BNP Paribas has a presence in 80 countries with nearly 200,000 employees, including more than 150,000 in Europe. It ranks highly in its three core activities: Retail Banking, Investment Solutions and Corporate & Investment Banking. In Europe, the Group has four domestic markets (Belgium, France, Italy and Luxembourg) and BNP Paribas Personal Finance is the leader in consumer lending. BNP Paribas is rolling out its integrated retail banking model across Mediterranean basin countries, in Turkey, in Eastern Europe and a large network in the western part of the United States. In its Corporate & Investment Banking and Investment Solutions activities, BNP Paribas also enjoys top positions in Europe, a strong presence in the Americas and solid and fast-growing businesses in Asia-Pacific. See www.bnpparibas.com.

Headquartered and chartered in San Francisco, California, Bank of the West is a leading commercial bank with $63.3 billion in assets and $47.1 billion in deposits as of December 31, 2012. The bank operates nearly 700 retail and commercial banking locations in 19 states—Arizona, California, Colorado, Idaho, Iowa, Kansas, Minnesota, Missouri, Nebraska, Nevada, New Mexico, North Dakota, Oklahoma, Oregon, South Dakota, Utah, Washington, Wisconsin and Wyoming. Bank of the West operates commercial, real business and institutional local and trust, and offers a wide range of banking, insurance, trust and investment solutions for individuals and businesses. See www.bankofthewest.com.

Bank of the West is a subsidiary of Bank of the West Corporation, a bank holding company with assets of approximately $79.9 billion as of December 31, 2012. Bank of the West Corporation also owns First Hawaiian Bank, with $16.6 billion in assets as of December 31, 2012, and 63 branches in Hawaii, Guam and Saipan. See www.bancwestcorp.com.

Credit ratings are a key measure of capital strength and financial stability. They are also recognition from rating agencies of a strong balance sheet and consistent financial performance. Bank of the West is one of the largest commercial banks in the United States. Not only do our capital ratios exceed regulatory requirements by a wide margin as shown below, but they are also among the highest in our peer group.

<table>
<thead>
<tr>
<th>Agency</th>
<th>Rating</th>
<th>Long-term deposit ratings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Moody’s</td>
<td>A2</td>
<td>A2</td>
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<tr>
<td>Standard &amp; Poor’s</td>
<td>A</td>
<td>A</td>
</tr>
<tr>
<td>Fitch</td>
<td>A+</td>
<td>A+</td>
</tr>
</tbody>
</table>

The table below shows the bank’s Tier 1 Leverage Ratio, Total Risk-Based Capital Ratio and Tier 1 Risk-Based Capital Ratio. (As of December 31, 2012)
VISION. IT’S WHAT GREW THE WEST. TAKING THE LONG VIEW. IMAGINING A DREAM. AND THEN REALIZING IT. AT BANK OF THE WEST WE BELIEVE IN WHAT OUR CUSTOMERS CAN ACHIEVE. IT’S A POINT OF VIEW WE ASPIRE TO FULFILL EACH AND EVERY DAY. GO WEST.
All of us at Bank of the West take pride in presenting to you our annual report for 2012—a record of strong performance and sustained engagement with our customers and communities. We are honored that more than 1.5 million customers have placed their trust in us, and we are pleased that, through their business, our Bank has achieved strong financial results.

Bank of the West earned net income of $555 million in 2012, a 26 percent increase from the prior year. These earnings, combined with those of our sister bank First Hawaiian Bank, produced strong results for our holding company BancWest Corporation. For the full-year 2012, BancWest earned $629 million, a 22 percent increase from 2011. Our parent company BNP Paribas achieved a full-year profit of €6.6 billion ($8.8 billion) and was named International Financing Review magazine’s 2012 Bank of the Year.

At a time when some financial institutions have deservedly fallen in public esteem, we were honored to have ranked second in the United States for reputation among the 30 largest commercial banks in 2012—based on an annual survey by American Banker and the Reputation Institute.

Our consistent performance and strong financial position enable us to be a reliable partner to businesses and individuals. Commercial lending grew by $1.8 billion, or 8 percent, in 2012. Small businesses are a key driver of the economic recovery, and we are pleased to have played our part, achieving year-over-year growth of 16 percent in our branch-based lending, which focuses on businesses with annual sales of $10 million or less. We were proud to have received several Greenwich Excellence Awards in 2012 for Middle Market Banking and Small Business Banking.

Our lending supported individual consumers as well. In fact, we originated more mortgages and auto loans in 2012 than ever before—nearly $3 billion in home mortgages and $2 billion in auto loans.

Since 1874, people and businesses have relied on Bank of the West as a sound institution to entrust with their assets. We are pleased that this trust continues today, as demonstrated by deposit growth of nearly 8 percent in 2012 and an increase in the number of products and services our clients look to us to provide.

Enduring client relationships are the cornerstone of our business, and our reputation for outstanding service has always differentiated us from our competitors. This is why we have kept our dedication to customers as the foundation of our long-term strategic initiatives. Our 2012 investments in new offices and branches, advanced technology and innovative products are all designed to enhance the convenience and effectiveness of our service delivery. Our strategic initiatives aim to deliver high-level customer service across all channels and allow us to continue to deepen customer relationships.

We are excited about the future and appreciate the opportunity to succeed with our clients and communities. We look forward to prospering together in 2013 and beyond.

Michael Shepherd, Chairman and CEO
March 29, 2013
PERSONAL BANKING
We take every opportunity to make banking personal at Bank of the West. Our Personal Banking group is attuned to the unique needs of the communities, families and individuals we serve across our 19 states, 600 branches, 650+ ATMs, and via our online, mobile and telephone banking channels. We offer a competitive array of checking, savings, CD and money market accounts designed to meet our customers’ banking requirements.

While convenience is key and technology is critical, we continue to believe in people. Our bankers understand and respond to the unique needs of our customers, and our banking systems are purpose-built to enable us to offer the most relevant financial solution to each and every customer—whether that customer wants to open a checking account, take out a loan for a new home or vehicle, or save for retirement. And because our customers’ needs go beyond basic banking, our products and services encompass a breadth of retirement and insurance services.

For the past 139 years, we have listened to our customers to understand where they are today so we can help them reach the place they want to be tomorrow.

SMALL AND MEDIUM ENTERPRISE BANKING
Small and medium-sized enterprises (SMEs) are the backbone of the U.S. economy and the heart of the communities we serve. As a preeminent SME destination, Bank of the West provides a full suite of financing, cash management services and financial advice that business owners need to pursue their vision and keep growing.

To respond to the unique challenges facing SMEs, we harness our branch-centered model and specialized expertise in our clients’ industries—from agriculture and medical practices to construction firms and wholesalers. Our approach combines the dedicated focus of a regional bank with the resources of a global enterprise.

We stand strong in our commitment to small business lending. Over the past three years, we have grown small business loans by 245 percent—reaching more than $1.1 billion—and increased by tenfold the number of business bankers across our branches.

Entrepreneurs see abundant opportunity; we see opportunity in helping them realize their most ambitious dreams.

PACIFIC RIM BANKING
Clients from different backgrounds have distinct needs and ways of doing business. Our Pacific Rim Banking group specializes in meeting those needs, combining deep industry expertise, cultural understanding and a full range of products and services to support Asian and Asian-American individuals and companies.

Whether helping an Asian immigrant build a U.S. credit history, working with an established Asian-American family business or advising a U.S. subsidiary of an overseas company, we offer the convenience of a local banking relationship and the familiarity of partnering with someone who speaks the same language. Our 180 bilingual relationship managers across our 19 specialized branches, Pac Rim Corporate Banking Center, and Japanese Corporate Banking Group speak Mandarin, Cantonese, Taiwanese, Japanese, Korean, Vietnamese, Tagalog and English.

Through our representative offices in Chicago, New York, Tokyo and Taipei—in tandem with the Network Business Development Desk of BNP Paribas China which has branches in Shanghai, Beijing, Tianjin, Guangzhou and a representative in Chengdu—we can personally respond to clients in both the East and the West.

COMMERCIAL BANKING
To understand a business, you need to understand the spirit and goals that drive it. Bank of the West’s Commercial Banking group serves businesses with annual revenues of $25 million and higher through relationship managers dedicated to knowing our clients’ operations and objectives. Coordinating with our parent BNP Paribas, we provide the personalized attention of a local commercial banker, combined with the breadth of products and expertise from one of the world’s largest and strongest financial groups.

From cash management services to commercial deposit and fixed income products, from commercial credit to equipment financing, and from global trade services to capital market services, we package products and services to meet the evolving needs of growing businesses. We also offer lending expertise in several specialized sectors, including agriculture, government and public organizations, religious institutions and commercial real estate.

Underscoring our industry knowledge and broad product offering is our belief that a commercial bank is built on relationships—ones based on trust, steadiness and a commitment to supporting our clients for the long term.

Wealth Management
Because each Wealth Management client has a unique story, we know the service and experience we deliver at Bank of the West needs to be equally distinct. Our Wealth Management group provides wealth planning, investment management, personal banking, retirement, trust and estate services designed to meet the needs of affluent individuals and families. Our Private Client Advisors are advisory-based relationship managers dedicated to maintaining a deep understanding of each client’s highly specific financial goals. Bringing together expertise and global resources from across the BNP Paribas Group, our advisors develop a comprehensive plan to meet each client’s individual needs.

In 2012, we created a residential real estate financing team that provides home loans and home equity lines of credit tailored to high net worth clients. In the last two years we’ve opened dedicated Wealth Management Centers in seven cities—most recently in San Francisco and Beverly Hills—to work side by side with our clients.

Our goal is to keep enhancing the experience of our Wealth Management clients with service and solutions that build and preserve their wealth, today and in the years to come.
THE CHARLES MACHINE WORKS, INC.

In the true spirit of the West, The Charles Machine Works, Inc. (CMW), parent company of the Ditch Witch organization, is a construction equipment manufacturer born from pioneers—the Malzahn family. They carved out a prosperous future from one of the last unassigned lands in the U.S. more than 100 years ago. Oklahoma-based CMW maintains the founding principles upon which Ed Malzahn founded the company and paved the way for the creation of the first service line trencher: honesty, hard work and giving customers the best product in the world. The company has aggressively expanded its operations through a number of acquisitions in the past five years. To support this growth, CMW sought to partner with a bank that could serve the inventory floor plan finance needs of its 168 dealer locations nationwide, as well as the retail finance requirements of end users who purchase equipment.

COMMERCIAL BANKING: SPIRIT AND STABILITY

Bank of the West first met CMW in late 2008, a time beset by financial market turmoil and a global recession. Impressed by our stability and our ability to provide comprehensive financing for their distribution and customers, CMW selected us as their sales finance partner. We formed a team dedicated exclusively to CMW and quickly rolled out inventory floor plan and retail programs. Today, we’re CMW’s exclusive sales finance partner and provide them with a full array of commercial banking products. We also set up a private label credit card for CMW’s customers to purchase parts, maintenance and equipment. As we continue to look for ways to support CMW and its distribution, our international leasing presence with BNP Paribas will help ensure that CMW continues to pioneer new territory in the years ahead.

“BANK OF THE WEST STEPPED IN AT A CRITICAL TIME, WHEN OUR MARKETS WERE IN TURMOIL. IT’S A SPECIALIZED RELATIONSHIP WHERE THEY’VE HELPED OUR SALES WITH VENDOR PROGRAMS THAT REALLY SUPPORT OUR DEALERS AND END USERS.”


Commercial Banking Group Commitment Growth up 33% Since 2010
REACHING NEW HORIZONS

CENTRAL VALLEY AUTOMOTIVE GROUP

Forty years ago, William Gardner founded Central Valley Automotive Group (CVA) as a single Chrysler-Plymouth dealership. Since then, the family-owned company has expanded rapidly, increasing both its franchise numbers and the range of automobile brands it sells. Under president John Gardner’s leadership, CVA has preserved the values entrenched by his father in 1973 while establishing itself as an automotive leader in California’s San Joaquin Valley. A third generation—Brent Gardner, John T. McSherry and Spencer McSherry—is actively involved in managing CVA today, ready to drive the business to new heights during its next 40 years.

“As we’ve grown, so has our relationship with Bank of the West. Their service is first rate. What started out on a relatively small scale has expanded to touch virtually all aspects of our business.”

— John Gardner, President, CVA

NATIONAL FINANCE GROUP:
AN INTEGRATED APPROACH

To realize the Gardners’ vision, CVA required a banking partner who could understand its business and provide the integrated services necessary to fuel its growth. With more than 50 years of experience in automobile lending, Bank of the West has provided CVA with expertise while continually delivering new products and services to meet the company’s evolving needs.

In 1993, our relationship began with a program to provide retail financing for car purchases through our indirect lending division and quickly expanded to include deposit services with our Modesto branch. Over time, CVA added new commercial banking products including cash management, floor plan financing, term loans, as well as wealth management products and services for the Gardner family. Today, Bank of the West is a trusted partner committed to helping the Central Valley Automotive Group continue to reach new horizons.

The National Finance Group Serves Over 4,500 Auto / RV / Marine Dealers Across the Country
FULL SAIL BREWING CO.

As the craft brewing industry began to take shape in the 1980s, Irene Firmat noticed that most of the field focused on draft beer, not on bottling. She was determined to make world-class beer in Hood River, Oregon by daring to do something many beer connoisseurs said was next to impossible: put a microbrew in a bottle. Irene founded Full Sail Brewing Co. in 1987, becoming the region’s first craft brewery to successfully bottle its beer for sale through retail outlets. With a company mantra that includes a commitment to “make everything we do not just good but insanely great,” Full Sail takes great care in its brewing and distribution processes, sourcing raw materials locally and shipping with freshness and quality as top priorities. Today, employee-owned Full Sail is one of the largest craft breweries in Oregon, known for its award-winning balanced beers and sustainable practices.

“WE JUST CELEBRATED OUR 25TH ANNIVERSARY AS A COMPANY, AND WE’RE VERY HAPPY TO HAVE HAD BANK OF THE WEST AS A VALUED, LONG-TERM FINANCIAL PARTNER FOR MOST OF THAT TIME.”

— Irene Firmat, Founder and CEO, Full Sail Brewing Co.

Dedicated SME Team Members

MASTERING THE MARKET

REGIONAL BANKING: HELPING NAVIGATE NEW WATERS

Bank of the West has worked closely with Full Sail Brewing since 1994 and deepened our relationship in 1999 when Full Sail became employee-owned—realizing Irene Firmat and brewmaster husband Jamie Emmerson’s longstanding dream of the entire Full Sail team sharing the pride of ownership. Arranging the financing for an employee stock-ownership program can be a complex proposition, but Bank of the West helped Full Sail manage the transition smoothly and efficiently while providing the responsiveness and flexibility Full Sail seeks in a financial partner.

We continue to help Full Sail focus on efficiency as it navigates new waters. Our equipment financing enabled Full Sail to purchase a new masher, saving the company one million gallons of water each year. This not only helped Full Sail improve efficiency, it also supported the company’s commitment to the sustainable practices that have helped it become a recognized leader in responsible brewing.

ESTABLISHED
1987

REGION
NORTHWEST

CAME TO BANK OF THE WEST
1994

EMPLOYEE OWNERS
47
THE SPIRIT OF ENTREPRENEURSHIP

ANHING CORPORATION

Henry Ly came to America empty-handed after the communist takeover of Vietnam. But he brought with him a vision—to create a single service center for Asian grocery markets in North America. Despite his limited English, in 1980 Henry’s entrepreneurial spirit drove him to found Anhing Corporation, an Asian food importer and distributor serving retailers throughout the United States. Today, the family-owned company is an acknowledged leader in its market, and is the exclusive distributor of Eagle Brand medicated oil in North America. Putting the customer first is a pillar of Anhing’s culture. This has contributed to the company’s growth and success, as has solidifying relationships with more than 200 suppliers in 30 countries.

“WE’VE ENJOYED A VERY SPECIAL RELATIONSHIP WITH BANK OF THE WEST FOR ALMOST 20 YEARS. BEFORE WE PARTNERED WITH THEM, WE WORRIED A LOT MORE ABOUT OUR BANK. NOT ANYMORE.”

— Henry Ly, Founder, Anhing Corporation

PACIFIC RIM BANKING: A CULTURAL FIT

One reason that Henry Ly chose Bank of the West to be Anhing’s primary bank in 1995 was his desire to partner with a financial institution that spoke his language and understood his cultural background. The dedicated Pacific Rim banker who first worked with Henry forged a strong personal and cultural connection with him, solidifying Anhing’s relationship with Bank of the West.

In the years since, we’ve worked closely with him to help grow his business steadily. With his children now taking the lead in running the enterprise, Henry sees Anhing’s trusting relationship with Bank of the West as a strong foundation to keep the business moving forward. Whether by extending lines of credit or facilitating collections as an accounts payable partner, we’re here to keep seeing his vision through to reality.

Bilingual Relationship Managers

180+
AS A HEALTH CARE PROFESSIONAL, I FELT IT WAS NECESSARY TO BE PREPARED FOR RETIREMENT SHOULD MY OWN HEALTH COME INTO QUESTION. OVER THE PAST 30 YEARS, I’VE BUILT A STRONG RELATIONSHIP WITH BANK OF THE WEST AND VIEW THEM AS TRUSTED ADVISORS WHO HAVE ENSURED MY WIFE CAROL AND I ARE COMFORTABLE IN OUR RETIREMENT. ”

– Dr. Stephen Kann

WEALTH MANAGEMENT GROUP: TRANSPARENCY AND TRUST

In 1978, Dr. Kann began working with Bank of the West investment manager Don Silva to set his personal investments on a healthy path to growth. Don’s transparent and education-oriented approach—and his long-term strategy to steadily and conservatively grow Dr. Kann’s assets—earned Dr. Kann’s trust. Building a portfolio focused primarily on fixed income investments, our Wealth Management Group helped Dr. Kann address his financial goals while avoiding the high level of risk former brokers had exposed him to. Responding to Dr. Kann’s desire to build a financial plan that included his dental practice employees, Bank of the West also set up a profit-sharing plan for Dr. Kann and his three longtime assistants. Upon his retirement, part of the profit-sharing assets was distributed to his employees with the balance used to fund his IRA with Bank of the West.

Over the past 30 years, the relationship solidified between Dr. Kann and our Wealth Management Group team in Newport Beach and San Jose—one founded on communication and trust—has enabled Dr. Kann’s assets to flourish consistently over time, paving a comfortable path to retirement.

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STAND GROWTH
FOR THE LONG TERM

Following his graduation from Loyola Marymount University and Creighton University School of Dentistry, Dr. Stephen Kann served in the U.S. armed forces as an Army dentist. He went on to establish his dentistry practice 40 years ago, setting out to serve the Bakersfield, California community as a practitioner people could rely on. Pursuing his interest in investing, early in his career Dr. Kann experienced financial losses following the advice of several retail brokers. Looking ahead, he was committed to recouping those losses, preserving his capital and conservatively growing his portfolio over the long term. As an inquisitive, detail-oriented individual who avidly follows the markets, Dr. Kann sought an open and forthright adviser who could help him gain a solid understanding of the thought process and motivations behind each of his investments. Retiring in 2003, Dr. Kann maintains his interest in the markets while continuing his commitment to serving his community. Living in Newport Beach with his wife Carol, he is an active member in the Pastoral Care Department of Hoag Hospital and spends time helping terminally ill patients find solace.

“AS A HEALTH CARE PROFESSIONAL, I FELT IT WAS NECESSARY TO BE PREPARED FOR RETIREMENT SHOULD MY OWN HEALTH COME INTO QUESTION. OVER THE PAST 30 YEARS, I’VE BUILT A STRONG RELATIONSHIP WITH BANK OF THE WEST AND VIEW THEM AS TRUSTED ADVISORS WHO HAVE ENSURED MY WIFE CAROL AND I ARE COMFORTABLE IN OUR RETIREMENT.”

– Dr. Stephen Kann

Growth of Client Base in Private Client Services Since 2011

50%+
COMMUNITY AFFAIRS: INNOVATION IN PHILANTHROPY

At Bank of the West, we strive to improve the social and economic health of our local communities. Through our charitable investments, volunteerism, sponsorships and responsible approach to financial services, we help make our communities healthy and vibrant places to live and work. Since 2002 we have dedicated $79 billion in loans, investments and charitable contributions that are making a difference, especially within under-resourced neighborhoods.

For the third consecutive year, Bank of the West celebrated individuals and nonprofits that advance innovative solutions and demonstrate meaningful progress in our local communities through our Philanthropy Awards program. Black Girls CODE was the recipient of our 2012 Innovation in Philanthropy Award—recognized as an emerging nonprofit organization with a pioneering approach to improving the quality of life for individuals, addressing a critical societal issue and promoting long-term sustainable change.

BLACK GIRLS CODE

With the right guidance and encouragement, there’s no limit to the impact curious and creative minds can have on the world around them. Black Girls CODE is an organization with a mission to turn girls from under-represented communities into the next generation’s technology leaders and innovators. Founded in San Francisco in 2011, Black Girls CODE introduces African-American, Hispanic and Native-American girls from ages seven to 17 to basic computer programming and coding skills. Bank of the West is committed to helping Black Girls CODE bridge the digital divide—ensuring that women who reflect the diversity and promise of our communities can imagine, build and create a better world through technology.

“OUR PROGRAM TEACHES GIRLS OF COLOR IN-DEMAND SKILLS TO HELP THEM BECOME LEADERS AND INNOVATORS OF TECHNOLOGY—AND THEIR OWN FUTURES. BANK OF THE WEST IS PLAYING A MAJOR ROLE IN HELPING TO MAKE IT ALL HAPPEN.”

— Kimberly Bryant, Founder, Black Girls CODE

$79B

$79 Billion Invested in Our Communities
“2012 WAS A YEAR OF INNOVATION AND EXCITING BEGINNINGS. IN SEPTEMBER, WE CELEBRATED THE OPENING OF OUR FLAGSHIP WEALTH CENTER IN SAN FRANCISCO, FOLLOWED BY BEVERLY HILLS IN DECEMBER. TO LAY THE GROUNDWORK FOR MOBILE 2.0, OUR EXPANDED DIGITAL PLATFORM, WE FORMED A STRONG TEAM OF SENIOR TALENT AND DYNAMIC YOUNG INNOVATORS. IN OUR FIVE DE NOVO BRANCHES, OPENED IN 2012, WE COMBINED FRESH DESIGN ELEMENTS WITH NEW TECHNOLOGIES TO CREATE A MORE MODERN, PERSONAL INTERACTION BETWEEN OUR CUSTOMERS AND TEAM MEMBERS. LOOKING AHEAD, WE ARE WELL-POSITIONED FOR THE FUTURE AND BETTER EQUIPPED THAN EVER TO PROVIDE THE CALIBER OF SERVICE YOU HAVE COME TO EXPECT FROM US.”

— Maura Markus, President and Chief Operating Officer

“IN 2012, WE CONTINUED TO INVEST IN OUR INFRASTRUCTURE AND HAVE EXPANDED OUR COVERAGE TO SERVE MORE CLIENTS EVEN MORE EFFECTIVELY. WE REACHED A RECORD LEVEL OF NEW FINANCINGS, ACTIVITY THAT HELPS FUEL REAL ECONOMIC GROWTH IN THE U.S. WE HAVE ALSO MADE SIGNIFICANT PROGRESS WITH OUR PRODUCTS AND TECHNOLOGY. WE HELPED PEOPLE ACQUIRE THEIR DREAM HOUSE, CAR, BOAT OR RV, AND MODERNIZED OUR CASH MANAGEMENT PRODUCTS FOR OUR CORPORATE CUSTOMERS. OUR COMBINATION OF SPECIALIZED EXPERTISE, LOCAL TOUCH, WORLD CLASS PRODUCTS AND QUALITY SERVICE HELPED US TO ACHIEVE OUR TOP PRIORITY: DELIVERING FOR OUR CUSTOMERS.”

— Thibault Fulconis, Vice Chairman, Commercial Banking and Consumer Finance
LEADING TEAMWORK

SENIOR MANAGEMENT COMMITTEE

Lynne Anstadt  
Banking Services

Jamie Armistead  
Multi-Channel Banking

Wade Balliet  
Wealth Management Group

Chris Ball  
Deputy General Counsel

Dan Beck  
Controller

Mark Beecher  
National Finance Group

Lance Berg  
Corporate Communications

Ross Biatek  
Audit and Inspection

Sue Bulloch  
National Finance Group

Bob Dalrymple  
Regional Banking Group

Michelle Di Gangi  
Small and Medium Enterprise Division

Ted Dunn  
Commercial Banking Group

Eric Eisenberg  
Human Resources

Joe Ford  
Chief Security Officer

James Fujinaga  
Bancwest Investment Services

Kirsten Garen  
Chief Information Officer

Tani Girton  
Treasurer

Mark Glaisky  
Commercial Banking Group

Jill Gonzalez  
National Finance Group

Raj Gopal  
Risk Management

John Hyche  
Commercial Banking Group

Bruce Heyse  
National Finance Group

Arcinee Hovanesian-Hermiston  
Chief Credit Officer

Jim Kennedy  
Commercial Banking Group

Allen Kirschenbaum  
Commercial Banking Group

John Kreitsky  
Chief Compliance Officer

Stew Larsen  
National Finance Group

Maria Lazzarini  
Regional Banking Group

Richard Lewis  
National Finance Group

Carole Merchant  
National Finance Group

Dan Mikes  
Commercial Banking Group

Paul Nakae  
Corporate Real Estate

Jerry Newell  
Commercial Banking Group

Yu Kinori Nishio  
Pacific Rim Banking Division

Brad Rasmus  
Regional Banking Group

Martin Resch  
Commercial Banking Group

Lori Rivers  
National Finance Group

Michael Robinson  
Regional Banking Group

Alexandra Roddy  
Regional Banking Group

Dan Rosenbaum  
Corporate Development

George Saleh  
Banking Services

George Stanfield  
Regional Banking Group

Michael Sted  
Commercial Banking Group

Roger Sturdevant  
Commercial Banking Group

John Thomason  
Corporate Real Estate

Dan Wilson  
Commercial Banking Group

Gina Wolley  
Regional Banking Group

BOARD OF DIRECTORS

Bernard Brasseur  
Risk Manager (retired)

Bank of the West

Francois Dambrine  
Head of U.S. Retail Banking

BNP Paribas, Paris

Richard H. Daniel  
Vice Chair & CFO (retired)

Bankers Trust

Stefan Decraene  
Member of the Executive Committee and

Head of International Retail Banking

BNP Paribas, Paris

Walter A. Dods, Jr.  
Chairman (retired)

First Hawaiian Bank

Chairman, Alexander & Baldwin, Inc.

Trustee, Estate of S.M. Damon

Michael Drake, M.D.  
Chancellor

University of California, Irvine

Stuart A. Hall  
President & CEO (retired)

Liberty Northwest

Guido van Hauwermeiren  
Head of Coverage for International Strategic

Clients, Corporate and Investment Banking

BNP Paribas, New York

Maura Markus  
President & CEO

Bank of the West

Yves Martrenchar  
Head of Group Human Resources

BNP Paribas, Paris

Isao S. Matsuura  
Chairman (retired)

Samwe Bank California

Rodney R. Peck  
Senior Partner

Pillsbury Winthrop Shaw Pittman

Frank Roncey  
Global Head of Risk (Retail and

Corporate Risk Management Group

BNP Paribas, Paris

Michael Shepherd  
Chairman & CEO

BancWest Corporation and

Bank of the West

Tim Taylor  
President & CEO (retired)

Public Service Co. of Colorado

As of December 31, 2012
WORLDWIDE OFFICES
Headquartered in San Francisco, we also have representative offices in Chicago, New York, Taipei and Tokyo. Our sister bank, First Hawaiian Bank, is based in Honolulu.

RETAIL AND COMMERCIAL LOCATIONS
BRANCH LOCATIONS: OVER 600 IN 19 STATES  WEALTH MANAGEMENT CENTERS: 7  OFFICES: 75
COMMERCIAL AND CORPORATE BANKING OFFICES: 51  AGRIBUSINESS OFFICES: 12  REAL ESTATE INDUSTRIES OFFICES: 12

FINANCIAL HIGHLIGHTS
Detailed financial statements are available in print or online at: www.bankofthewest.com/about-us/our-company/annual-reports.html

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<th>2012</th>
<th>2011</th>
<th>2010</th>
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<tr>
<td>Net interest income</td>
<td>$1,900,472</td>
<td>$1,908,243</td>
<td>$1,763,045</td>
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<tr>
<td>Total noninterest income</td>
<td>605,113</td>
<td>514,660</td>
<td>358,682</td>
</tr>
<tr>
<td>Total noninterest expense</td>
<td>1,464,556</td>
<td>1,407,995</td>
<td>1,354,005</td>
</tr>
<tr>
<td>Net income</td>
<td>555,203</td>
<td>442,011</td>
<td>184,600</td>
</tr>
<tr>
<td>Return on average assets</td>
<td>0.88%</td>
<td>0.74%</td>
<td>0.31%</td>
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<tr>
<td>Total assets</td>
<td>63,343,359</td>
<td>62,406,304</td>
<td>57,652,826</td>
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<tr>
<td>Total loans and leases</td>
<td>45,252,632</td>
<td>43,671,903</td>
<td>43,115,160</td>
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<tr>
<td>Total deposits</td>
<td>47,107,437</td>
<td>43,995,196</td>
<td>39,547,224</td>
</tr>
<tr>
<td>Total risk-based capital ratio</td>
<td>15.95%</td>
<td>15.45%</td>
<td>14.59%</td>
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</tbody>
</table>

STRONG CREDIT RATINGS
Credit ratings* are a key measure of capital strength and financial stability. They are also recognition from rating agencies of a strong balance sheet and consistent financial performance.

<table>
<thead>
<tr>
<th>Agency</th>
<th>Rating</th>
<th>Agency</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Moody’s</td>
<td>A2</td>
<td>Standard &amp; Poor’s</td>
<td>A</td>
</tr>
<tr>
<td>Fitch</td>
<td>A+</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* long-term deposit ratings

STRONG CAPITAL POSITION
Bank of the West is one of the largest commercial banks in the United States. Not only do our capital ratios exceed regulatory requirements by a wide margin as shown below, but they are also among the highest in our peer group.

<table>
<thead>
<tr>
<th></th>
<th>Bank of the West (Q4)</th>
<th>Well-Capitalized Requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier 1 Leverage Ratio</td>
<td>12.46%</td>
<td>5.00%</td>
</tr>
<tr>
<td>Tier 1 Risk-Based Capital Ratio</td>
<td>14.69%</td>
<td>6.00%</td>
</tr>
<tr>
<td>Total Risk-Based Capital Ratio</td>
<td>15.95%</td>
<td>10.00%</td>
</tr>
</tbody>
</table>

As of December 31, 2012