Chronological: Retirement Celebration for Joichi Saito, Honolulu

Senator Daniel K. Inouye Papers
Speeches, Chronological, Box SP13, Folder 17
https://hdl.handle.net/10524/72671

**Retirement Celebration for Joichi "Joe" Saito,
Chairman and Chief Executive Officer of
Central Pacific Bank**

**Sheraton Waikiki Hotel
Honolulu, Hawaii
April 16, 2002**

Video Message

Aloha. One afternoon 50 years ago, I sat on a bench at Ala Moana Beach Park with several of my nisei buddies: Sakae Takahashi, Daniel Aoki, Charles Kumura, and others. With our 50-cent plate lunches, we discussed the plight of many veterans and business owners who could not obtain commercial and mortgage loans. We dreamed of a bank that would serve our diverse community of islanders struggling in the post-war economy. Together with a group of issei, we overcame trials and tribulation to make that dream a reality.

On February 15, 1954, ten-thousand firecrackers roared in downtown Honolulu, marking the opening of Central Pacific Bank's first branch at the corner of North King and Smith streets. Today, Central Pacific Bank is a $1.8 billion financial institution – the third largest commercial bank in Hawaii.

Without a doubt, Mr. Saito has played an instrumental role in Central Pacific Bank's successes. He has led the bank to consistent and remarkable earnings during Hawaii's difficult economic times. At the end of 2001, the bank reported 10 consecutive quarters of record earnings.

I am especially pleased that the bank's leadership has remained true to the founders' philosophy of providing strength and compassion during difficult times. Following the terrorist attacks of September 11, Central Pacific Bank deferred loan payments and extended loans to businesses. Under Mr. Saito's leadership, the bank was the first large corporation to join the "Buy Hawaii" Campaign, giving $100 each to nearly 500 employees and instructing them to spend the money at local businesses.

As one of Central Pacific Bank's founders, I thank Mr. Saito and his team of managers and employees for fulfilling our dream beyond our expectations.

To Mr. Saito and his dear wife, Yoko, I thank you for your dedicated service, and I extend my best wishes for happiness and continued success in the bright years ahead. Aloha.

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Sheraton Waikiki Hotel
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Chairman and Chief Executive Officer of
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Sheraton Waikiki Hotel
Honolulu, Hawaii
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OK

Video Message

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To: Sandi + Sally
From: ML

1/2

Central Pacific Bank

Marketing Division
PO Box 3590
Honolulu, HI 96811
Fax: (808) 531-2875

Fax

To:	Mary Lou Jardine		March 18, 2002
From:	Ann Takiguchi		
Pages:	2, including this cover memo	**Phone:** **Fax:**	(808) 544-0685 (808) 531-2875
Re:	Draft Video Message for Retirement Sendoff for Joichi "Joe" Saito, Chairman and CEO of Central Pacific Bank		

Hi Mary Lou,
Attached is a draft video message from the Senator to Mr. Saito. Hope this helps. Let me know if you need anything else or if we're set.

In the rush to get over the background information to you last Friday, I forgot to ask about the costs for producing the video. Do you have an idea of the production costs, so that we can incorporate the amount in our budget.

But no matter the costs, this will surely be a pleasant and memorable surprise for Mr. Saito. Once again, thank you so much for your help. And please extend our warmest Aloha to the Senator.

Thanks,
Ann
Ann

2/2

Draft

Word Count 535

I can remember when Central Pacific Bank was just a seed in one's imagination. The year was 1952. A bunch of us – Sakae Takahashi, Daniel Aoki, Charles Kimura and others – would meet at the benches at Ala Moana Beach Park. With the gentle ocean breezes and our 50-cent plate lunches, we would discuss the plight of many post-war veterans and business owners who were finding it very difficult to obtain business and mortgage loans. There was a growing feeling that the state of Hawaii needed another bank to really service those who were struggling in the community.

Our team of Nisei – second-generation Japanese – Americans, eventually partnered with another group of issei – first generation Japanese – Americans…. to make that dream a reality. On the morning of February 15, 1954, a normally quiet morning gave way to the roar of 10,000 firecrackers and the opening of Central Pacific Bank's first branch at the corner of North King and Smith streets.

In reminiscing…back to those good ole days…. I can honestly say that the trials and tribulations were well worth the effort. More than four decades later, the Bank's philosophy and foundation grow stronger every day, serving Hawaii's diverse community to no end. I can remember struggling to meet a minimum 700-thousand dollars in start-up capital. Today, Central Pacific Bank is a 1-point-eight billion dollar financial institution, the third largest commercial bank in the state of Hawaii.

No doubt, Joe has been a great leader in this chapter of Central Pacific Bank. At a time when this state was faced with an economic downturn, more than a decade long, Joe has been able to prevail. Since 1996, under Joe's leadership as Chairman and CEO, Central Pacific Bank has not only been able to maintain its own, but it has really outperformed. Consistent and steady, that's Central Pacific Bank. At the end of 2001, the Bank marked ten consecutive quarters of record earnings. That alone is impressive, but when you consider the Asian and national economy and the aftermath of 9-11, such performance is unheard of.

That I credit to strong leadership and a great team. But what impresses me even more, is the ability to show such strength and compassion in times of national tragedy. On September 11, our nation suffered the worst terrorist attack that America has ever experienced. Central Pacific Bank was the first financial institution in this state to really respond by deferring loan payments and extending capital lending to our businesses in need. In addition, Central Pacific Bank was the first large corporation to join the "Buy Hawaii" Campaign, in which the Bank gave nearly 500 of its employees $100 in cash to support local businesses by being "Tourists for a Day."

Now, that's impressive and that's the philosophy that this Bank was built on…. to service our community, to really be there in those difficult times. Many of our forefathers have passed on, but as one of the few remaining founders of this Bank, I can say that the dream has been fulfilled beyond any of our expectation. To Joe and Yoko, you are truly part of this community and we bid a fond "aloha" for your commitment and dedication in serving Hawaii.

MAR 15 '02 12:28PM
03/15/2002 11:03 CPB → 5412549 NO.P.1 D01

To: Sally / Sandi
From: ML

Central Pacific Bank 1/16

Marketing Division
PO Box 3590
Honolulu, HI 96811
Fax: (808) 531-2875

Fax

To:	Mary Lou Jardine		March 15, 2002
From:	Ann Takiguchi		
Pages:	16, including this cover memo	Phone: Fax:	(808) 544-0685 (808) 531-2875
Re:	Background Information on Joichi "Joe" Saito, Chairman and CEO of Central Pacific Bank		

Hi Mary Lou,
Here's the background information on Mr. Saito.
Sending over the following:
Letter with specifics
Copy of invitation
Summary Mr. Saito's career background/community involvement/interests and hobbies
Curriculum Vitae – 3 pages
News Release of Tourists for a Day – 2 pages
News Release of CPB's Fourth Quarter Earnings with financials – 7 pages

Thanks,
Ann

Ann

2/16

Central Pacific Bank
Member FDIC

King & Alakea
PO Box 3590
Honolulu, Hawaii 96811
Phone: (808) 544-0500
Facsimile: (808) 531-2875
Website: www.cpbi.com

March 15, 2002

Ms. Mary Lou Jardine
Office of U.S. Senator Daniel K. Inouye
300 Ala Moana Blvd, Rm 7-212
Honolulu, HI 96850
Fax: 541-2549

Dear Mary Lou:

Thank you very much for your assistance in putting together a short video message from Hawaii's senior U.S. Senator to Mr. Saito for a special retirement sendoff.

Here's the background information on Mr. Saito, including a bio and some additional information. Because of Senator Inouye's special connection with Central Pacific Bank, as an original founder, it would be really touching to have the Senator opening his message remembering the days when a group of them sat at Ala Moana Beach planning the creation of a Bank to serve Hawaii's businesses and community. If Hawaii's leading dignitary could recognize Mr. Saito for carrying forward Central Pacific Bank's tradition in serving Hawaii's community and for the extraordinary performance of the Bank, that would be a great message.

At this point, I'm sending over whatever background I have. But what I can do is have a really rough script drafted by Monday, March 18. In the meantime, here's a bio and some additional information. Also Faxing over a copy of the invitation. Will drop by an actual invitation to your office later this afternoon.

As for other details, We would need a finished copy of the message in VHS format sent by April 11 to Central Pacific Bank, 220 South King Street - 3rd floor, Honolulu, HI, 96813, Attn: Ann Takiguchi.

As for preference of background for the video, we leave that up to your expertise. As for proper video attire, a blue suit would be nice. Actually, any color aside from "black" would be fine.

Hope this is enough information to start with. If you have any questions or concerns, don't hesitate to contact me at 544-0685 or atakiguchi@cpbi.com.

Thank you, once again, for your assistance in the production of this video message, which will really make this a memorable event for Mr. Saito.

With Warmest Aloha,

Ann

Ann Takiguchi
PR/Communications Officer

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As a special guest of

Central Pacific Bank

We invite you to join us in honoring

Joichi "Joe" Saito

At a dinner to extend our warmest
Aloha in commemorating
His retirement as Chairman and
Chief Executive Officer

- On Tuesday, April 16, 2002
  5:30 p.m. Hosted Cocktail
  6:30 p.m. Dinner

- At the Sheraton Waikiki Hotel
  Maui & Molokai Ballrooms
  2255 Kalakaua Avenue

- RSVP by March 29, 2002

Aloha Attire
Validated Parking

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Attached is a bio and other supporting material for Mr. Joichi "Joe" Saito, Chairman and CEO of CPB Inc., and its subsidiary Central Pacific Bank. Have also included some additional information that may help:

CAREER BACKGROUND
Mr. Saito has spent his entire career to date in banking, after earning a degree in sociology in 1959. He served with The Sumitomo Bank, Ltd. in Japan and The Sumitomo Bank of California for 29 years, rising to Executive Vice President & Chief Administrative Officer of the San Francisco Head Office. He joined CPB in 1988 as Executive Vice President, was promoted to President & Chief Operating Officer a year later and has served in his current capacity since 1996.

CAREER ACHIEVEMENTS
Mr. Saito took the helm at Central Pacific Bank as Chairman and Chief Executive Officer in January of 1996, at a time when the State of Hawaii was experiencing its second year of an economic downturn which has prevailed for the past 12 years. Despite the adverse business climate, the bank has grown by over $400 million in assets during Mr. Saito's tenure to a $1.8 billion organization today. Annual net income performance has improved every year since 1995 and more than doubled by 2001 with $28.7 million. The fourth quarter of 2001 represented the tenth consecutive record-breaking quarter of earnings. Along with revenue increases, operational costs were managed through reorganization, resulting in the best efficiency ratio (55.6%) and return on equity (19.3%) in the history of the organization by year-end 2001. The value of CPB Inc. common stock increased by almost 90% over Mr. Saito's 6-year term as CEO.

PERSONAL BACKGROUND
Mr. Saito, who was born in Taiwan, grew up in Japan and lived and worked in California, feels very much at home in Hawaii with its melting pot culture. The move was especially welcome to his wife, Yoko, who grew up listening to her father play Hawaiian music in Japan. In fact, after retirement Mr. Saito has elected to stay in Hawaii because of the "aloha" that he has for this special place.

COMMUNITY INVOLVEMENT
Mr. Saito serves on numerous boards of business, professional and community organizations, including the American Bankers Association, American Red Cross Hawaii Chapter, Crown Prince Akihito Scholarship Foundation, East-West Center Foundation, Girl Scout Council of Hawaii, Hawaii Employers Council, La Pietra-Hawaii School for Girls, and the University of Hawaii Foundation, among others. In May, 2001, Mr. Saito and Central Pacific Bank was honored as the 2001 Corporate Honoree of the Public Schools of Hawaii Foundation. He has served as trustee of the Foundation, which is dedicated to strengthening the quality of public education, since 1992.

INTERESTS & HOBBIES
In his spare time, Mr. Saito is an avid "Warrior" fan, attending almost every UH football game. He is also a huge fan of Ichiro Suzuki who plays for the Seattle Mariners. Suzuki is the first Japanese national outfielder to play in the U.S. major league. As Mr. Saito put it, "only in America do we recognize a person for his or her true performance." Mr. Saito also enjoys and appreciates culture and the arts. He enjoys writing calligraphy and haiku, and painting as well. He takes morning walks and works in his yard and tries to get in a round of golf here and there.

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CURRICULUM VITAE
Joichi Saito

Chairman and Chief Executive Officer of Central Pacific Bank, Hawaii's third largest commercial financial institution with 24 branch offices statewide. Since its inception in 1954, Central Pacific Bank has maintained its focus to serve Hawaii's communities. The Bank's parent company, CPB Inc., posted ten consecutive quarters of record earnings and seven straight years of increased profits. Central Pacific Bank's workforce nears 500 employees.

Born in Takao, Taiwan on November 11, 1934. He started his illustrious banking career when he joined The Sumitomo Bank, Ltd. in Japan in 1959.

Married to Yoko; children: daughter, Atsuko and son, Yutaka; and three grandchildren.

Central Pacific Bank — ***Honolulu, HI***

1/96 - present Chairman & Chief Executive Officer
1/89 - 1/96 President & Chief Operating Officer
2/88 - 1/89 Executive Vice President

The Sumitomo Bank of California — ***San Francisco & Los Angeles, CA***

1/84 - 2/88 Executive Vice President & Chief Administrative Officer, San Francisco Head Office
12/81 - 1/84 Executive Vice President & Regional Administrator, Los Angeles Head Office
9/81 - 12/81 Senior Vice President, San Francisco Head Office
10/79 - 9/81 Vice President & Manager, Administration Department and Secretary-Cashier, San Francisco Head Office

The Sumitomo Bank, Ltd. — ***Seattle, WA & Chiba, Japan***

4/78 - 10/79 Seattle Branch, General Manager
12/70 - 4/78 Japan (4/76 – 4/78, Chiba Branch Manager)

The Sumitomo Bank of California — ***San Francisco & Sacramento, CA***

4/65 - 12/70 San Francisco Head Office, Administration Department
1/63 - 4/65 Sacramento Branch Office

Current Memberships:

1999 American Bankers Association/Community Bankers Council
1999 American Red Cross, Hawaii State Chapter *(Director since 1999)*
1996 Benefit Services Hawaii Inc. *(Director since 1996)*
1988 Chamber of Commerce of Hawaii
1999 Crown Prince Akihito Scholarship Foundation *(Trustee since 1999)*
2000 East-West Center Foundation *(Director since 2000)*
1995 Economic Development Corporation of Honolulu
1997 Girl Scout Council of Hawaii (Board Director since 1997)
1988 Hawaii Bankers Association *(President 1998-1999)*
1996 Hawaii Business Roundtable
1991 Hawaii Community Reinvestment Corporation *(Director since 1996)*
1988 Hawaii Economic Study Club
1990 Hawaii Employers Council *(Board of Governors since 1999)*
1988 Honolulu Japanese Chamber of Commerce *(Chairman 1999-2000)*
1998 Honolulu Symphony *(Board of Directors since 2000)*
1988 Japan-America Society of Hawaii *(Trustee since 1996)*
1992 Japan-Hawaii Economic Council
1993 Japanese Cultural Center of Hawaii
1989 La Pietra, Hawaii School for Girls *(Trustee since 1998)*
1989 Navy League of the United States, Honolulu Council
1988 Nippon Club
1995 Pacific & Asian Affairs Council, Board of Governors
1992 The Public Schools of Hawaii Foundation *(Trustee since 1992)*
1988 United Japanese Society *(Trustee since 1996)*
1989 University of Hawaii Foundation (Trustee since 1997)

Past Memberships:

Aloha United Way *(past Director, 1993)*
Honolulu Symphony Foundation Inc. *(Trustee, 1999)*

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COMMUNITY PROJECTS & PROGRAM HIGHLIGHTS

Honolulu Japanese Chamber of Commerce

During his tenure as Chairman of the Japanese Chamber of Commerce, Mr. Saito helped to strengthen ties between Hawaii and the Hiroshima Prefecture. In 2000, the Chamber celebrated its 100-year anniversary by launching a revitalization effort for a multi-cultural Moiliili community. With the leadership of the City and County of Honolulu, partnerships have been formed with the Hiroshima Prefecture, resulting in the construction of a "torii" gate erected at the triangle park located where Beretania, University and King Streets intersect. The gate is a constant reminder of the strong ties between Hawaii and Hiroshima Japan, as well as symbolizing the entryway into a renewed multi-cultural community in Moiliili, a growing and prosperous neighborhood.

The Public Schools of Hawaii Foundation

Mr. Saito and Central Pacific Bank were recognized as the Corporate Honoree at the Foundation's 10th Annual Kulia I Ka Nu'u Banquet on May 23, 2001. Under Mr. Saito's leadership, the Bank has shown its commitment through donations, sponsorships, scholarships, volunteer activities and special community events. Mr. Saito has served as a Foundation Board Trustee since 1992.

The University of Hawaii Foundation

Mr. Saito created a $100,000 University of Hawaii Scholarship Endowment Fund for financially disadvantaged student athletes majoring in business administration. The perpetual endowment helps in the development of our athletes and future business leaders of Hawaii. Mr. Saito currently serves as a Foundation Trustee.

The Hawaii Women's Business Center

As the first organization in the state focused on helping women to develop and grow successful businesses, the Center provides training, counseling and mentoring services to current and potential women entrepreneurs. In 1998, CPB was one of the founding funders of this unique organization. The Bank's contribution helped the Center to secure a $147,000 grant – one of 25 grants awarded worldwide by the U.S. Small Business Administration. Today, women-owned businesses in Hawaii are ranked third in the nation.

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Central Pacific Bank
Member FDIC

King at Alakea
PO Box 3590
Honolulu, Hawaii 96811-3590
Phone: (808) 544-0500
Fax: (808) 531-2875

Contact: Ann Takiguchi
PR/Communications Officer
Marketing Division
Phone: (808) 544-0685
Web Site: www.cpbi.com

Embargo until
(10 am, Saturday, November 3, 2001)

NASDAQ - CPBI

CENTRAL PACIFIC BANK EMPLOYEES WILL BE TOURISTS FOR A DAY $100 to EACH EMPLOYEE

In its effort to support local businesses in Hawaii, Central Pacific Bank (CPB) is offering $100 to each employee to be a "Tourist for a Day." On Saturday, November 3rd at 10 am, the Bank will open its Waikiki Branch (105 Uluniu Avenue, across the Hyatt Regency Waikiki) for participating employees to pick up their spending money.

CPB employees are being asked to spend the cash at establishments impacted by the visitor downturn in the aftermath of September 11. With more than 500 employees, the Bank is prepared to hand out in excess of $50,000

"Central Pacific Bank wants to make a difference. We hope this effort will provide some relief to businesses and encourage others to *buy* Hawaii," said Central Pacific Bank Chairman and CEO Joichi Saito.

Participating employees are required to spend the entire $100 on a hotel stay, inter-island travel, dining, or entertainment in local establishments that are directly related or highly dependent upon the visitor industry. Employees will have until November 30, 2001, to spend their cash.

Media interested in covering this event are asked to be at CPB's Waikiki Branch by 10 am on Saturday, November 3. Media parking will be available at the open lot of the Waikiki Resort located at 2460 Koa Avenue. For additional directions and details, please contact Ann Takiguchi at 544-0685. For phone interviews during the event, call her at 223-4434 (cellular).

- more -

NEWS RELEASE

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CENTRAL PACIFIC BANK EMPLOYEES WILL BE TOURISTS FOR A DAY
Page 2

CPB employees on Maui, Kauai and the Big Island will also be given $100 each to support the visitor industries on their respective islands.

CPB Inc. is a Hawaii commercial bank holding company with $1.8 billion in assets. Central Pacific Bank, its subsidiary, is Hawaii's third largest commercial bank with 24 branches statewide, including six supermarket branches.

###

10/16

CPB Inc.
(Holding Company of Central Pacific Bank)
Member FDIC

King at Alakea
PO Box 3590
Honolulu, Hawaii 96811-3590
Phone: (808) 544-0500
Fax: (808) 531-2875

Contact: Ann Takiguchi
PR/Communications Officer
Marketing Department
Phone: (808) 544-0685
Web site: www.cpbi.com

For Immediate Release
(Tuesday, January 22, 2002)

NASDAQ: CPBI

NEWS RELEASE

CPB INC. REPORTS RECORD EARNINGS IN 2001

HONOLULU -- CPB Inc., parent company of Central Pacific Bank, today announced record earnings for the fourth quarter and year marking the tenth consecutive quarter of record earnings for the Company.

For the year, net income rose to **$28.70** million, an increase of **47.7%** over 2000, and earnings per share of **$3.50** increased by **60.6%**. Earnings for the second half of 2001 included a federal income tax benefit of **$3.84** million. Excluding this benefit, net income of **$24.86** million and earnings per share of **$3.03** for 2001 increased by **27.9%** and **39.0%**, respectively, over the previous year. Total assets of **$1.84** billion increased by **1.1%**, total deposits of **$1.45** billion increased by **6.4%**, and net loans of **$1.24** billion decreased by **1.9%**. Nonperforming assets, loans delinquent for 90 days or more and restructured loans decreased by **70.1%**. Return on average assets was **1.60%**, and return on average equity was **19.34%** for the year ended December 31, 2001. Excluding the impact of the federal tax benefit, return on average assets was **1.39%** and return on average equity was **16.85%**.

For the quarter ended December 31, 2001, the Company reported net income of **$8.88** million, an increase of **73.6%** over the same period in 2000, and earnings per share of **$1.12**, which increased by **89.8%**. Earnings for the fourth quarter included a federal income tax benefit of **$1.60** million. Excluding this benefit, net income of **$7.28** million and earnings per share of **$0.92** for the fourth quarter increased by **42.3%** and **55.9%**, respectively, over the same period in 2000.

(more)

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"As we prepare for a challenging year ahead, I'm proud of our Central Pacific Bank team for such an exceptional effort in improving efficiencies at all levels," said Joichi Saito, Chairman of the Board and Chief Executive Officer. "Our performance for the year is reflected in key financial benchmarks such as our efficiency ratio of 55% and our return on equity of 19%. I'd like to acknowledge the hard work and dedication of our employees who have consistently sought greater levels of achievement for this Company and its stakeholders."

The Board of Directors of CPB Inc. declared a fourth quarter cash dividend of $0.18 per common share to shareholders of record as of December 31, 2001, payable on January 25, 2002. Cash dividends declared in 2001 totaled $0.67 per common share, increasing by 9.8% over the $0.61 declared in 2000.

The following are notable activities of 2001:

Market Positioning

- On February 1, the Bank established a new Marketing and Corporate Development Group consisting of three divisions: 1) the Marketing Division; 2) the Product and Delivery Systems Development Division; and 3) the Quality and Training Division. The Group is charged with advancing the Bank's momentum in providing a competitive product mix and superior customer service.
- On March 18, a bank-wide rally was held to launch the Bank's new service campaign. With a new tagline of "Count on Exceptional" and independent surveys to support Central Pacific Bank's competitive advantage, the Bank developed a package of initiatives focused on service quality.
- On July 30, the Bank unveiled a new line of consumer and business products in building on its "Count on Exceptional" commitment. The new product launch included a suite of products designed to add value and banking convenience for both consumers and businesses.

(more)

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Customer Convenience

- On April 2, CPB relocated its Kailua Branch (Oahu) from a traditional location to the Daiei Store in the community. CPB now has six supermarket branches where customers are able to bank and shop in one convenient location, seven days a week.
- CPB expanded its ATM network to 77 with the addition of an ATM located across the Disney Store in the Uptown Phase of the Pearlridge Shopping Center.
- CPB complied with all federal mandates of the Gramm-Leach-Bliley Act also referred to as the "financial modernization act." Copies of CPB's privacy policy were distributed to all customers by the end of the first half of this year, meeting the full compliance date of July 1, 2001.

Community Support

- On July 18, the Bank joined with Times Super Markets Ltd. and KHON FOX2 in a *"Back Your School"* promotion to select eight favorite schools in the state of Hawaii. Winners were nominated by students, family and friends, and received a $1,000 cash award for educational needs.
- On September 19, the Bank sponsored an informational forum for businesses that would benefit from hundreds of millions of dollars in planned developments for Hawaii's flagship destination – Waikiki. Leaders of the revitalization effort participated by sharing their plans at this *"Waikiki Renaissance"* event. Attendees were informed of potential opportunities and provided a chance to network.
- For the federal fiscal year that ended on September 30, 2001, Central Pacific Bank was selected as the U.S. Small Business Administration (SBA) Lender of the Year for Category II banks (total commercial loans of less than $1 billion). Issuing 20 loans totaling to more than $4.9 million during the fiscal year 2001, the Bank was the only financial institution in the entire state of Hawaii to surpass its loan production from the previous year. In addition, three of Central Pacific Bank's business relationship officers were recognized as SBA Lending Officers of the Year.
- On November 3, Central Pacific Bank initiated a project to support local businesses hard hit by the visitor downturn experienced in the aftermath of September 11. More than 500 of CPB's employees were encouraged to be *"Tourist for a Day."*

(more)

with each participating employee receiving $100 in cash to spend at local business establishments.

- In December, Central Pacific Bank secured four state and one county winners for the U.S. Small Business Administration Awards. The state finalists now advance to regional and possibly national competition.

Common Stock Repurchases

- On September 17, CPB Inc.'s Board approved a sixth stock repurchase program providing for the Company to buy back 3.5% or approximately 290,000 shares of its 8.2 million shares of common stock outstanding. Since the inception of the first stock repurchase program in 1998, the Company has repurchased 26.4% or a total of 2,803,207 of its 10.6 million shares of common stock outstanding. The stock repurchases were executed to enhance earnings per share and return on stockholders' equity while maintaining regulatory capital ratios in excess of minimums for a "well-capitalized" institution.

CPB Inc. is a Hawaii bank holding company with $1.84 billion in assets. Central Pacific Bank is Hawaii's third largest commercial bank with 24 branches statewide, including six supermarket branches.

###

See attached for detailed financial highlights for CPB Inc. and subsidiary.

CPB INC. AND SUBSIDIARY
Financial Highlights - December 31, 2001
(Unaudited)

(In thousands, except per share data) SELECTED FINANCIAL DATA	December 31, 2001	2000	% Change
Total assets	$1,836,330	$1,816,918	1.1
Interest earning assets (before securities valuation allowance)	1,696,689	1,697,220	0.0
Loans, net of unearned income	1,268,657	1,291,190	-1.7
Allowance for loan losses	24,564	22,612	8.6
Net loans	1,244,093	1,268,578	-1.9
Nonperforming (nonaccrual) loans	2,421	8,524	-71.6
Other real estate	812	1,792	-54.7
Total nonperforming assets	3,233	10,316	-68.7
Loans delinquent for 90 days or more	443	1,527	-71.0
Restructured loans (still accruing interest)	0	466	-100.0
Total nonperforming assets, loans delinquent for 90 days or more and restructured loans	3,676	12,309	-70.1
Deposits	1,450,925	1,363,066	6.4
Stockholders' equity	151,091	143,312	5.4
Number of shares outstanding	7,933	8,464	-6.3
Book value per share	$19.05	$16.93	12.5
Market value per share	$29.41	$27.88	5.5

SUMMARY OF OPERATIONS	Three months ended December 31, 2001	2000	% Change	Twelve months ended December 31, 2001	2000	% Change
Interest income - taxable equivalent	$31,394	$34,822	-9.8	$131,226	$128,064	2.5
Interest expense	10,074	16,113	-37.5	51,421	55,559	-7.4
Net interest income - taxable equivalent	21,320	18,709	14.0	79,805	72,505	10.1
Taxable equivalent adjustment	364	308	18.2	1,353	1,281	5.6
Net interest income	20,956	18,401	13.9	78,452	71,224	10.1
Provision for loan losses	300	1,000	-70.0	3,000	4,500	-33.3
Net interest income after provision for loan losses	20,656	17,401	18.7	75,452	66,724	13.1
Investment securities gains (losses)	502	(83)	-704.8	1,395	(766)	-282.1
Other operating income	3,121	2,966	5.2	12,718	13,653	-6.8
Total other operating income	3,623	2,883	25.7	14,113	12,887	9.5
Salaries and employee benefits	7,589	6,553	15.8	27,805	25,071	10.9
Other operating expense	5,244	5,858	-10.5	22,878	24,521	-6.7
Total other operating expense	12,833	12,411	3.4	50,683	49,592	2.2

CPB INC. AND SUBSIDIARY
Financial Highlights - December 31, 2001
Continued

	Three months ended December 31, 2001	Three months ended December 31, 2000	% Change	Twelve months ended December 31, 2001	Twelve months ended December 31, 2000	% Change
Income before income taxes	11,446	7,873	45.4	38,882	30,019	29.5
Income taxes	2,565	2,758	-7.0	10,177	10,585	-3.9
Net income	$8,881	$5,115	73.6	$28,705	$19,434	47.7
Cash dividends declared	$1,428	$1,354	5.5	$5,425	$5,370	1.0
Per common share:						
Net income	$1.12	$0.59	89.8	$3.50	$2.18	60.6
Cash dividends declared	$0.18	$0.16	12.5	$0.67	$0.61	9.8
Weighted average shares outstanding (in thousands)	7,936	8,613	-7.9	8,205	8,917	-8.0
SELECTED AVERAGE BALANCES						
Total assets	$1,825,831	$1,758,537	3.8	$1,795,013	$1,672,894	7.3
Interest-earning assets	1,688,141	1,665,726	1.3	1,675,099	1,580,576	6.0
Loans, net of unearned interest	1,272,371	1,286,081	-1.1	1,270,450	1,223,648	3.8
Other real estate	1,077	1,575	-31.6	1,199	1,348	-11.1
Deposits	1,416,513	1,341,706	5.6	1,387,836	1,316,326	5.4
Interest-bearing liabilities	1,416,158	1,403,782	0.9	1,404,998	1,320,520	6.4
Stockholders' equity	150,863	142,801	5.6	148,433	143,374	3.5
PERFORMANCE RATIOS						
Return on average assets **	1.95%	1.16%		1.60%	1.16%	
Return on average stockholders' equity **	23.55%	14.33%		19.34%	13.55%	
Efficiency ratio	53.30%	58.08%		55.59%	58.43%	
Net interest margin **	5.05%	4.49%		4.76%	4.59%	
Net loan charge-offs to average loans **	0.34%	0.32%		0.08%	0.22%	
Loan charge-offs	$1,350	$1,144		$2,529	$3,592	
Recoveries	258	99		1,480	936	
Net loan charge-offs (recoveries)	1,092	1,045		1,049	2,656	
Dividend payout ratio	16.07%	27.12%		19.14%	27.98%	

** Annualized

CPB INC. AND SUBSIDIARY
Financial Highlights - December 31, 2001
Continued

	Three months ended December 31, 2001	Three months ended December 31, 2000	% Change	Twelve months ended December 31, 2001	Twelve months ended December 31, 2000	% Change
EXCLUDING IMPACT OF TAX CREDIT:						
Net income	$7,281	$5,115	42.3	$24,863	$19,434	27.9
Net income per common share	$0.92	$0.59	55.9	$3.03	$2.18	39.0
Return on average assets **	1.60%	1.16%		1.39%	1.16%	
Return on average stockholders' equity **	19.67%	14.33%		16.85%	13.55%	

** Annualized

BALANCE SHEET RATIOS	December 31, 2001	December 31, 2000
Total stockholders' equity to assets	8.23%	7.89%
Nonperforming assets to total loans & other real estate	0.25%	0.80%
Nonperforming assets and loans delinquent for 90 days or more to total loans & other real estate	0.29%	0.92%
Nonperforming assets, loans delinquent for 90 days or more and restructured loans to total loans & other real estate	0.29%	0.95%
Allowance for loan losses to total loans	1.94%	1.75%
Allowance for loan losses to nonperforming loans	1014.62%	265.27%

Date: 3/15/02 12:28 PM
Sender: Mary Lou Jardine
To: Sally Watanabe; Mary Lou Jardine; Sandi Skousen
Priority: Normal
Subject: JOICHI SAITO RETIREMENT - VIDEO MSG FROM DKI

PAST PRESIDENT AND CEO OF CENTRAL PACIFIC BANK, MR. JOICHI SAITO, WILL BE HONORED AT A RETIREMENT PARTY BY THE EMPLOYEES OF CPB ON 3/16/02...THEY HAD INVITED DKI TO ATTEND AND SAY A FEW WORDS, AND SINCE I HAD TO REGRET IT, THEY ARE ASKING FOR A VIDEO MESSAGE FROM DKI TO BE PLAYED AT THE EVENT.

I MENTIONED THIS TO DKI LAST WEEK AND HE SAID HE WOULD DO IT.....THEY WERE TO SEND OVER THE BACKGROUND
MATERIAL, WHICH JUST ARRIVED....CPB IS ALSO MAKING A DRAFT MESSAGE TO GIVE YOU A START...THEY WANT DKI TO SPEAK ALONG THE LINES OF HIS (DKI'S) BEING ONE OF THEIR "FOUNDING FATHERS" OF THE BANK.

AM FAXING YOU THE MATERIAL RIGHT NOW, AND WILL SEND OVER THE ROUGH DRAFT OF MESSAGE AS SOON AS THEY PROVIDE IT...HAVE TOLD THEM TO HURRY BECAUSE DKI GOING OUT OF TOWN AND NOT BACK IN DC UNTIL 4/8 (AND THEY WANT IT BY 4/11) I ASKED THEM BACK ON 3/6 TO SEND THE MATERIAL AND IT JUST CAME.