on publicly traded banks and thrifts between $3.5B and $8B in total assets. See appendix.
[2] Median for peer group of 16 high performing banks. See appendix.

Nonaccrual Loans



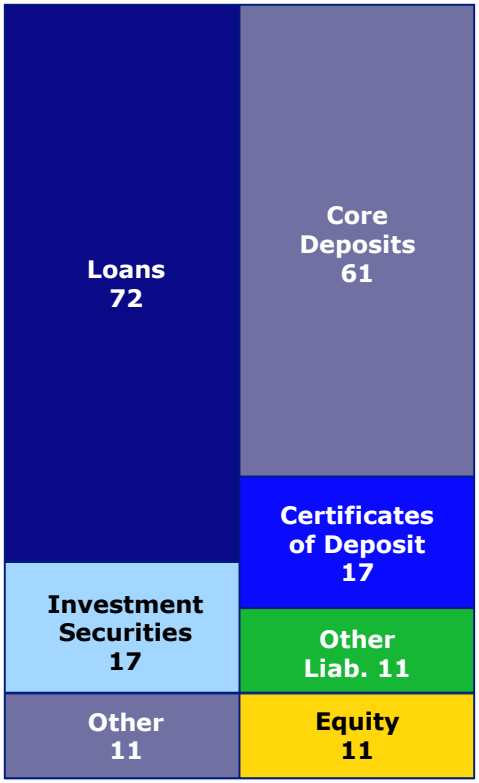
Source for peer data: SNL Financial (based upon data available as of February 10, 2017)
Percentages represent nonaccrual loans to total loans.
[1] Median for peer group based on publicly traded banks and thrifts between $3.5B and $8B in total assets. See appendix.
[2] Median for peer group of 18 high performing banks. See appendix.

Quality Balance Sheet

- **Overall loan-to-deposit ratio of 85%**
- **100% of ASB loans funded with low-cost core deposits**

Peer Banks[1]

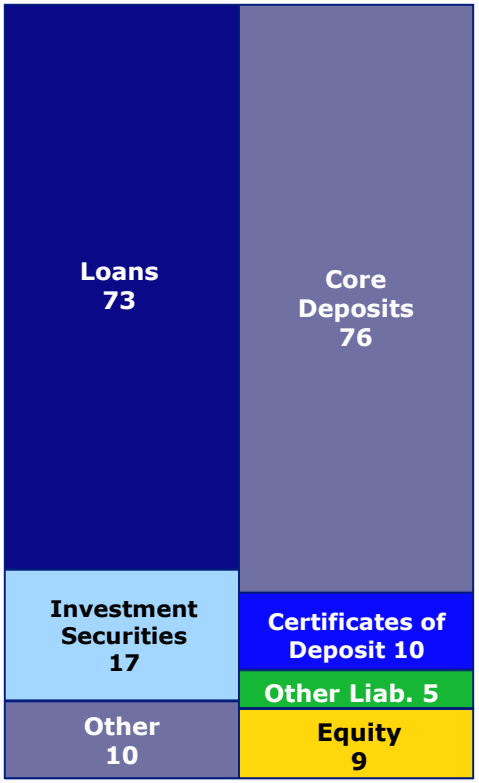
9/30/16 (%)



Peer median of avg yield on earning assets 3Q16: 4.01%
Peer median of avg cost of funds 3Q16: 0.47%

ASB

12/31/16 (%)

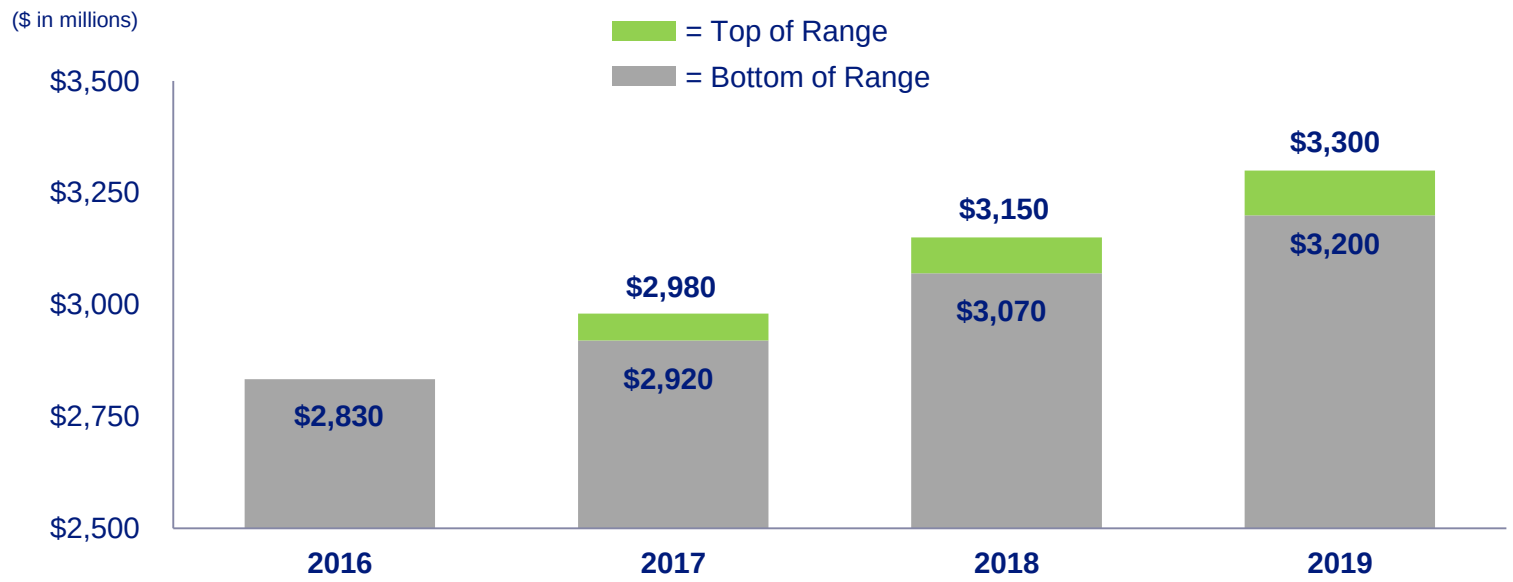


Avg yield on earning assets 4Q16: 3.80%
Avg cost of funds 4Q16: 0.22%

Source for peer data: SNL Financial (based on data available as February 10, 2017)
[1] Peer group based on publicly traded banks and thrifts between $3.5B and $8B in total assets. See appendix.

Clean Energy & Reliability Projects Drive Capital Investments

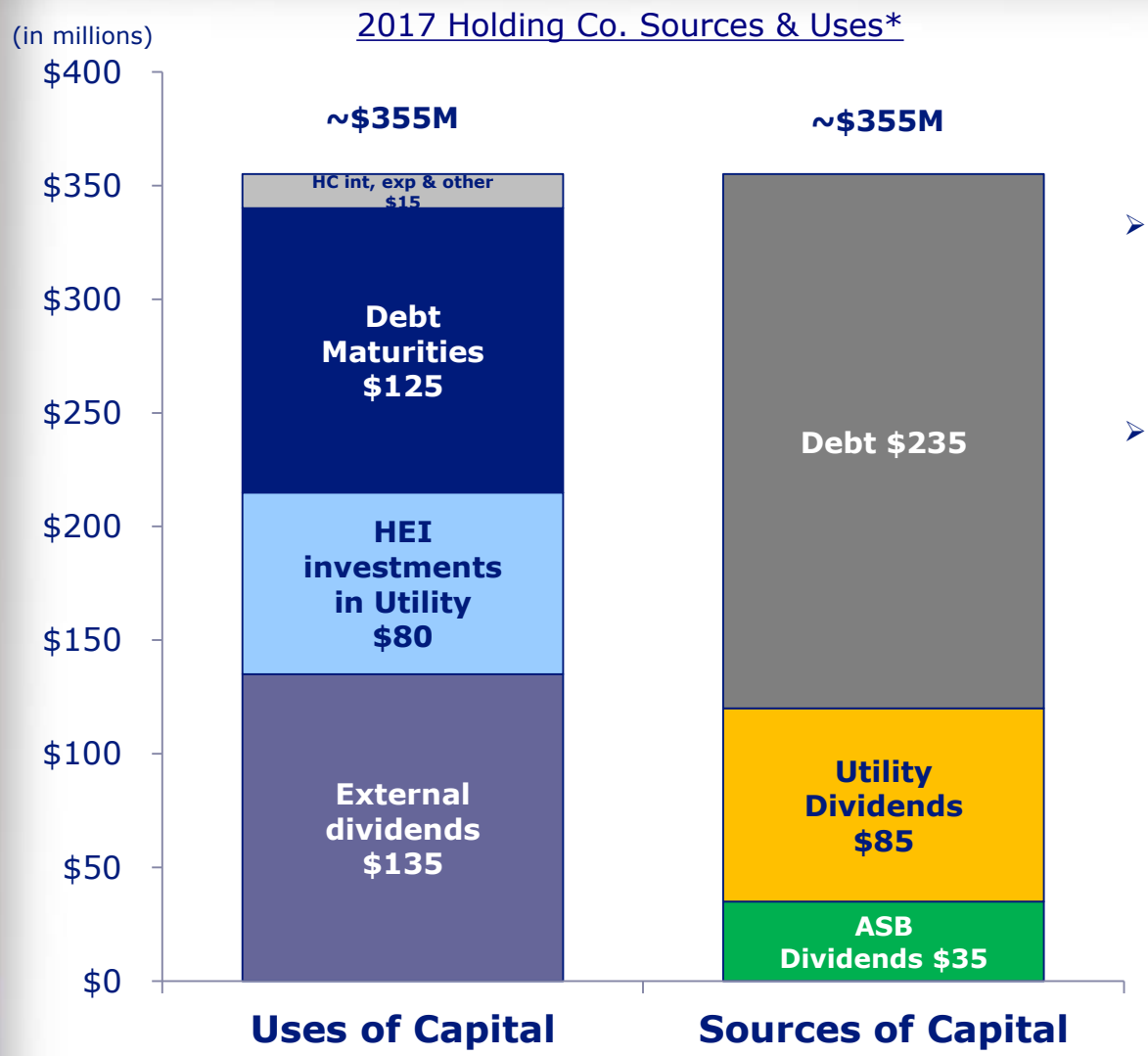
Year End Rate Base Forecast



	2016	2017	2018	2019
Rate Base Growth	3%	3-5%	5-7%	3-6%
Capex (net of CIAC)	$318	$470 [2]	$450	$400
RAM Plant Addition Cap		~$275	~$275	~$275
Selected Major Projects Capex				
• Schofield (PUC Approved) [1]		$94	$25	-
• ERP (PUC Approved) [1]		38	23	-
• Hamakua Energy Partners (Pending Approval) [2]		85	-	-
• Joint Base Pearl Harbor PV (Pending Approval)		-	67	-

1 Schofield Generating Station and ERP forecasted to be placed into service in 2018
2 Hamakua Energy Partners (HEP) awaiting PUC decision

HEI Capital Structure and Financing Outlook



- Expect to maintain strong capital structure above 50% consolidated common equity to total capitalization in 2017
- HEI investments in Utility include $50 million related to the purchase of HEP

* Based upon December 2016 forecast

2017 EPS Guidance

HEI EPS: $1.55 – $1.70 per share

- **No new equity issuances including DRIP through 2018**

Utility EPS: $1.17 – $1.27

Key Assumptions:

- Decoupling model: March 2015 D&O
- 2013 Settlement Agreement expiration resets RAM revenue recognition to June 1 (~$0.13 impact)
- O&M[1]: O&M forecasted at 2% above 2016 levels including costs related to the ERP project
- Fuel efficiency: similar to rate case levels; however, subject to change due to demands on the system
- Rate base growth: 3% - 5% based upon 2017 capex of $470 million
- Equity capitalization: currently implemented rate case levels
- LT debt: ~$60 million of new issuances to support capex plan, of which $35 million is attributable to HEP

Bank: $0.53 – $0.56

Key Assumptions:

- Net interest income: lower mid-single digit loan growth
- NIM: ~3.5% to 3.6%
- Provision expense: $15 million to $18 million range
- Net charge-offs: 18 bps to 23 bps
- ROA of ~0.90%

Note: Holding company & other net loss estimated at **~$0.13 - $0.15**

1 Excludes O&M expenses covered by surcharges or by third parties that are neutral to net income

Reference the forward-looking statements disclosure accompanying the presentation which provides additional information on important factors that could cause results to differ. The company undertakes no obligation to publicly update or revise forward-looking statements, including EPS guidance, whether as a result of new information, future events, or otherwise. See also the forward-looking statements and risk factors in the 2016 SEC Form 10-Q for the quarter ended September 30, 2016 and SEC form 10-K for the year ended December 31, 2016 when filed.



In Summary

- **HEI remains a strong company that is well-positioned to achieve its goals of providing long-term value for our customers, community, employees and shareholders**
- **Hawaiian Electric Company**
  - Industry leader for integrating renewables and distributed generation
  - Focused on expanding customer options and increase customer value
- **American Savings Bank**
  - Deepening customer relationships to drive deposit and loan growth
  - Improving operating efficiency and earnings growth
- Attractive **dividend yield** of 3.7%[1]

[1] As of February 13, 2017

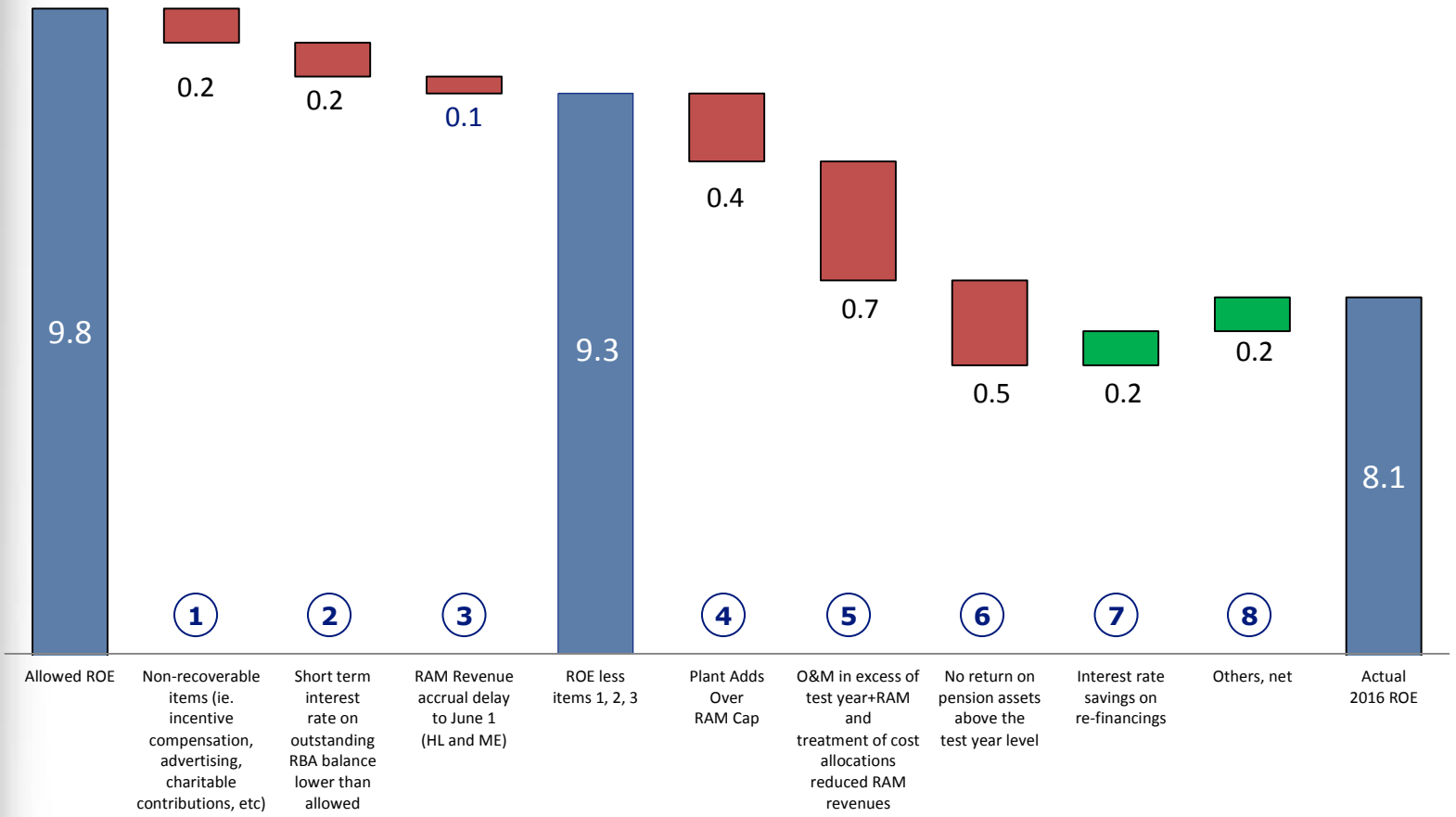


Hawaiian Electric Industries, Inc.



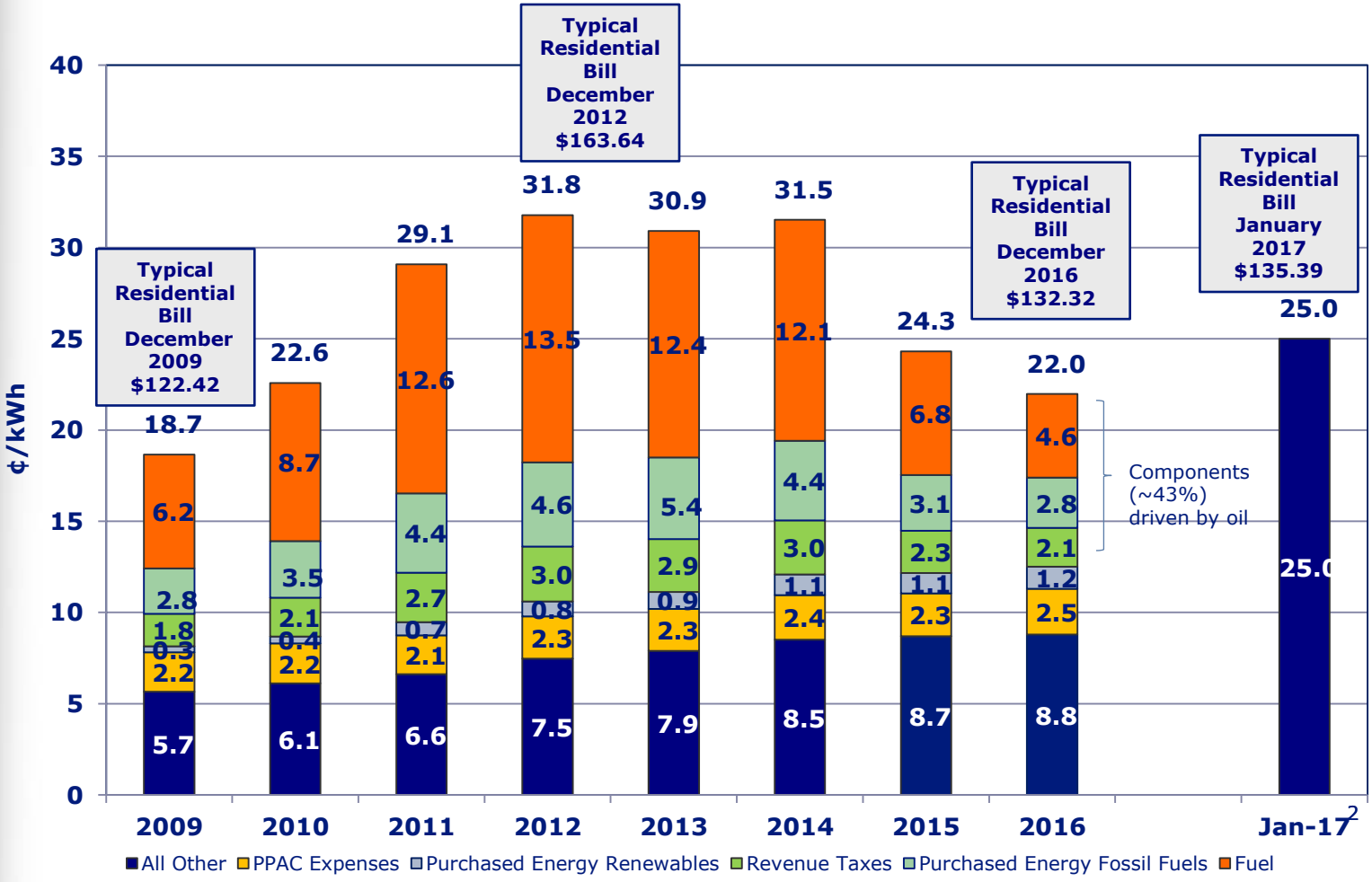
Appendix

2016 Consolidated Utility ROE Lag



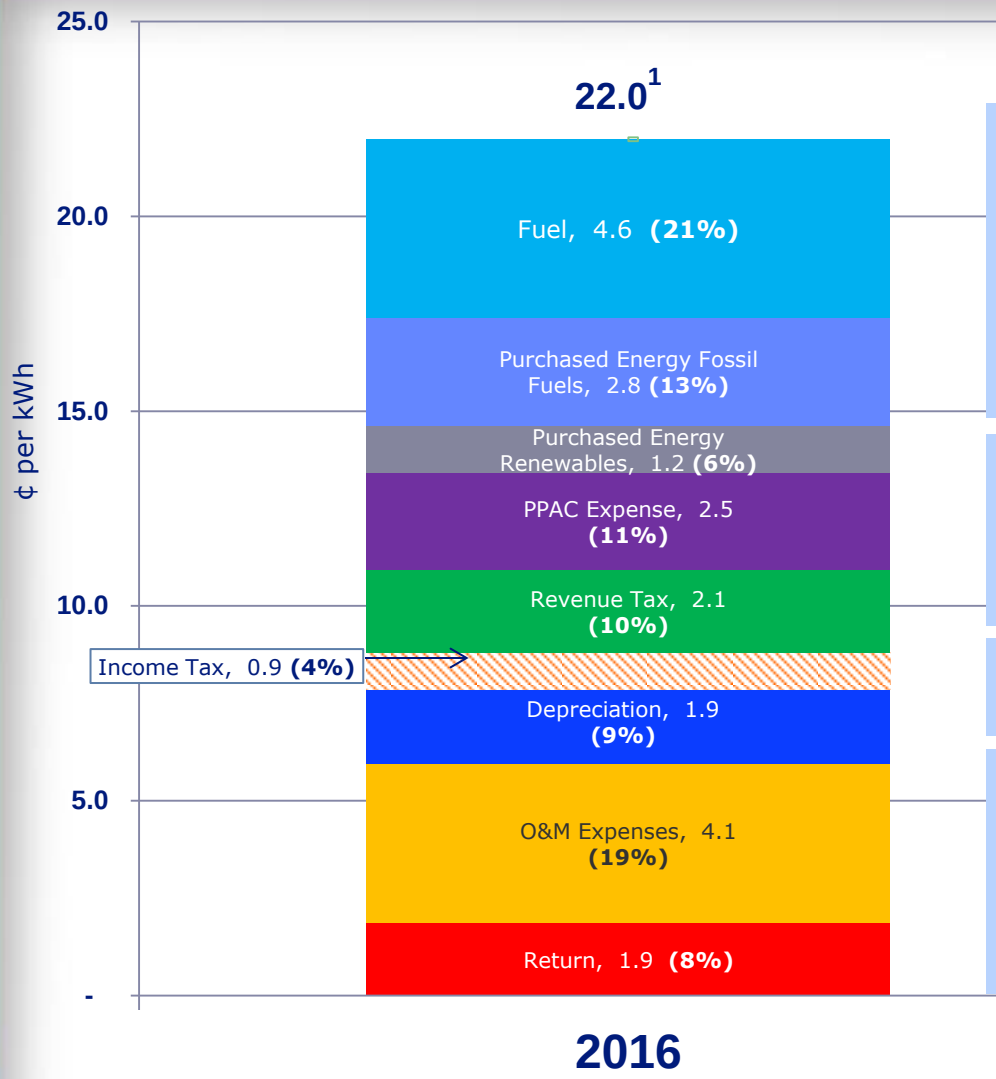
Oil is the Primary Driver of Rates in Hawaii

Breakdown of Hawaiian Electric Rates [1]



[1] Hawaiian Electric Oahu average revenue per kWh sold
[2] Based on the January 2017 energy cost adjustment filing for residential customers only

Stabilizing Customer Bills By Addressing Every Part of the Bill



Increase plant efficiency
Increase "ramp" and "turndown rates"
Provide less back-up
Demand response programs
Substitute lower cost fuel and renewables (e.g., LNG)
Deactivate older generating units
Pursue energy storage
Optimize use of low cost energy

Renegotiate or buyout higher cost PPAs
Negotiate new low cost renewable contracts

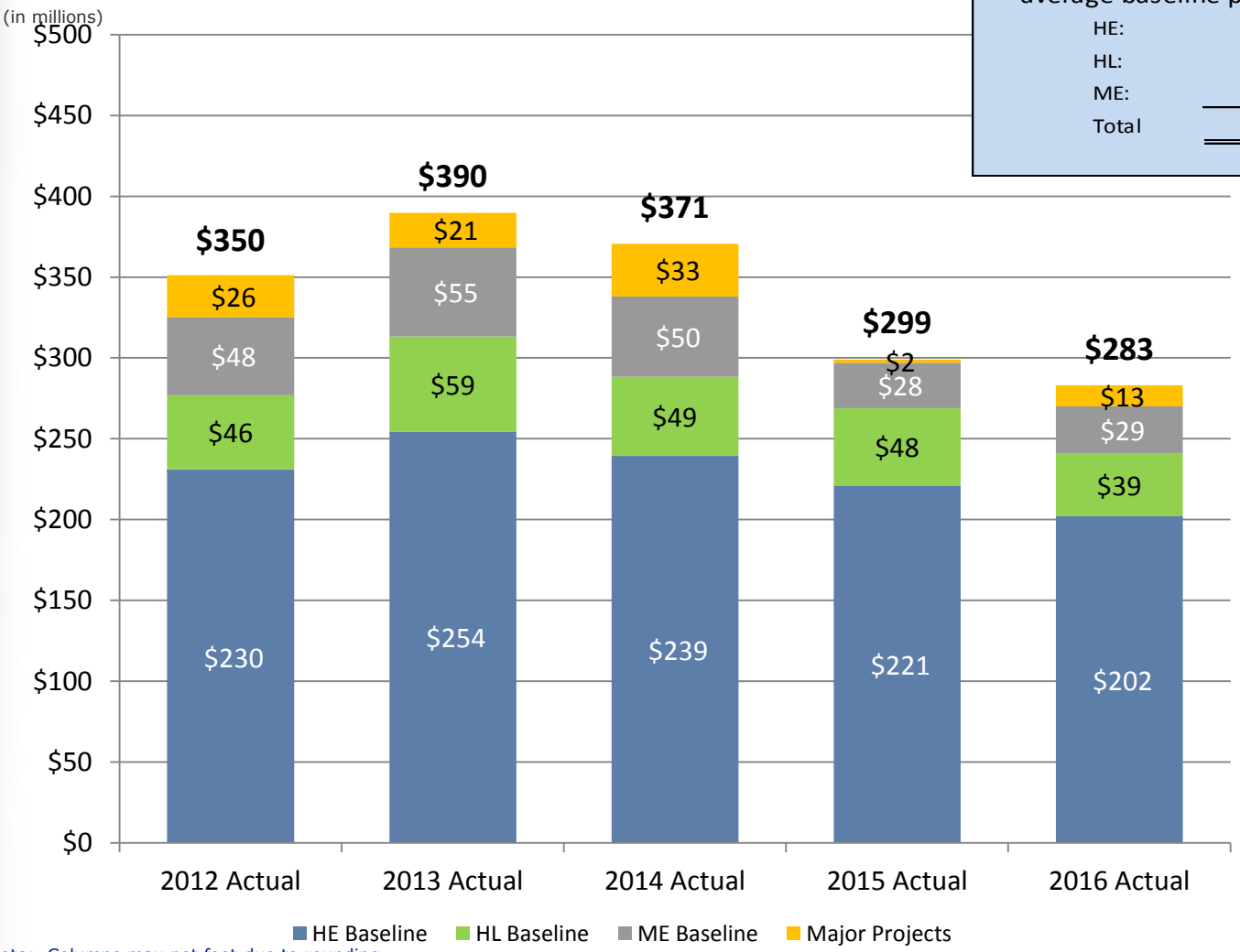
Inform policy makers of tax policy implications to customer bills

Increase internal efficiency
Refinance debt at lower rates
Deactivate older generation

[1] Hawaiian Electric Oahu average rate per customer in 2016.

Plant Additions – Baseline by Co. & Consolidated Major Projects

Major Projects = PUC approved projects > $2.5M

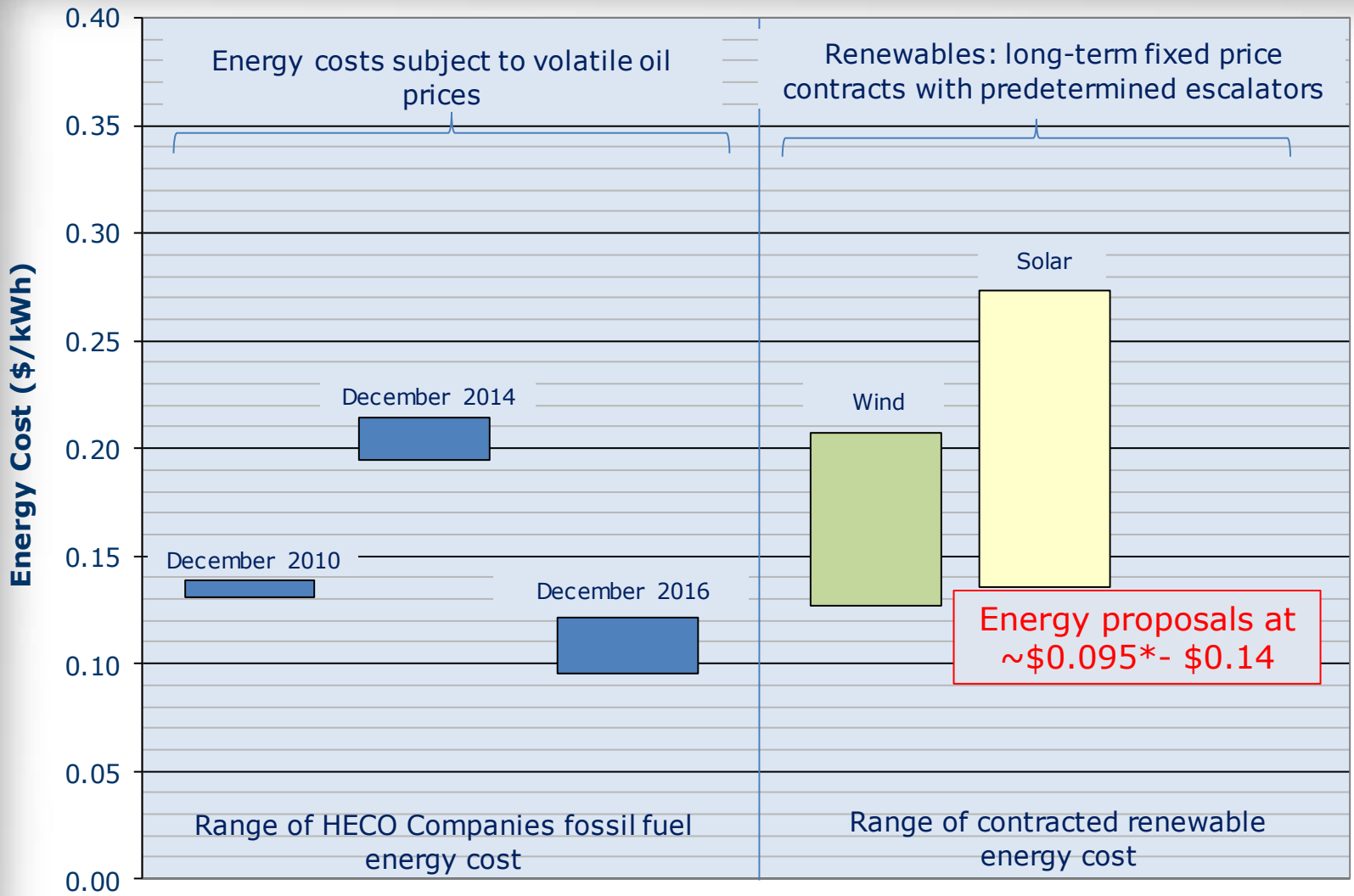


5-year (2012-2016) historical average baseline projects:	
HE:	$229
HL:	48
ME:	42
Total	$319

Note: Columns may not foot due to rounding

Beginning in 2015, the rate base RAM is limited to the lesser of the RAM revenue adjustment based on the RAM provision in place prior to Order No. 32735 issued in March 2015 or the RAM Revenue Adjustment Cap (see components of Decoupling slides in the Appendix)

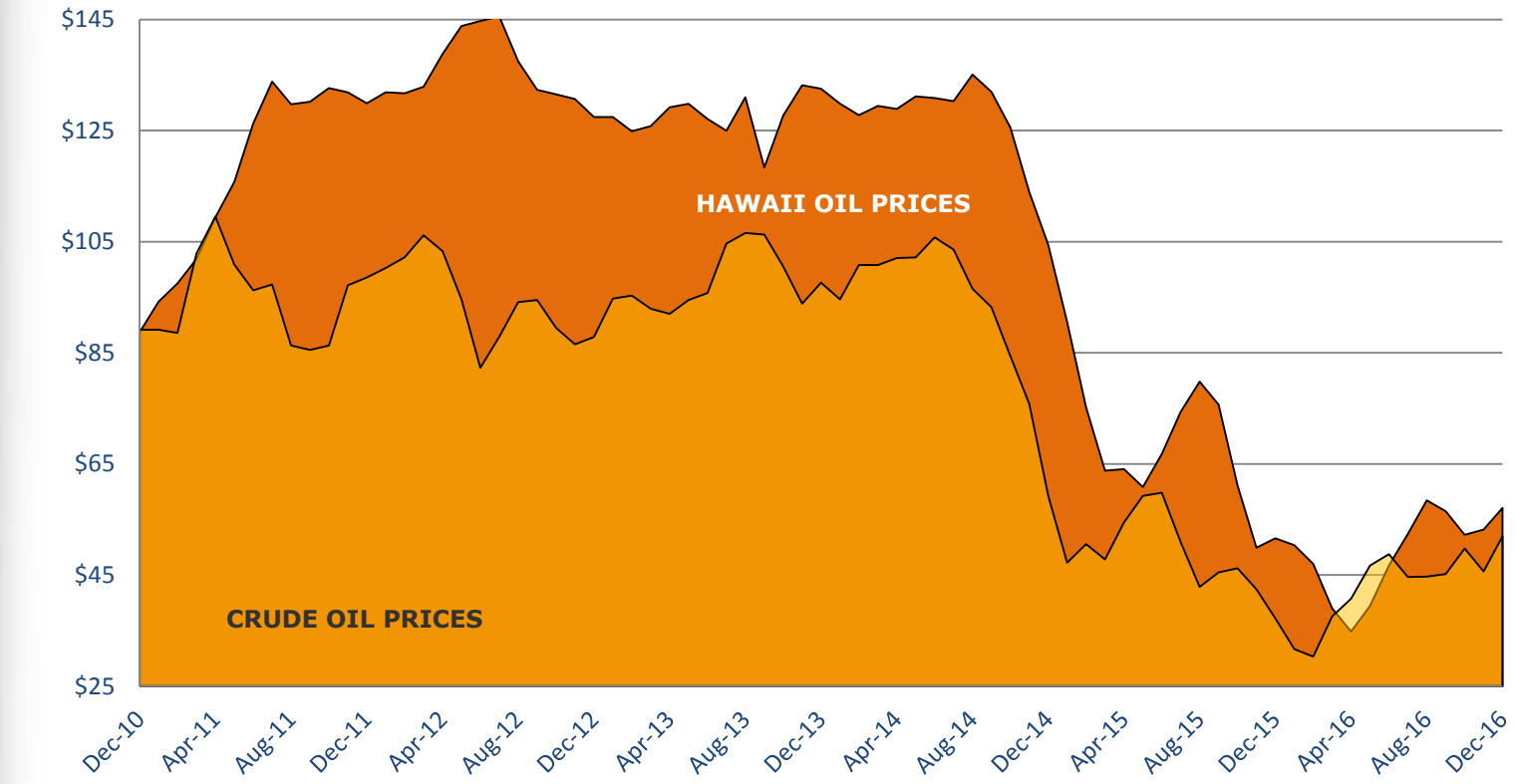
Renewable Energy Can Be Cost Competitive in Hawaii Depending on Oil Price Volatility



*In October, Hawaiian Electric Company filed with the PUC a project to develop a 20-megawatt (MW) solar energy facility at Joint Base Pearl Harbor-Hickam, West Loch If approved, it would be the lowest cost renewable energy project in the state. Energy produced by this project would cost 9.54 cents per kilowatt-hour.

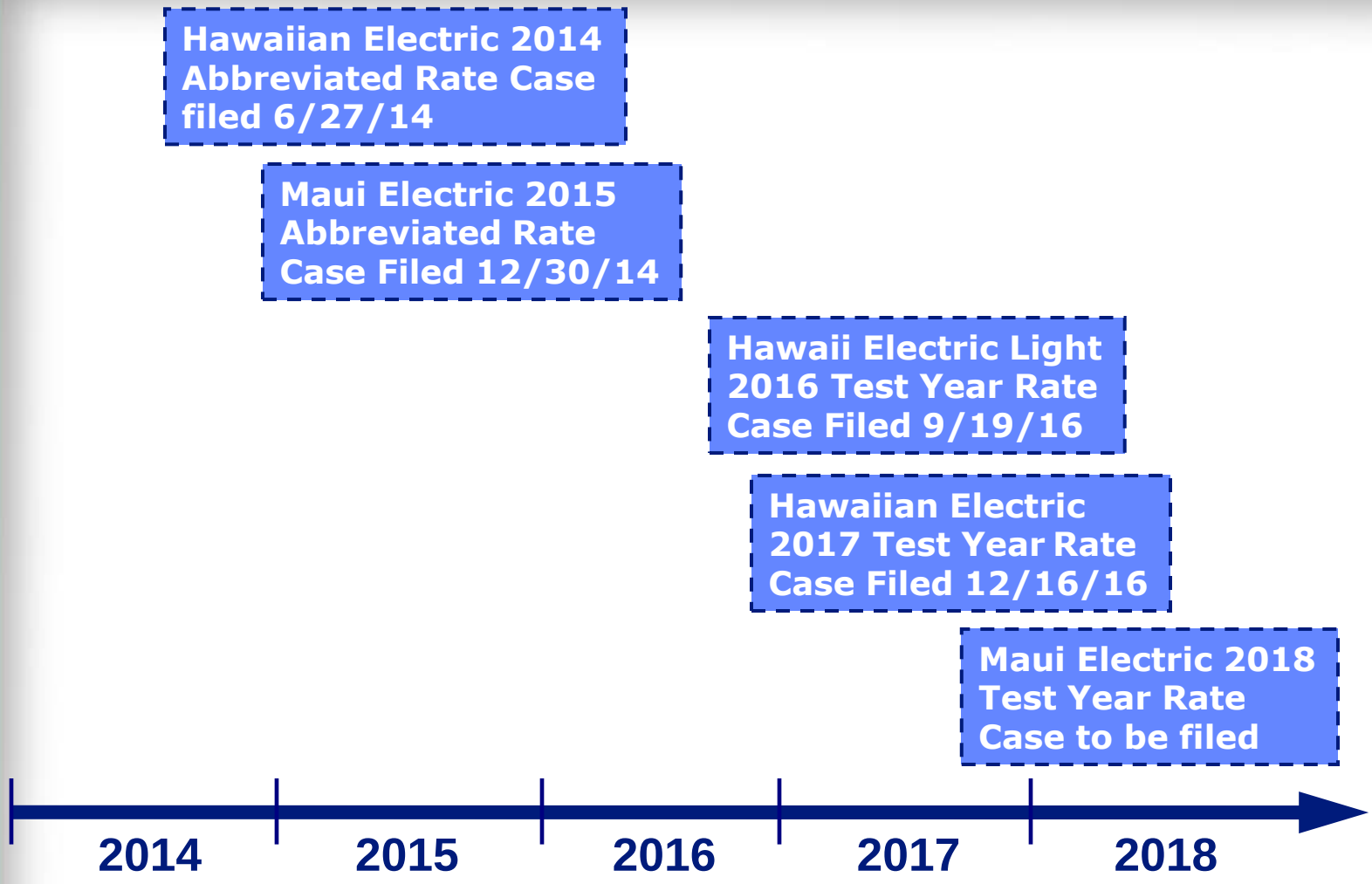
Hawaii's Oil Situation

Low Sulfur Fuel Oil vs. Crude Oil
December 2010 to December 2016



Hawaii oil prices based on Hawaiian Electric low sulfur fuel oil inventory prices
Crude oil prices based on West Texas Intermediate (WTI)

Rate Case Schedule





Power Supply Improvement Plan (PSIP) Update

Docket No. 2014-0183 (update submitted December 23, 2016)

- Accelerates achievement of key milestones, including reaching 48% renewable by 2020; mandated goal is 30%
- Describes greater and faster expansion of companies' renewable energy portfolio than in the plan filed in April 2016
- Anticipates reaching 100% renewable by 2040, 5 years ahead of mandate
- Describes greater and faster expansion of the companies' renewable energy portfolio than in the plan filed in April 2016
  - Does not include Kahe Combined Cycle Plant and the use of liquefied natural gas (LNG) to generate power in the near-term
- Plan stresses the need to stay flexible and not crowd out future technological advances
- Includes continued growth of private rooftop solar to an estimated total of 165,000 private systems by 2030, more than double 2016's total of ~79,000
- Includes an addition of ~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
- Next step:
  - Parties' Statement of Position due February 14, 2017

HEI

Hawaiian Electric Companies

2020
ESTIMATED RENEWABLE PORTFOLIO STANDARD (RPS)

48%

This map shows existing and planned generating facilities in our service area and the maximum potential power in megawatts (MW) they can produce. Dates refer to the year projects are expected to be operational.

F **FIRM GENERATION:** energy available on demand, which can be adjusted as needed.

V **VARIABLE GENERATION:** energy that may not always be available or controllable.

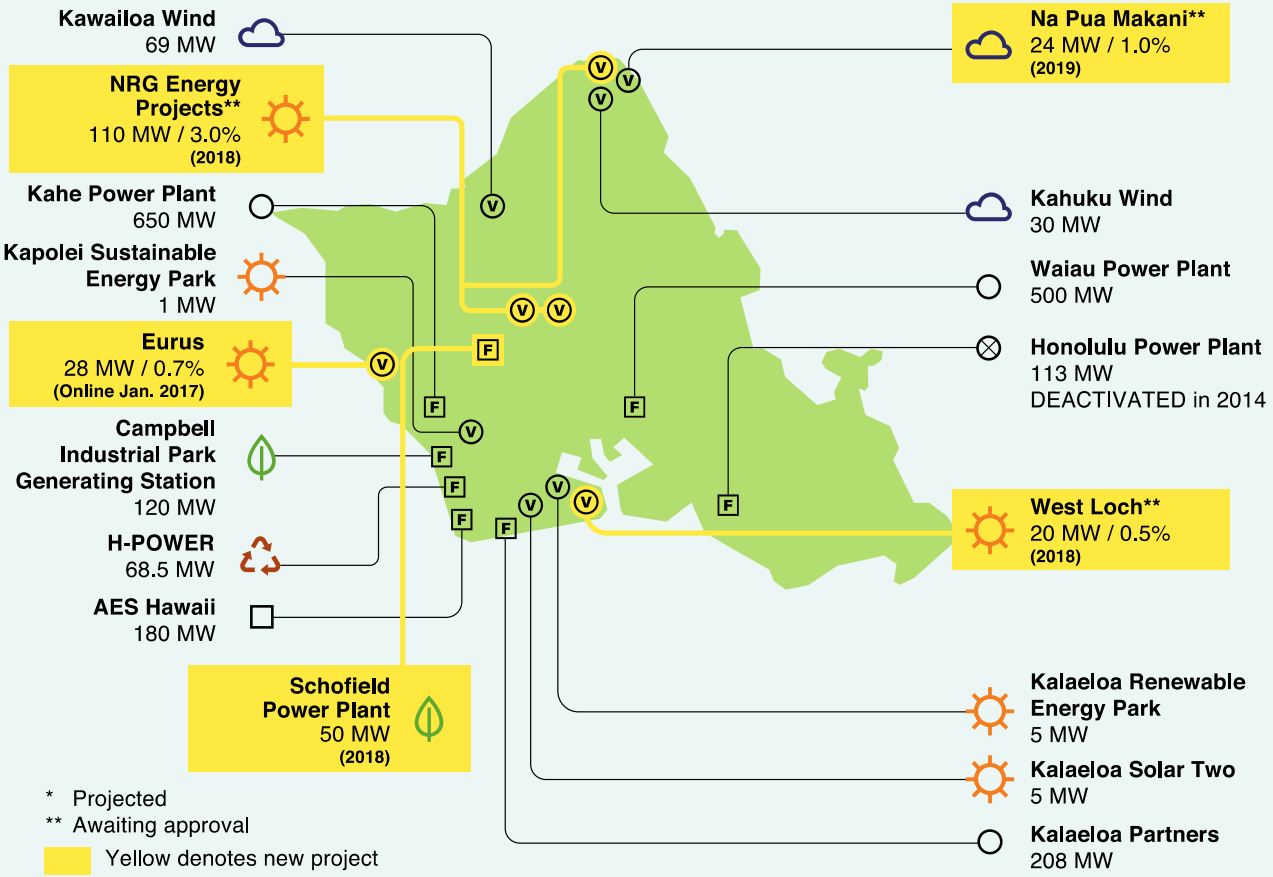
- BIOFUELS
- BIOMASS
- GEOTHERMAL
- HYDRO
- SOLAR
- STORAGE
- WASTE TO ENERGY
- WIND
- COAL
- OIL
- OIL (DEACTIVATED)

*Net generating capacity

2017 Oahu Energy Snapshot:

Growing the renewable energy portfolio

2017 Distributed Generation: 308 MW



New projects by 2020

Grid-Size Projects*	Grid-Size Projects*	Customer-Size Projects*	Customer-Sited Storage*	Community Wind / Solar
0–30 MW	20–180 MW	222 MW / 4.1%	56 MWh	25 MW / 0.6%
0.7%	0.4%–4.4%			



Utility Regulatory Model Highlights

Mechanisms	Details of Mechanisms
Sales decoupling via a revenue balancing account	**Predictable revenue stream** • Net revenues fixed at the level approved in the last rate case • Revenues are no longer linked to KWH sales/electricity usage
Rate adjustment mechanism (RAM) for O&M expenses and plant additions	**Annual escalation of revenues to recover general "inflation" of O&M expenses and plant additions, including associated rate base items between rate cases, subject to a cap based on inflation index**
Energy cost adjustment clause (ECAC)	**Allows recovery of fuel and energy-related purchased power**
Purchased power adjustment clause (PPAC)	**Allows surcharge recovery of remaining purchase power expenses not covered in the ECAC**
Pension & OPEB trackers	**Allows for tracking of recorded pension & OPEB costs and contribution amounts above/below the cost included in rates to be recorded in a separate regulatory asset/liability account**
Renewable Energy Infrastructure Program (REIP)	**Allows for recovery of renewable energy infrastructure projects through a surcharge**



Components of Decoupling

(Hawaii PUC Docket number: 2008-0274)
(Hawaii PUC Docket number for the Decoupling Review: 2013-0141)

Components	
1. Sales decoupling via a Revenue Balancing Account (RBA)	**Delinks utility revenues from electricity usage** ▪ GAAP revenue = revenue approved in the last rate case (interim or final) ▪ Recorded revenues adjusted monthly in the RBA ▪ Target (decoupling) revenues will be allocated as follows:

	1Q	2Q	3Q	4Q
Hawaiian Electric	23.46%	24.75%	26.49%	25.30%
Hawai'i Electric Light	24.23%	24.54%	25.87%	25.36%
Maui Electric	23.92%	24.77%	26.21%	25.10%

▪ On a cash basis, RBA annually trued-up in rates beginning June of the following year; interest recorded monthly by multiplying average of beginning and ending month balance in RBA net of deferred tax times (1.75% for Hawaiian Electric, 3.25% for Hawai'i Electric Light, 1.25% for Maui Electric) divided by 12



Components of Decoupling

(Hawaii PUC Docket number: 2008-0274)
(Hawaii PUC Docket number for the Decoupling Review: 2013-0141)

Components	
2. RAM Revenue Adjustment Allowed (Order No. 32735)	**Lesser of:** ▪ **2a** - RAM Revenue Adjustment based on the RAM provisions in place prior to Order No. 32735* –or- ▪ **2b** - RAM Revenue Adjustment Cap ("RAM Cap")

2a. RAM Revenue Adjustment Determined According to Tariffs and Procedures Prior to Order No. 32735
 	
(2 components)
	Base Expenses (O&M) – Component 1
	▪ Base expenses = expense levels in the last approved rate case (interim or final), adjusted for annual indexed increases, and excluding expenses covered by a separate tracking mechanism[1] and increases in labor expenses for merit employees since the last approved rate case
	  ▪ Union labor escalation rate = rate per the union labor agreement less 0.76% productivity factor
	  ▪ Non-labor escalation rate = consensus estimated annual change in GDPPI per the Blue Chip Economic Indicators published each February
	▪ O&M in excess of the last rate case level and/or the indexed increases, is not covered by the RAM
	▪ Annually, O&M RAM adjustment filed by 3/31 and adjusted rates commence on 6/1 for following 12 month period, if not suspended

* With the exception of the 90% limitation on the incremental rate base RAM

[1] Includes fuel, purchased power, DSM, pension, other post employment benefits, approved projects under the clean energy infrastructure surcharge and the purchased power adjustment clause.



Components of Decoupling

(Hawaii PUC Docket number: 2008-0274)
(Hawaii PUC Docket number for the Decoupling Review: 2013-0141)

Components	
2a. RAM Revenue Adjustment Determined According to Tariffs and Procedures Prior to Order No. 32735	**RAM for Rate Base – Component 2** ▪ **Change in rate base compared to test year levels in last rate case, for certain items including annual adjustment for plant additions, associated rate base items and depreciation expense** Rate Base RAM - Return on Investment Adjustment (ROIA) ▪ Major Capital Projects (> $2.5M): average annual amount based on prior year ending balance (at project amounts not to exceed amounts approved by the PUC) and projected ending balance for the current year (based on approved projects scheduled to be in service by Sep 30th of the current year, at amounts approved by the PUC) ▪ Baseline Capital Projects (≤ $2.5M): average annual amount based on the prior year ending balance (actual) and projected ending balance for the current year (based on simple average of preceding 5 years) ▪ Offset by avg balances for accumulated depreciation, contributions in aid of construction and plant related deferred income taxes ▪ Rate Base RAM - Return on Investment Adjustment (ROIA) (i.e., ROR times the change in rate base from the last rate case) Depreciation & Amortization: Recovery of incremental depreciation and contributions in aid of construction amortization compared to test year levels in last rate case ▪ Annually, rate base RAM adjustment filed by 3/31 and adjusted rates commence on 6/1 for following 12 month period, if not suspended

Examples of items not covered in 2a:
•Non-labor O&M increases > GDPPI
•Non-union labor expense increases
•Costs for large capital projects > PUC approved estimate
•Costs for base-level capital projects > 5-year historical average, until following year
•Investments other than plant (e.g., software projects, fuel inventory)



Components of Decoupling

(Hawaii PUC Docket number: 2008-0274)
(Hawaii PUC Docket number for the Decoupling Review: 2013-0141)

Components	
2b. RAM Revenue Adjustment Cap (Order No. 32735)	**Cumulative RAM for 2016 RAM Revenue Adjustment –** ▪ Prior year RAM Cap Target Revenues times GDPPI (1.5% for 2016) + prior year RAM Cap Revenue Adjustment
3. Major Projects (Order No. 32735)	If subject to RAM Cap, companies may apply for approval of recovery of major projects (and related baseline projects grouped together for consideration as major projects) above the RAM cap or outside of the RAM.
4. Earnings Sharing Credit	**Sharing of earnings with customers for ratemaking ROE > 10% for Hawaiian Electric and Hawai'i Electric Light; 9% for Maui Electric** ▪ First 100 bps = 25% sharing with customers ▪ Next 200 bps = 50% sharing with customers ▪ Exceeding 300 bps = 90% sharing with customers



Hawaiian Electric Company Rate Case: 2017 Test Year
(Hawaii PUC Docket number: 2016-0328)

	Application (12/16/16)
Amount requested	$106.4M (6.9% increase over revenues at current effective rates) [1]
Deprec. & amort. expenses	$130.7M
Return on average common equity	10.60% with mechanisms
Common equity capitalization (%)	57.36%
Return on rate base	8.28%
Average rate base	$2,002.4M
GWh sales	6,660.2

Ratecase Assumes Existing Balancing Accounts, Trackers and/or Surcharges: Decoupling Revenue Balancing Account/Revenue Adjustment Mechanism; Energy Cost Adjustment Clause (ECAC): Fuel & Purchased Energy; Pension & OPEB Trackers; DSM Surcharge; Renewable Energy Infrastructure Surcharge and Purchase Power Adjustment Clause (PPAC).

1 Revenues at current effective rates include revenues based on the Final rates approved in Hawaiian Electric Company's 2011 test year rate case and revenues from the ECAC, PPAC, the RAM Revenue Adjustment for the 2016 RAM period, and the RBA and other operating revenues.



Hawaii Electric Light Rate Case: 2016 Test Year
(Hawaii PUC Docket number: 2015-0170)

	Application (9/19/16)
Amount requested	$19.3M (6.5% increase over revenues at current effective rates) [1]
Deprec. & amort. expenses	$37.8M
Return on average common equity	10.60% with mechanisms
Common equity capitalization (%)	57.12%
Return on rate base	8.44%
Average rate base	$478.8M
GWh sales	1,040.7

Ratecase Assumes Existing Balancing Accounts, Trackers and/or Surcharges: Decoupling Revenue Balancing Account/Revenue Adjustment Mechanism; Energy Cost Adjustment Clause (ECAC): Fuel & Purchased Energy; Pension & OPEB Trackers; DSM Surcharge; Renewable Energy Infrastructure Surcharge and Purchase Power Adjustment Clause (PPAC).

1 Revenues at current effective rates include revenues based on the Final rates approved in Hawai'i Electric Light's 2010 test year rate case and revenues from the ECAC, PPAC, the RAM Revenue Adjustment for the 2016 RAM period, and the RBA and other operating revenues.



Hawaiian Electric Rate Case: 2011 Test Year

(Hawaii PUC Docket number: 2010-0080)

	Application (7/30/10)	Interim D&O (7/26/11)	Adjusted Interim D&O (5/21/12)	Final D&O (9/1/12)
Base Request New Programs	$74M (4.3% increase) $40M (2.3% increase)	$53.2M[2] (3.1% increase)	$58.8M[2,3] (3.4% increase)	$58.1M[4] (3.4% increase)
Deprec. & amort. expenses	$90.1M	$87.5M	$88.8M	$88.8M
Return on average common equity	10.75% with mechanisms	10.00% with mechanisms	10.00% with mechanisms	10.00% with mechanisms
Common equity capitalization (%)	56.29%	56.29%	56.29%	56.29%
Return on average rate base	8.54%	8.11%	8.11%	8.11%
Average rate base amount[1]	$1.569B	$1.354B	$1.386B	$1.386B
GWh sales	7,469.5	7,469.5	7,469.5	7,469.5

Existing Balancing Accounts, Trackers and/or Surcharges

Decoupling Revenue Balancing Account/Revenue Adjustment Mechanism; ECAC: Fuel & Purchased Energy; Pension & OPEB Trackers; DSM Surcharge; Renewable Energy Infrastructure Surcharge and Purchased Power Adjustment Clause.

[1] Current effective rates are based on the Final D&O in Hawaiian Electric's 2009 test year rate case. Average rate base in that D&O was $1.25B.

[2] Including the impact of $15M (0.9%) in annual revenues which were being recovered through the decoupling Revenue Adjustment Mechanism.

[3] On February 24, 2012, the Commission ordered the Company to include the ERP/EAM system evaluation costs into base rates. On March 13, 2012, the Commission approved a decrease of $0.5M to the interim rate relief for modifications to the composite income tax rate, DSM and regulatory commission expenses. On March 29, 2012, the Commission approved an upward adjustment of $5.5M to the interim for remaining EOTP costs. On May 14, 2012, the Commission approved the interim relief of $58.8M which included these adjustments.

[4] On June 29, 2012, the Commission issued the final D&O for the Hawaiian Electric 2011 TY rate case. The final D&O reduced the revised interim increase by $0.7M to reflect the removal of certain costs. Final rates became effective as of September 1, 2012.



Hawaii Electric Light Rate Case: 2010 Test Year
(Hawaii PUC Docket number: 2009-0164)

	Application (12/9/09)	Interim D&O (1/14/11)	Adj Interim D&O[3] (1/1/12)	Final D&O[4] (4/9/12)
Amount requested	$20.9M[1] (6% increase)	$6.0M[2] (1.7% increase)	$5.2M[2] (1.5% increase)	$4.5M[2] (1.3% increase)
Deprec. & amort. Expenses	$32.3M	$31.7M	$31.7M	$31.3M
Return on average common equity	10.75% with mechanisms 11.00% without mechanisms	10.50% without mechanisms	10.50% without mechanisms	10.00% with mechanisms
Common equity capitalization (%)	55.91%	55.91%	55.91%	55.91%
Return on rate base	8.73%	8.59%	8.59%	8.31%
Average rate base amount	$487M[1]	$465M[2]	$465M[2]	$465M[2]
GWh sales	1,122.6	1,122.6	1,122.6	1,122.6

Existing Balancing Accounts, Trackers and/or Surcharges
Decoupling Revenue Balancing Account/Revenue Adjustment Mechanism; ECAC: Fuel & Purchased Energy; Pension & OPEB Trackers; DSM Surcharge; Renewable Energy Infrastructure Surcharge and Purchase Power Adjustment Clause.

[1] Current effective rates are based on the Interim D&O in Hawai'i Electric Light's 2006 TY rate case. Average rate base in that D&O was $357M.

[2] Current effective rates are based on the Final rates in Hawai'i Electric Light's 2006 TY rate case. Average rate base in that D&O was $357M.

[3] In January 2011, the Commission approved the adjustment from $6.0M to $5.2M to incorporate the bargaining unit benefit adjustments that went into effect on January 1, 2012.

[4] Decision and Order No. 30168 directed Hawai'i Electric Light to file as soon as reasonably practicable its revised results of operations and tariff sheets based on the newly approved depreciation rates, the ROE of 10.00% and other provisions of the D&O. On April 4, 2012, the Commission approved the revised revenue requirements and tariff sheets, with rates effective April 9, 2012.



Maui Electric Rate Case: 2012 Test Year

(Hawaii PUC Docket number: 2011-0092)

	Application (7/22/11)	Interim D&O (6/1/12)	Final D&O (8/1/13)
Base Request	$27.5M[1] (6.7% increase)	$13.1M[3] (3.2% increase)	$5.3M[4] (1.3% increase)
Depr. & amort. expenses	$19.8M Without Mechanism	$19.7M With Mechanism	$19.7M With Mechanism
Return on average common equity	11.00%	10.00%	9.00%
Common equity capitalization (%)	56.85%	56.86%	56.86%
Return on average rate base	8.72%	7.91%	7.34%
Average rate base amount[2]	$393M	$393M	$393M
GWh sales	1,201.8	1,201.8	1,201.8

Existing Balancing Accounts, Trackers and/or Surcharges

Decoupling Revenue Balancing Account/Revenue Adjustment Mechanism; ECAC: Fuel & Purchased Energy; Pension & OPEB Trackers; DSM Surcharge; Renewable Energy Infrastructure Surcharge and Purchase Power Adjustment Clause.

[1] Increases consist of:

- Return on rate base $ 3.0 M
- O&M $19.5 M
- Other, net $ 5.0 M

[2] Current effective rates are based on Maui Electric's 2010 test year adjusted interim rate case D&O. Average rate base in that D&O was $387M.

[3] Based on updated settlement which included the implementation of final rates in the 2010 test year rate case. On May 21, 2012, the Commission issued an interim D&O which became effective on June 1, 2012.

[4] On May 31, 2013, the Commission issued the final D&O for the Maui Electric 2012 TY rate case. On June 17, 2013, Maui Electric filed the revised results of operations, supporting schedules and tariff sheets and refund plan, which the Commission approved. Final rates became effective as of August 1, 2013. Maui Electric refunded $9.7 million (which includes interest and related revenue taxes since June 1, 2012) to customers from September to October 2013. On July 2, 2013, the Commission denied Maui Electric's motion for partial reconsideration of the 9.00% ROE in the final D&O but allowed the deferral of IRP costs incurred from June 1, 2012 until the Commission determines the level and method of recovery in the IRP docket.



ASB Peer Group – 2016

*	1st Source Corporation	SRCE		Heritage Financial Corporation	HFWA
	Ameris Bancorp	ABCB		HomeStreet, Inc.	HMST
	BancFirst Corporation	BANF		Independent Bank Corp.	INDB
*	BBCN Bancorp, Inc.	BBCN		Independent Bank Group, Inc.	IBTX
	Berkshire Hills Bancorp, Inc.	BHLB		Lakeland Bancorp, Inc.	LBAI
	BNC Bancorp	BNCN	*	Lakeland Financial Corporation	LKFN
	Boston Private Financial Holdings, Inc.	BPFH		LegacyTexas Financial Group, Inc.	LTXB
	Bridge Bancorp, Inc.	BDGE		Meridian Bancorp, Inc.	EBSB
	Brookline Bancorp, Inc.	BRKL		National Bank Holdings Corporation	NBHC
	Capital Bank Financial Corp.	CBF		Opus Bank	OPB
	Cardinal Financial Corporation	CFNL	*	Oritani Financial Corp.	ORIT
	CenterState Banks, Inc.	CSFL	*	Park National Corporation	PRK
	Central Pacific Financial Corp.	CPF		Renasant Corporation	RNST
	Century Bancorp, Inc.	CNBKA		Republic Bancorp, Inc.	RBCAA
*	City Holding Company	CHCO	*	S&T Bancorp, Inc.	STBA
*	Community Trust Bancorp, Inc.	CTBI		Sandy Spring Bancorp, Inc.	SASR
	ConnectOne Bancorp, Inc.	CNOB		Seacoast Banking Corporation of Florida	SBCF
*	CVB Financial Corp.	CVBF	*	ServisFirst Bancshares, Inc.	SFBS
	Dime Community Bancshares, Inc.	DCOM		Simmons First National Corporation	SFNC
*	Eagle Bancorp, Inc.	EGBN		Southside Bancshares, Inc.	SBSI
	Enterprise Financial Services Corp	EFSC	*	Talmer Bancorp, Inc.	TLMR
*	Farmers & Merchants Bank of Long Beach	FMBL		Tompkins Financial Corporation	TMP
	FCB Financial Holdings, Inc.	FCB		TowneBank	TOWN
	Fidelity Southern Corporation	LION		TriCo Bancshares	TCBK
	First Busey Corporation	BUSE		TrustCo Bank Corp NY	TRST
	First Commonwealth Financial Corporation	FCF		Union Bankshares Corporation	UBSH
*	First Financial Bankshares, Inc.	FFIN		United Financial Bancorp, Inc.	UBNK
	First Merchants Corporation	FRME	*	Washington Trust Bancorp, Inc.	WASH
	Flushing Financial Corporation	FFIC	*	Westamerica Bancorporation	WABC
	Great Southern Bancorp, Inc.	GSBC	*	Wilshire Bancorp, Inc.	WIBC
	Green Bancorp, Inc.	GNBC		WSFS Financial Corporation	WSFS
*	Hanmi Financial Corporation	HAFC		Yadkin Financial Corporation	YDKN
	Heartland Financial USA, Inc.	HTLF			

Note: Based on year-end 2015 data of publicly traded banks and thrifts between $3.5 billion and $8.0 billion in assets (based upon data available in SNL as of February 1, 2016)

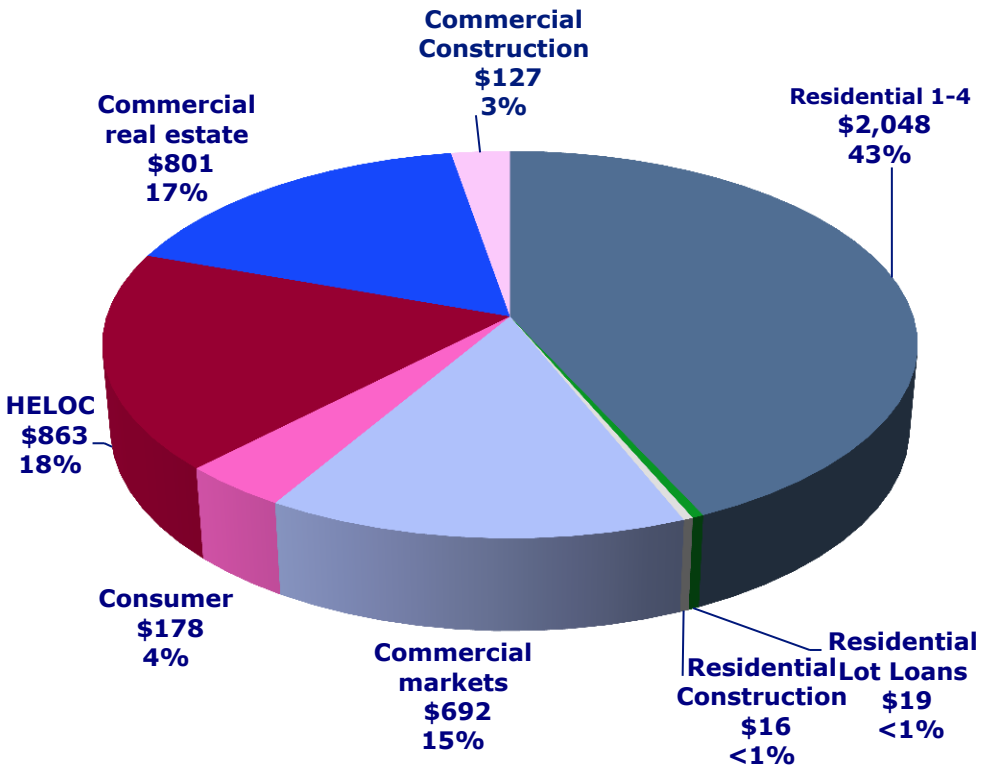
The peer group is updated annually in December and banks that no longer report as a separate entity (e.g., mergers, acquisitions, failed banks, etc.) are not included in the median calculations from the time of the transaction or failure

* Subset of 18 banks representing ASB's high performing peer group, based on a 3-year average return on average assets rank above the 70th percentile

Low Risk Loan Mix

- Maintaining targeted loan mix to improve interest rate risk
- Overall asset quality remains strong (Nonaccrual loans to total loans of 0.49%)

December 31, 2016



Total loans - $4.7B[1]

Note: $ in millions, unless otherwise noted

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



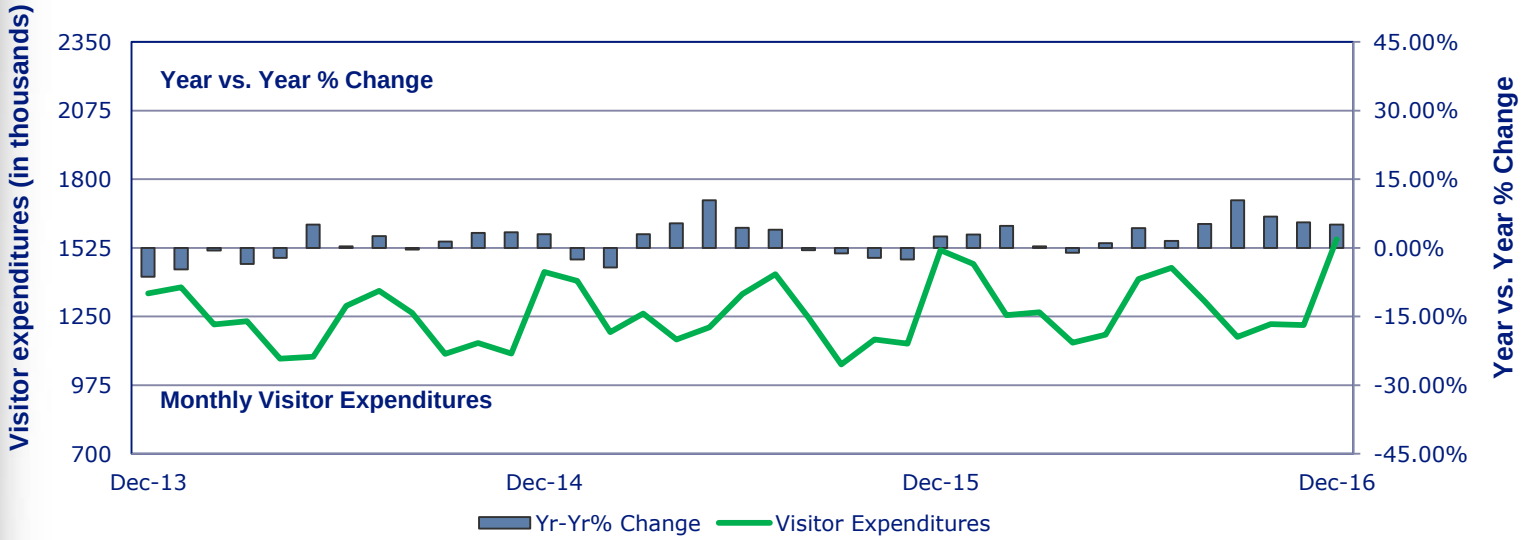
Outlook for Continued Improvement in Hawaii's Economy

Year-over-year percent change unless noted	2016	2017	2018
Real state GDP	2.3	2.1	1.9
Real personal income	2.4	2.2	2.0
Unemployment (%)	3.3	3.2	3.2
Non-farm payroll jobs	1.6	1.1	0.9
Visitor arrivals	3.0	2.4	1.4

Source: University of Hawaii Economic Research Organization (UHERO) December 16, 2016 report. Non-farm payrolls are UHERO estimates. Figures for 2016 are UHERO estimates. Figures for 2017 and 2018 are forecasts.

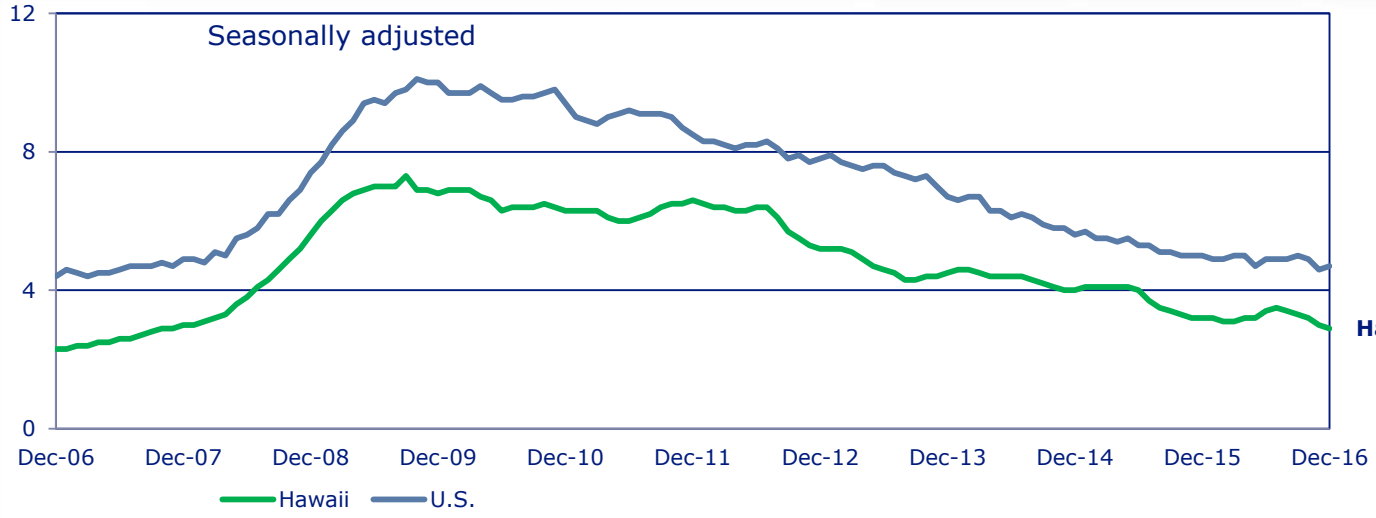
YTD Hawaii Visitor Arrivals up 3.0% and Visitor Expenditures up 4.2%

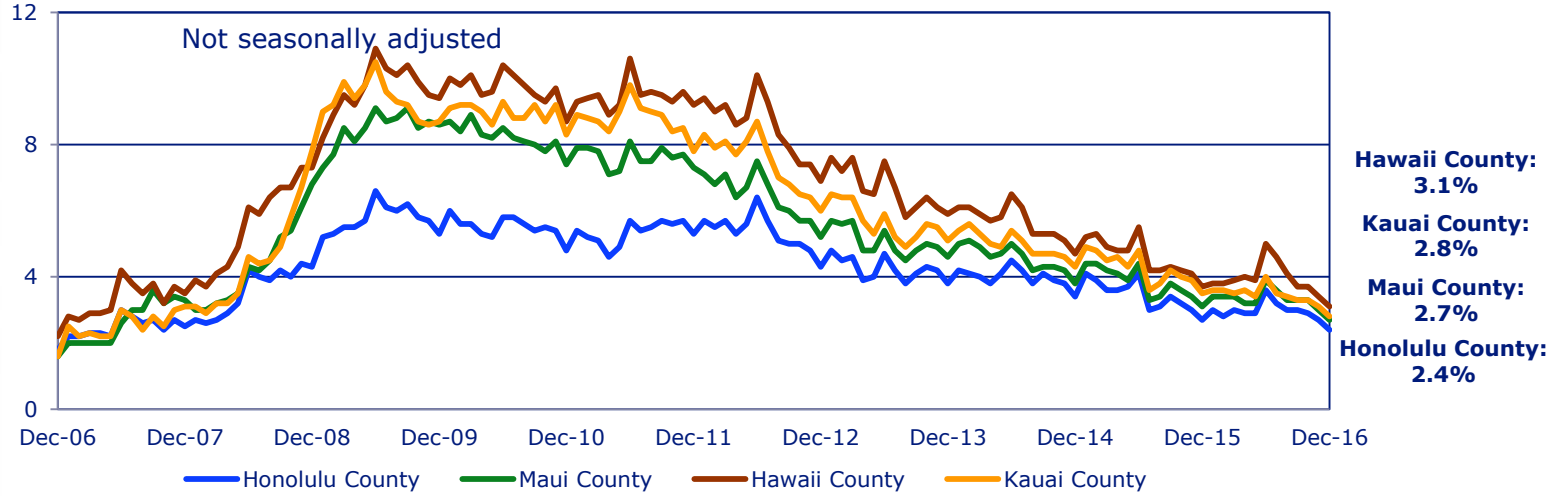




Source: State of Hawaii Department of Business, Economic Development and Tourism

Hawaii Unemployment Rate Remains Low at 2.9%



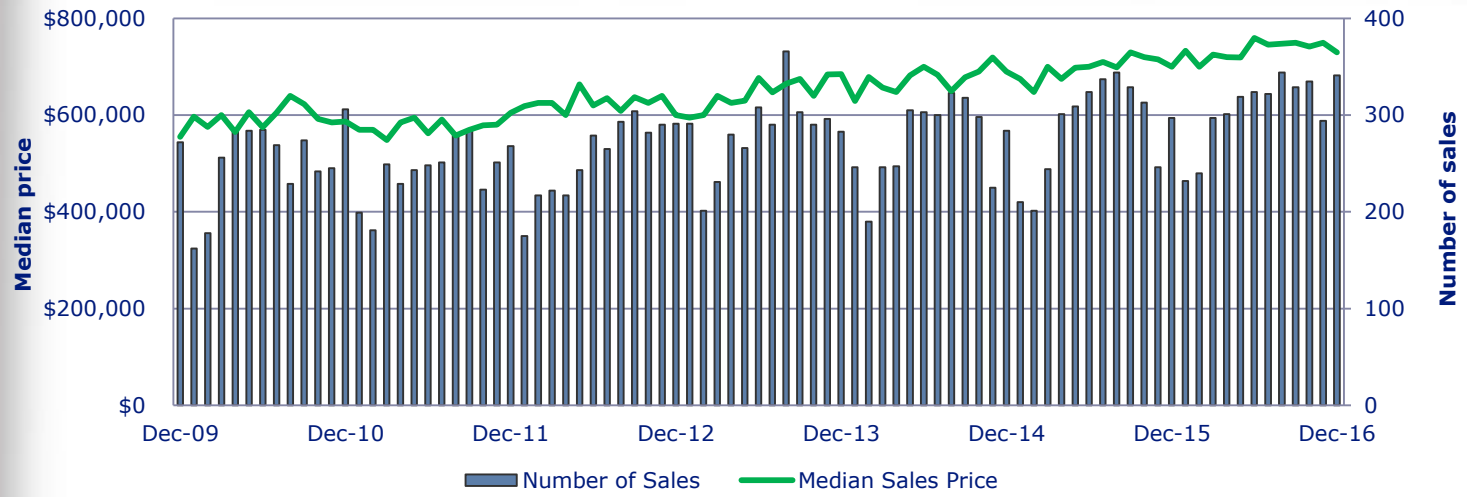


Source: U.S. Bureau of Labor Statistics and the state of Hawaii Department of Labor and Industrial Relations

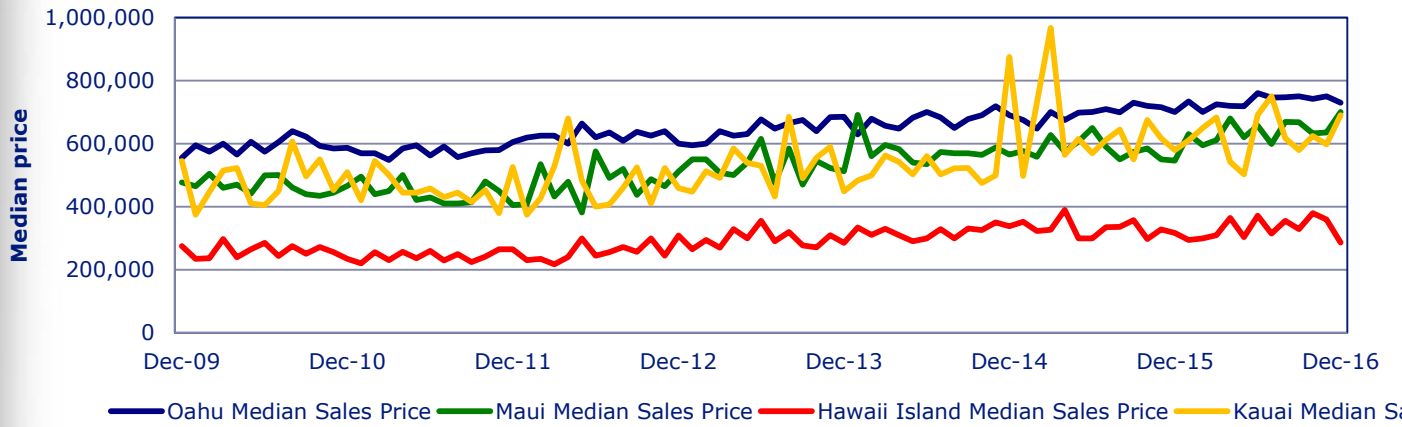


Hawaii Real Estate

Oahu Number of Sales and Median Sales Price
Dec 2009 – Dec 2016



Median Sales Price Oahu, Maui, Hawaii, Kauai
Dec 2009 – Dec 2016



Oahu:
$730,000

Maui:
$700,000

Kauai:
$690,000

Hawaii Island:
$286,000

Source: Title Guaranty (2009-current)