## Hanmi Reports Strong Fourth Quarter and Full Year Results Driven by Loan Growth and Expanding Net Interest Income

## 2017 Fourth Quarter and Full Year Highlights:

- Fourth quarter net income of $\$ 11.5$ million, or $\$ 0.36$ per diluted share
- Income tax expense for the quarter and year reflects a charge of $\$ 3.9$ million, or $\$ 0.12$ per diluted share, from the re-measurement of deferred tax assets due to the change in the Federal corporate tax rate signed into law on December 22, 2017.
- Fourth quarter net interest income increased to $\$ 46.3$ million, up $3.2 \%$ from the prior quarter; Net interest income for the year was $\$ 176.8$ million, up $10.4 \%$.
- Fourth quarter net interest margin, on a taxable equivalent basis, was $3.79 \%$, unchanged from prior quarter and compares to $3.96 \%$ from a year ago
- Loans and leases receivable of $\$ 4.3$ billion, up $10.4 \%$ in the fourth quarter on an annualized basis driven by new loan and lease production of $\$ 262.4$ million; Loans and leases receivable up $12.0 \%$ year-overyear.
- Deposits of $\$ 4.3$ billion, up $4.8 \%$ in the fourth quarter on an annualized basis; Total deposits were up $14.1 \%$ year-over-year.
- Efficiency ratio for the fourth quarter and 2017 full year was $54.2 \%$ and $54.3 \%$, respectively.

LOS ANGELES - January 23, 2018 - Hanmi Financial Corporation (NASDAQ: HAFC, or "Hanmi"), the parent company of Hanmi Bank (the "Bank") today reported net income for the 2017 fourth quarter of $\$ 11.5$ million or $\$ 0.36$ per diluted share, compared with $\$ 14.9$ million, or $\$ 0.46$ per diluted share for the 2017 third quarter and $\$ 14.4$ million, or $\$ 0.45$ per diluted share for the 2016 fourth quarter.

For the 2017 year, net income was $\$ 54.7$ million, or $\$ 1.69$ per diluted share, compared with $\$ 56.5$ million, or $\$ 1.75$ per diluted share, for 2016.

On December 22, 2017, the Tax Cuts and Jobs Act (the "Tax Reform Act") was enacted into law. Beginning in 2018, the Tax Reform Act reduces the Federal tax rate for corporations from $35 \%$ to $21 \%$ and changes or limits certain tax deductions. As a result of the lower corporate tax rate, during the fourth quarter of 2017, Hanmi recorded a one-time revaluation adjustment of $\$ 3.9$ million to reduce its deferred tax assets, which increased income tax expense and reduced fourth quarter and full year earnings by approximately $\$ 0.12$ per diluted share.

Mr. C. G. Kum, President and Chief Executive Officer, said, "Hanmi’s excellent fourth quarter results concluded another year of safe and profitable growth for the Bank. I am pleased to report that the strong growth of the Loan and lease portfolio in 2017, continuing our trend of double-digit growth, was the primary driver of our top line revenue expansion. Our ability to sustain this growth trajectory in 2018 and beyond has strengthened with the fourth quarter opening of a de novo branch in the vibrant New York/New Jersey market. Importantly, the mix of our earning assets continue to improve as we ended 2017 with Commercial Real Estate loans constituting 71.2\% of the total loan portfolio as compared to $76.3 \%$ at year-end 2016."

Mr. Kum continued, "Cost effective deposit gathering was challenging in the Asian American market in 2017.

We, however, were able to increase deposits $14 \%$ and, at the same time, maintain a stable net interest margin in 2017. Finally, even after accounting for the additional income tax provision stemming from the revaluation of our deferred tax assets, Hanmi's 2017 net income represented an attractive full year return on average assets of $1.10 \%$."

## Quarterly Highlights

| (In thousands, except per share data) | As of or For the Three Months Ended |  |  |  |  |  |  |  |  |  | Amount Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec 31, 2017 |  | $\begin{gathered} \text { Sep 30, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Jun 30, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar 31, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Dec 31, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Q4-17 } \\ \text { vs. Q3-17 } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Q4-17 } \\ \text { vs. Q4-16 } \end{gathered}$ |  |
| Net income | \$ | 11,500 | \$ | 14,923 | \$ | 14,457 | \$ | 13,783 | \$ | 14,416 | \$ | $(3,423)$ | \$ | $(2,916)$ |
| Net income per diluted common share | \$ | 0.36 | \$ | 0.46 | \$ | 0.45 | \$ | 0.43 | \$ | 0.45 | \$ | (0.10) | \$ | (0.09) |
| Assets | \$ | 5,210,485 | \$ | 5,111,396 | \$ | 4,973,346 | \$ | 4,811,821 | \$ | 4,701,346 | \$ | 99,089 | \$ | 509,139 |
| Loans and leases receivable | \$ | 4,304,458 | \$ | 4,195,355 | \$ | 4,073,062 | \$ | 3,943,951 | \$ | 3,844,769 | \$ | 109,103 | \$ | 459,689 |
| Deposits | \$ | 4,348,654 | \$ | 4,299,010 | \$ | 4,259,173 | \$ | 4,083,165 | \$ | 3,809,737 | \$ | 49,644 | \$ | 538,917 |
| Return on average assets |  | 0.88\% |  | 1.18\% |  | 1.19\% |  | 1.18\% |  | 1.26\% |  | -0.29 |  | -0.38 |
| Return on average stockholders' equity |  | 8.12\% |  | 10.73\% |  | 10.65\% |  | 10.46\% |  | 10.84\% |  | -2.61 |  | -2.72 |
| Net interest margin ${ }^{(1)}$ |  | 3.79\% |  | 3.79\% |  | 3.81\% |  | 3.89\% |  | 3.96\% |  | 0.00 |  | -0.17 |
| Net interest margin excluding acquisition accounting ${ }^{(2)}$ |  | 3.76\% |  | 3.76\% |  | 3.76\% |  | 3.84\% |  | 3.86\% |  | 0.00 |  | -0.10 |
| Efficiency ratio ${ }^{(3)}$ |  | 54.16\% |  | 53.33\% |  | 54.74\% |  | 54.95\% |  | 51.77\% |  | 0.83 |  | 2.38 |
| Efficiency ratio excluding merger and integration costs |  | 54.16\% |  | 53.33\% |  | 54.75\% |  | 55.01\% |  | 51.15\% |  | 0.83 |  | 3.01 |
| Tangible common equity to tangible assets ${ }^{(2)}$ |  | 10.58\% |  | 10.72\% |  | 10.83\% |  | 10.98\% |  | 11.05\% |  | -0.14 |  | -0.47 |
| Tangible common equity per common share ${ }^{(2)}$ | \$ | 16.96 | \$ | 16.86 | \$ | 16.59 | \$ | 16.26 | \$ | 16.03 | \$ | 0.09 | \$ | 0.93 |

(1) Amounts calculated on a fully taxable equivalent basis using the statutory federal tax rate of $35 \%$.
(2) Refer to "Non-GAAP Financial Measures" for further details.
(3) Noninterest expense divided by net interest income plus noninterest income

## Results of Operations

Fourth quarter 2017 net interest income increased $3.2 \%$ to $\$ 46.3$ million from $\$ 44.9$ million in the third quarter reflecting the solid expansion of loans and leases receivables. Average loans and leases grew 3.3\% quarter-overquarter. On a year-over-year basis, fourth quarter net interest income was up $10.2 \%$ from $\$ 42.1$ million last year.

Net interest income of $\$ 176.8$ million for the full year in 2017 increased $10.4 \%$ compared with $\$ 160.2$ million for the full year in 2016. The year-over-year improvement in net interest income reflects the $18.0 \%$ growth in average loans and leases.

|  | For the Three Months Ended (in thousands) |  |  |  |  |  |  |  |  |  | Percentage Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | Dec 31,$2017$ |  | Sep 30, 2017 |  | Jun 30, 2017 |  | Mar 31, 2017 |  | Dec 31, 2016 |  | $\begin{gathered} \text { Q4-17 } \\ \text { vs. Q3-17 } \end{gathered}$ | $\begin{gathered} \text { Q4-17 } \\ \text { s. Q4-16 } \\ \hline \end{gathered}$ |
| Interest and fees on loans and leases ${ }^{(1)}$ | \$ | 52,176 | \$ | 50,265 | \$ | 47,971 | \$ | 45,378 | \$ | 43,780 | 3.8\% | 19.2\% |
| Interest on securities |  | 3,194 |  | 3,188 |  | 2,949 |  | 2,520 |  | 2,550 | 0.2\% | 25.3\% |
| Dividends on FHLB stock |  | 289 |  | 286 |  | 283 |  | 374 |  | 927 | 1.0\% | -68.8\% |
| Interest on deposits in other banks |  | 125 |  | 123 |  | 123 |  | 77 |  | 55 | 1.6\% | 127.3\% |
| Total interest and dividend income |  | 55,784 |  | 53,862 |  | 51,326 |  | 48,349 |  | 47,312 | 3.6\% | 17.9\% |
| Interest on deposits |  | 7,402 |  | 7,071 |  | 6,463 |  | 5,154 |  | 4,799 | 4.7\% | 54.2\% |
| Interest on borrowings |  | 363 |  | 198 |  | 49 |  | 468 |  | 207 | 83.3\% | 75.4\% |
| Interest on subordinated debentures |  | 1,676 |  | 1,667 |  | 1,636 |  | 373 |  | 241 | 0.5\% | 595.4\% |
| Total interest expense |  | 9,441 |  | 8,936 |  | 8,148 |  | 5,995 |  | 5,247 | 5.7\% | 79.9\% |
| Net interest income | \$ | 46,343 | \$ | 44,926 | \$ | 43,178 | \$ | 42,354 | \$ | 42,065 | 3.2\% | 10.2\% |

(1) Includes loans held for sale.

Net interest margin (on a taxable equivalent basis) for the fourth quarter of 2017 was $3.79 \%$, unchanged from the prior quarter as loan yields increased by 3 basis points and cost of deposits increased by 2 basis points. Compared
to the fourth quarter a year ago, net interest margin declined by 17 basis points, principally reflecting the subordinated debt issuance in the first quarter of 2017.

For the full year of 2017, net interest margin was $3.82 \%$ compared with $3.95 \%$ a year ago. Excluding acquisition accounting, the net interest margin was little-changed year-over-year at $3.78 \%$ and $3.79 \%$ respectively.
Average Earning Assets and Interest-bearing Liabilities
Loans and lease receivables ${ }^{(l)}$
Securities
FHLB stock
Interest-bearing deposits in other banks
$\quad$ Average interest-earning assets
Demand: interest-bearing
Money market and savings
Time deposits
$\quad$ Average interest-bearing deposits
Borrowings
Subordinated debentures
$\quad$ Average interest-bearing liabilities

| For the Three Months Ended (in thousands) |  |  |  |  |  |  |  |  |  | Percentage Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Dec 31, } \\ 2017 \end{gathered}$ | $\begin{gathered} \hline \text { Sep 30, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun 30, } \\ 2017 \\ \hline \end{gathered}$ |  | Mar 31,$2017$ |  | Dec 31,$2016$ |  | $\begin{gathered} \text { Q4-17 } \\ \text { v. Q3-17 } \end{gathered}$ | $\begin{gathered} \text { Q4-17 } \\ \text { s. } Q 4-16 \end{gathered}$ |
| \$ | 4,227,259 | \$ | 4,092,131 | \$ | 3,951,934 | \$ | 3,881,686 | \$ | 3,690,955 | 3.3\% | 14.5\% |
|  | 611,181 |  | 611,538 |  | 585,384 |  | 526,549 |  | 530,241 | -0.1\% | 15.3\% |
|  | 16,385 |  | 16,385 |  | 16,385 |  | 16,385 |  | 16,385 | 0.0\% | 0.0\% |
|  | 36,386 |  | 38,981 |  | 47,402 |  | 38,600 |  | 40,548 | -6.7\% | -10.3\% |
| \$ | 4,891,211 | \$ | 4,759,035 | \$ | 4,601,105 | \$ | 4,463,220 | \$ | 4,278,129 | 2.8\% | 14.3\% |
| \$ | 90,646 | \$ | 90,720 | \$ | 93,873 | \$ | 97,602 | \$ | 95,399 | -0.1\% | -5.0\% |
|  | 1,513,408 |  | 1,526,951 |  | 1,532,733 |  | 1,406,903 |  | 1,305,565 | -0.9\% | 15.9\% |
|  | 1,408,227 |  | 1,384,724 |  | 1,320,005 |  | 1,173,184 |  | 1,165,828 | 1.7\% | 20.8\% |
|  | 3,012,281 |  | 3,002,395 |  | 2,946,611 |  | 2,677,689 |  | 2,566,792 | 0.3\% | 17.4\% |
|  | 119,946 |  | 67,935 |  | 20,000 |  | 270,500 |  | 174,674 | 76.6\% | -31.3\% |
|  | 117,198 |  | 117,065 |  | 116,850 |  | 30,950 |  | 18,919 | 0.1\% | 519.5\% |
| \$ | 3,249,425 | \$ | 3,187,395 | \$ | 3,083,461 | \$ | 2,979,139 | \$ | 2,760,385 | 1.9\% | 17.7\% |

Average Yields and Rates
Loans and lease receivables ${ }^{(1)}$
Securities ${ }^{(2)}$
FHLB stock
Interest-bearing deposits in other banks
Interest-earning assets
Interest-bearing deposits
Borrowings
Subordinated debentures
Interest-bearing liabilities
Net interest margin (taxable equivalent basis)
(1) Includes loans held for sale.
${ }^{(2)}$ Amounts calculated on a fully taxable equivalent basis using the statutory federal tax rate of $35 \%$.
For the fourth quarter of 2017, Hanmi recorded a provision for loan losses of $\$ 0.2$ million compared with $\$ 0.3$ million for the preceding quarter.

For the full year of 2017, Hanmi recorded a provision for loan losses of $\$ 0.8$ million, compared with a negative loan loss provision of $\$ 4.3$ million for the full year of 2016.

Fourth quarter noninterest income decreased $12.9 \%$ to $\$ 7.7$ million from $\$ 8.8$ million for the third quarter of 2017 primarily due to a $\$ 0.9$ million decrease in disposition gains on PCI loans and a $\$ 0.5$ million decrease in gains on sales of SBA loans. Gains on sales of SBA loans were $\$ 2.1$ million for the fourth quarter 2017, down from $\$ 2.5$ million from the third quarter of 2017 as the volume of SBA loans sold decreased to $\$ 27.5$ million from $\$ 32.5$ million for the preceding quarter. Disposition gains on PCI loans were $\$ 0.1$ million for the fourth quarter of 2017, compared with $\$ 1.0$ million for the prior quarter. PCI loans from the 2014 acquisition were $\$ 7.7$ million at the
end of the fourth quarter of 2017 , down $11.0 \%$ from the prior quarter.
For the year ended 2017, noninterest income increased $\$ 0.3$ million, or $1.0 \%$, to $\$ 33.4$ million from $\$ 33.1$ million for the same period last year primarily due to a $\$ 2.7$ million increase in gains on sales of SBA loans and a $\$ 1.7$ million increase in gains on sales of securities, partially offset by a $\$ 3.2$ million reduction in disposition gains on PCI loans. Disposition gains on PCI loans were $\$ 1.8$ million for the year ended 2017, compared with $\$ 5.0$ million for the year ended 2016. Gains on sales of SBA loans were $\$ 8.7$ million for the year ended 2017, compared with $\$ 6.0$ million for the year ended 2016 as the volume of SBA loans sold increased to $\$ 112.0$ million from $\$ 84.9$ million for the same period last year.

Noninterest Income
Service charges on deposit accounts
Trade finance and other service charges and fees
Other operating income
Service charges, fees \& other

Gain on sale of SBA loans
Dis position gain on PCI loans
Net gain on sales of securities
Total noninterest income

| For the Three Months Ended (in thousands) |  |  |  |  |  |  |  |  |  | Percentage Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31, | $\begin{gathered} \hline \text { Sep 30, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { Jun 30, } \\ 2017 \end{gathered}$ |  | Mar 31, 2017 |  | Dec 31, 2016 |  | $\begin{gathered} \text { Q4-17 } \\ \text { s. Q3-17 } \end{gathered}$ | $\begin{gathered} \text { Q4-17 } \\ \text { s. } Q 4-16 \\ \hline \end{gathered}$ |
| \$ | 2,729 | \$ | 2,678 | \$ | 2,461 | \$ | 2,528 | \$ | 2,599 | 1.9\% | 5.0\% |
|  | 1,047 |  | 1,133 |  | 1,269 |  | 1,047 |  | 1,132 | -7.6\% | -7.5\% |
|  | 1,485 |  | 1,213 |  | 1,826 |  | 1,726 |  | 991 | 22.4\% | 49.8\% |
|  | 5,261 |  | 5,024 |  | 5,556 |  | 5,301 |  | 4,722 | 4.7\% | 11.4\% |
|  | 2,056 |  | 2,546 |  | 2,668 |  | 1,464 |  | 1,787 | -19.2\% | 15.1\% |
|  | 91 |  | 979 |  | 540 |  | 183 |  | 1,559 | -90.7\% | -94.2\% |
|  | 275 |  | 267 |  | 938 |  | 269 |  | - | 3.0\% | 0.0\% |
| \$ | 7,683 | \$ | 8,816 | \$ | 9,702 | \$ | 7,217 | \$ | 8,068 | -12.9\% | -4.8\% |

Noninterest expense for the fourth quarter increased $2.1 \%$ to $\$ 29.3$ million from $\$ 28.7$ million for the third quarter primarily due to a $\$ 0.3$ million increase in professional fees and a $\$ 0.3$ million increase in salaries and employee benefits expense. As a result of the increase in noninterest expense, as well as lower noninterest income, the efficiency ratio increased to $54.2 \%$ in the fourth quarter from $53.3 \%$ in the prior quarter.

For the year ended 2017, noninterest expense increased $\$ 5.9$ million, or $5.4 \%$, to $\$ 114.1$ million from $\$ 108.2$ million for the same period last year primarily due to increased salaries and employee benefits expense, higher data processing fees, and increased occupancy and equipment expense. As a result of the increase in noninterest expense, coupled with the improvements in revenue from the growth in earning assets, the efficiency ratio improved to $54.3 \%$ for the year ended 2017 from $56.0 \%$ for the year ended 2016.

|  | For the Three Months Ended (in thousands) |  |  |  |  |  |  |  |  |  | Percentage Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Dec 31, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun 30, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar 31, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { Q4-17 } \\ \text { ws. Q3-17 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q4-17 } \\ \text { s. Q4-16 } \\ \hline \end{gathered}$ |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |  |  |
| Salaries and benefits | \$ | 17,270 | \$ | 16,947 | \$ | 16,623 | \$ | 17,104 | \$ | 16,246 | 1.9\% | 6.3\% |
| Occupancy and equipment |  | 3,997 |  | 3,883 |  | 3,878 |  | 3,982 |  | 3,641 | 2.9\% | 9.8\% |
| Data processing |  | 1,812 |  | 1,779 |  | 1,738 |  | 1,631 |  | 1,455 | 1.9\% | 24.5\% |
| Professional fees |  | 1,552 |  | 1,210 |  | 1,554 |  | 1,148 |  | 1,311 | 28.3\% | 18.4\% |
| Supplies and communication |  | 778 |  | 755 |  | 745 |  | 635 |  | 683 | 3.0\% | 13.9\% |
| Advertising and promotion |  | 988 |  | 1,147 |  | 1,015 |  | 802 |  | 1,140 | -13.9\% | -13.3\% |
| Other operating expenses |  | 2,961 |  | 2,955 |  | 2,881 |  | 2,070 |  | 1,825 | 0.2\% | 62.2\% |
| subtotal |  | 29,358 |  | 28,676 |  | 28,434 |  | 27,372 |  | 26,301 | 2.4\% | 11.6\% |
| OREO expense (income) |  | (100) |  | (16) |  | 519 |  | (101) |  | (658) | 525.0\% | -84.8\% |
| Merger and integration costs |  | - |  | - |  | (9) |  | (31) |  | 312 | 0.0\% | -100.0\% |
| Total noninterest expense | \$ | 29,258 | \$ | 28,660 | \$ | 28,944 | \$ | $\underline{27,240}$ | \$ | 25,955 | 2.1\% | 12.7\% |

Hanmi recorded a provision for income taxes of $\$ 13.0$ million for the fourth quarter of 2017, representing an effective tax rate of $53.2 \%$, compared with $\$ 9.9$ million, representing an effective tax rate of $39.9 \%$, for the
preceding quarter. For the full year ended December 31, 2017 and 2016, Hanmi recorded a provision for income taxes of $\$ 40.6$ million and $\$ 32.9$ million, respectively, representing effective tax rates of $42.6 \%$ and $36.8 \%$, respectively. As noted previously, included in the provision for the quarter and year was the additional income tax expense of $\$ 3.9$ million resulting from a one-time revaluation adjustment to reduce Hanmi's deferred tax assets due to the change in the Federal corporate tax rate to $21 \%$ from $35 \%$. The effective tax rate, before the additional income tax expense, was $37.5 \%$ and $38.6 \%$ for the 2017 fourth quarter and year, respectively.

## Financial Position

Total assets were $\$ 5.21$ billion at December 31, 2017, a $2.0 \%$ increase from $\$ 5.11$ billion at September 30, 2017. The increase in total assets was primarily due to an increase in loans and leases receivable.

Loans and leases receivable, before the allowance for loan and lease losses, were $\$ 4.30$ billion at December 31, 2017 , up $2.6 \%$ from $\$ 4.20$ billion at September 30, 2017. The increase in loans and leases from the prior quarter reflects Hanmi's continued strong loan production. Loans held for sale, representing the guaranteed portion of SBA loans, were $\$ 6.4$ million at December 31, 2017 compared with $\$ 6.5$ million at the end of the 2017 third quarter.

Loans and leases receivable, before the allowance for loan and lease losses, increased $12.0 \%$ from $\$ 3.84$ billion for the fourth quarter last year, primarily due to strong loan production over the last twelve months, as well as last year's fourth quarter acquisition and commencement of the Commercial Equipment Leasing division.
Loan and Lease Portfolio
Commercial real estate loans
Residential real estate loans
Commercial and industrial loans
Lease receivable
Consumer loans
Loans and leases receivable
Loans held for sale
$\quad$ Total loans
Acquired Loans ${ }^{(1)}$
PCI loans, net of discounts
Non-PCI loans, net of discounts
Total acquired loans
(l) Includes UCB acquired only.

| As of (in thousands) |  |  |  |  |  |  |  |  |  | Percentage Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Dec 31, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2017 \end{gathered}$ | $\begin{gathered} \text { Jun 30, } \\ 2017 \end{gathered}$ |  | Mar 31,$2017$ |  | Dec 31,$2016$ |  | $\begin{gathered} \text { Q4-17 } \\ \text { w. Q3-17 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q4-17 } \\ \text { v. Q4-16 } \\ \hline \end{gathered}$ |
| \$ | 3,069,063 | \$ | 3,108,931 | \$ | 3,068,069 | \$ | 2,991,123 | \$ | 2,939,608 | -1.3\% | 4.4\% |
|  | 521,852 |  | 430,627 |  | 384,044 |  | 359,152 |  | 338,767 | 21.2\% | 54.0\% |
|  | 399,197 |  | 364,456 |  | 346,150 |  | 316,284 |  | 300,220 | 9.5\% | 33.0\% |
|  | 297,286 |  | 272,271 |  | 257,525 |  | 259,591 |  | 243,294 | 9.2\% | 22.2\% |
|  | 17,060 |  | 19,070 |  | 17,274 |  | 17,801 |  | 22,880 | -10.5\% | -25.4\% |
|  | 4,304,458 |  | 4,195,355 |  | 4,073,062 |  | 3,943,951 |  | 3,844,769 | 2.6\% | 12.0\% |
|  | 6,394 |  | 6,469 |  | 10,949 |  | 8,849 |  | 9,316 | -1.2\% | -31.4\% |
| \$ | 4,310,852 | \$ | 4,201,824 | \$ | 4,084,011 | \$ | 3,952,800 | \$ | 3,854,085 | 2.6\% | 11.9\% |
| \$ | 7,748 | \$ | 8,704 | \$ | 8,784 | \$ | 8,960 | \$ | 9,863 | -11.0\% | -21.4\% |
|  | 83,456 |  | 91,013 |  | 96,600 |  | 101,062 |  | 104,733 | -8.3\% | -20.3\% |
| \$ | 91,204 | \$ | 99,717 | \$ | 105,384 | \$ | 110,022 | \$ | 114,596 | -8.5\% | -20.4\% |

New loan production for the 2017 fourth quarter was $\$ 262.4$ million while payoffs and amortization was $\$ 222.2$ million compared with $\$ 220.4$ million and $\$ 145.4$ million for the third quarter of 2017 . Fourth quarter 2017 new loan production was comprised of $\$ 117.0$ million of commercial real estate loans, $\$ 47.7$ million of commercial and industrial loans, $\$ 43.5$ million of SBA loans, $\$ 52.4$ million of commercial leases and $\$ 1.8$ million of consumer loans. Loan purchases for the 2017 fourth quarter were $\$ 105.0$ million, compared with $\$ 88.2$ million in the third quarter of 2017. For the fourth quarter of 2017, commercial real estate loans as a percentage of total loans and leases decreased to $71.3 \%$ compared with $76.5 \%$ for the same period last year.

Deposits increased to $\$ 4.35$ billion at the end of the 2017 fourth quarter from $\$ 4.30$ billion at the end of the preceding quarter. Time deposits and noninterest-bearing demand deposits led this growth. The loans to deposits
ratio at December 31, 2017 increased to $99.0 \%$ from 97.6\% at September 30, 2017.
Deposits increased $14.1 \%$ from $\$ 3.81$ billion in the fourth quarter last year, primarily due to the strength of Hanmi's retail branch network as time deposits increased $20.0 \%$ and money market and savings deposits increased $14.9 \%$ from a year ago.

## Deposit Portfolio <br> Demand: noninterest-bearing <br> Demand: interest-bearing <br> Money market and savings <br> Time deposits of $\$ 250,000$ or less <br> Time deposits of more than $\$ 250,000$ <br> Total deposits

| As of (in thousands) |  |  |  |  |  |  |  |  |  | Percentage Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Dec 31, } \\ 2017 \end{gathered}$ | $\begin{gathered} \text { Sep 30, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { Jun 30, } \\ 2017 \end{gathered}$ |  | Mar 31, 2017 |  | Dec 31, 2016 |  | $\begin{gathered} \text { Q4-17 } \\ \text { is. Q3-17 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q4-17 } \\ \text { is. Q4-16 } \\ \hline \end{gathered}$ |
| \$ | 1,312,274 | \$ | 1,293,538 | \$ | 1,260,929 | \$ | 1,241,272 | \$ | 1,203,240 | 1.4\% | 9.1\% |
|  | 92,948 |  | 90,734 |  | 93,390 |  | 99,433 |  | 96,856 | 2.4\% | -4.0\% |
|  | 1,527,100 |  | 1,534,457 |  | 1,528,127 |  | 1,534,578 |  | 1,329,324 | -0.5\% | 14.9\% |
|  | 954,104 |  | 949,826 |  | 916,197 |  | 731,445 |  | 734,383 | 0.5\% | 29.9\% |
|  | 462,228 |  | 430,455 |  | 460,530 |  | 476,437 |  | 445,934 | 7.4\% | 3.7\% |
| \$ | 4,348,654 | \$ | 4,299,010 | \$ | 4,259,173 | \$ | 4,083,165 | \$ | 3,809,737 | 1.2\% | 14.1\% |

At December 31, 2017, stockholders' equity was $\$ 562.5$ million, compared with $\$ 559.2$ million at September 30, 2017. Tangible common stockholders' equity was $\$ 549.9$ million, or $10.58 \%$ of tangible assets, compared with $\$ 546.6$ million, or $10.72 \%$ of tangible assets at September 30, 2017. Tangible book value per share was $\$ 16.96$, compared to $\$ 16.86$ in the third quarter.

Hanmi continues to be well capitalized, with a preliminary Tier 1 risk-based capital ratio of $12.41 \%$ and a Total risk-based capital ratio of $15.32 \%$ at December 31, 2017, versus $12.56 \%$ and $15.58 \%$, respectively, at September 30, 2017.

|  | As of |  |  |  |  | Amount Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec 31, 2017 | Sep 30, 2017 | Jun 30, 2017 | Mar 31, 2017 | Dec 31, 2016 | $\begin{gathered} \text { Q4-17 } \\ \text { s. Q3-17 } \end{gathered}$ | $\begin{array}{r} \text { Q4-17 } \\ \text { v. Q4-16 } \\ \hline \end{array}$ |
| Regulatory Capital ratios ${ }^{(1)}$ |  |  |  |  |  |  |  |
| Hanmi Financial |  |  |  |  |  |  |  |
| Total risk-based capital | 15.32\% | 15.58\% | 15.69\% | 16.16\% | 13.86\% | -0.26 | 1.46 |
| Tier 1 risk-based capital | 12.41\% | 12.56\% | 12.58\% | 12.93\% | 13.02\% | -0.15 | -0.61 |
| Common equity tier 1 capital | 12.05\% | 12.20\% | 12.22\% | 12.56\% | 12.73\% | -0.15 | -0.68 |
| Tier 1 leverage capital ratio | 10.79\% | 10.92\% | 11.08\% | 11.21\% | 11.53\% | -0.13 | -0.74 |
| Hanmi Bank |  |  |  |  |  |  |  |
| Total risk-based capital | 15.16\% | 15.32\% | 15.44\% | 15.91\% | 13.64\% | -0.16 | 1.52 |
| Tier 1 risk-based capital | 14.44\% | 14.55\% | 14.62\% | 15.07\% | 12.80\% | -0.11 | 1.64 |
| Common equity tier 1 capital | 14.44\% | 14.55\% | 14.62\% | 15.07\% | 12.80\% | -0.11 | 1.64 |
| Tier 1 leverage capital ratio | 12.56\% | 12.66\% | 12.89\% | 13.08\% | 11.33\% | -0.10 | 1.23 |

During the quarter, Hanmi declared a cash dividend on its common stock for the 2017 fourth quarter of $\$ 0.21$ per common share, in line from the prior quarter. The dividend was paid on November 20, 2017, to stockholders of record as of the close of business on October 30, 2017.

## Asset Quality

Nonperforming loans, excluding PCI loans, were $\$ 15.8$ million at the end of the fourth quarter of 2017 , or $0.37 \%$ of loans, compared with $\$ 14.6$ million at the end of the third quarter of 2017 , or $0.35 \%$ of loans. Loans past due 30 to 89 days and still accruing was $0.20 \%$ of loans at the end of the fourth quarter of 2017, compared with $0.12 \%$ of loans at the end of the third quarter.

OREO was $\$ 1.9$ million at the end of the fourth quarter of 2017, unchanged from the prior quarter. Nonperforming assets were $\$ 17.8$ million at the end of the fourth quarter of 2017 , or $0.34 \%$ of assets, compared with $0.32 \%$ of assets at the end of the prior quarter.

Gross charge-offs for the fourth quarter of 2017 were $\$ 2.6$ million compared with $\$ 2.4$ million for the preceding quarter. Gross-charge-offs included a $\$ 1.3$ million charge-off of a fully-reserved SBA loan originated in 2012. Recoveries of previously charged-off loans for the fourth quarter of 2017 were $\$ 973,000$ compared with $\$ 871,000$ for the preceding quarter. As a result, there were net charge-offs of $\$ 1.7$ million for the fourth quarter of 2017, or $0.16 \%$ of average loans and leases, compared to net charge-offs of $\$ 1.5$ million, or $0.15 \%$, for the preceding quarter.

The allowance for loan and lease losses was $\$ 31.0$ million as of December 31, 2017, generating an allowance to receivable ratio of $0.72 \%$ compared with $0.77 \%$ as of September 30, 2017.

|  | As of or for the Three Months Ended (in thousands) |  |  |  |  |  |  |  |  |  | Amount Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Dec 31, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep30, } \\ 2017 \\ \hline \end{gathered}$ |  | Jun 30, 2017 |  | Mar 31, 2017 |  | Dec 31, 2016 |  | $\begin{gathered} \text { Q4-17 } \\ \text { v. Q3-17 } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Q4-17 } \\ \text { v. Q4-16 } \\ \hline \end{gathered}$ |  |
| Asset Quality |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonaccrual loans | \$ | 15,805 | \$ | 14,558 | \$ | 16,464 | \$ | 12,774 | \$ | 11,406 | \$ | 1,247 | \$ | 4,399 |
| Loans 90 days or more past due and still accruing |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Nonperforming loans |  | 15,805 |  | 14,558 |  | 16,464 |  | 12,774 |  | 11,406 |  | 1,247 |  | 4,399 |
| OREO, net |  | 1,946 |  | 1,946 |  | 4,321 |  | 4,636 |  | 7,484 |  | - |  | $(5,538)$ |
| Nonperforming assets | \$ | 17,751 | \$ | 16,504 | \$ | 20,785 | \$ | 17,410 | \$ | 18,890 | \$ | 1,247 | \$ | $\stackrel{(1,139)}{ }$ |
| Delinquent loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans, 30 to 89 days past due and still accruing | \$ | 8,498 | \$ | 4,993 | \$ | 9,431 | \$ | 6,273 | \$ | 5,718 | \$ | 3,505 | \$ | 2,780 |
| Delinquent loans to loans |  | 0.20\% |  | 0.12\% |  | 0.23\% |  | 0.16\% |  | 0.15\% |  | 0.08 |  | 0.05 |
| Allowance for loan and lease losses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | \$ | 32,492 | \$ | 33,758 | \$ | 33,152 | \$ | 32,429 | \$ | 38,972 |  |  |  |  |
| Loan and lease loss provision (income) |  | 220 |  | 269 |  | 422 |  | (80) |  | 151 |  |  |  |  |
| Net loan charge-offs (recoveries) |  | 1,669 |  | 1,535 |  | (184) |  | (803) |  | 6,694 |  |  |  |  |
| Balance at end of period | \$ | 31,043 | \$ | 32,492 | \$ | 33,758 | \$ | 33,152 | \$ | 32,429 |  |  |  |  |
| Asset quality ratios: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans to loans ${ }^{(1)}$ |  | 0.37\% |  | 0.35\% |  | 0.41\% |  | 0.32\% |  | 0.30\% |  |  |  |  |
| Nonperforming assets to assets ${ }^{(1)}$ |  | 0.34\% |  | 0.32\% |  | 0.42\% |  | 0.36\% |  | 0.40\% |  |  |  |  |
| Net loan charge-offs (recoveries) to average loans ${ }^{(3)}$ |  | 0.16\% |  | 0.15\% |  | -0.02\% |  | -0.08\% |  | 0.73\% |  |  |  |  |
| Allowance for loan losses to loans |  | 0.72\% |  | 0.77\% |  | 0.83\% |  | 0.84\% |  | 0.84\% |  |  |  |  |
| Allowance for loan losses to nonperforming loans ${ }^{(1)(2)}$ |  | 194.39\% |  | 217.74\% |  | 200.67\% |  | 252.54\% |  | 275.80\% |  |  |  |  |
| Allowance for off-balance sheet items: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | \$ | 915 | \$ | 1,135 | \$ | 1,184 | \$ | 1,184 | \$ | 1,491 |  |  |  |  |
| Provision (income) for off-balance sheet items |  | 381 |  | (220) |  | (49) |  | - |  | (307) |  |  |  |  |
| Balance at end of period | \$ | 1,296 | \$ | 915 | \$ | 1,135 | \$ | 1,184 | \$ | 1,184 |  |  |  |  |

(1) Excludes PCI loans
(2) Excludes allowance for loan losses allocated to PCI loans
(3) Annualized

## Conference Call

Management will host a conference call today, January 23, 2018 at 2:00 p.m. PT (5:00 p.m. ET) to discuss these results. This call will also be broadcast live via the internet. Investment professionals and all current and prospective stockholders are invited to access the live call by dialing 1-877-407-9039 before $2: 00$ p.m. PT, using
access code HANMI. To listen to the call online, either live or archived, visit the Investor Relations page of Hanmi's website at www.hanmi.com.

## About Hanmi Financial Corporation

Headquartered in Los Angeles, California, Hanmi Financial Corporation owns Hanmi Bank, which serves multiethnic communities through its network of 40 full-service branches and 8 loan production offices in California, Texas, Illinois, Virginia, New Jersey, New York, Colorado, Washington and Georgia. Hanmi Bank specializes in real estate, commercial, SBA and trade finance lending to small and middle market businesses. Additional information is available at www.hanmi.com.

## Forward-Looking Statements

This press release contains forward-looking statements, which are included in accordance with the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. In some cases, you can identify forwardlooking statements by terminology such as "may," "will," "should," "could," "expects," "plans," "intends," "anticipates," "believes," "estimates," "predicts," "potential," or "continue," or the negative of such terms and other comparable terminology. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance or achievements. All statements other than statements of historical fact are "forward-looking statements" for purposes of federal and state securities laws, including, but not limited to, statements about anticipated future operating and financial performance, financial position and liquidity, business strategies, regulatory and competitive outlook, investment and expenditure plans, capital and financing needs and availability, plans and objectives of management for future operations, developments regarding our capital plans, strategic alternatives for a possible business combination, merger or sale transaction, and other similar forecasts and statements of expectation and statements of assumption underlying any of the foregoing. These statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, levels of activity, performance or achievements to differ from those expressed or implied by the forward-looking statement. These factors include the following: failure to maintain adequate levels of capital and liquidity to support our operations; the effect of potential future supervisory action against us or Hanmi Bank; general economic and business conditions internationally, nationally and in those areas in which we operate; volatility and deterioration in the credit and equity markets; changes in consumer spending, borrowing and savings habits; availability of capital from private and government sources; demographic changes; competition for loans and deposits and failure to attract or retain loans and deposits; fluctuations in interest rates and a decline in the level of our interest rate spread; risks of natural disasters related to our real estate portfolio; risks associated with Small Business Administration loans; failure to attract or retain key employees; changes in governmental regulation, including, but not limited to, any increase in FDIC insurance premiums; ability of Hanmi Bank to make distributions to Hanmi Financial Corporation, which is restricted by certain factors, including Hanmi Bank's retained earnings, net income, prior distributions made, and certain other financial tests; ability to identify a suitable strategic partner or to consummate a strategic transaction; adequacy of our allowance for loan and lease losses; credit quality and the effect of credit quality on our provision for loan and lease losses and allowance for loan and lease losses; changes in the financial performance and/or condition of our borrowers and the ability of our borrowers to perform under the terms of their loans and other terms of credit agreements; our ability to control expenses; and changes in securities markets. In addition, we set forth certain risks in our reports filed with the U.S. Securities and Exchange Commission, including, Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2016, our Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K that we will file hereafter, which could cause actual results to differ from those projected. We undertake no obligation to update such forward-looking statements except as required by law.

## Investor Contacts:

Romolo (Ron) Santarosa
Senior Executive Vice President \& Chief Financial Officer

213-427-5636
Richard Pimentel
Senior Vice President \& Corporate Finance Officer
213-427-3191
Lasse Glassen
Investor Relations
Addo Investor Relations
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## Hanmi Financial Corporation and Subsidiaries

## Consolidated Balance Sheets (Unaudited)

(In thousands)

|  | $\begin{gathered} \text { December 31, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2017 \\ \hline \end{gathered}$ |  | Percentage Change | $\begin{gathered} \text { December 31, } \\ 2016 \end{gathered}$ |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |  |
| Cash and due frombanks | \$ | 153,826 | \$ | 138,139 | 11.4\% | \$ | 147,235 | 4.5\% |
| Securities available for sale, at fair value |  | 578,804 |  | 598,440 | -3.3\% |  | 516,964 | 12.0\% |
| Loans held for sale, at the lower of cost or fair value |  | 6,394 |  | 6,469 | -1.2\% |  | 9,316 | -31.4\% |
| Loans and leases receivable, net of allowance for loan and lease losses |  | 4,273,415 |  | 4,162,863 | 2.7\% |  | 3,812,340 | 12.1\% |
| Accrued interest receivable |  | 12,770 |  | 12,098 | 5.6\% |  | 10,987 | 16.2\% |
| Customers' liability on acceptances |  | 803 |  | 647 | 24.1\% |  | 978 | -17.9\% |
| Servicing assets |  | 10,218 |  | 10,428 | -2.0\% |  | 10,564 | -3.3\% |
| Premises and equipment, net |  | 26,655 |  | 26,648 | 0.0\% |  | 28,698 | -7.1\% |
| Goodwill and other intangible assets, net |  | 12,544 |  | 12,628 | -0.7\% |  | 12,889 | -2.7\% |
| Federal Home Loan Bank ("FHLB") stock, at cost |  | 16,385 |  | 16,385 | 0.0\% |  | 16,385 | 0.0\% |
| Other real estate owned ("OREO"), net |  | 1,946 |  | 1,946 | 0.0\% |  | 7,484 | -74.0\% |
| Income tax asset |  | 38,279 |  | 46,210 | -17.2\% |  | 48,047 | -20.3\% |
| Bank-owned life insurance |  | 50,554 |  | 50,268 | 0.6\% |  | 49,440 | 2.3\% |
| Prepaid expenses and other assets |  | 27,892 |  | 28,227 | -1.2\% |  | 30,019 | -7.1\% |
| Total assets | \$ | 5,210,485 | \$ | 5,111,396 | 1.9\% | \$ | 4,701,346 | 10.8\% |
| Liabilities and Stockholders' Equity |  |  |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |
| Noninterest-bearing | \$ | 1,312,274 | \$ | 1,293,538 | 1.4\% | \$ | 1,203,240 | 9.1\% |
| Interest-bearing |  | 3,036,380 |  | 3,005,472 | 1.0\% |  | 2,606,497 | 16.5\% |
| Total deposits |  | 4,348,654 |  | 4,299,010 | 1.2\% |  | 3,809,737 | 14.1\% |
| Accrued interest payable |  | 5,309 |  | 4,071 | 30.4\% |  | 2,567 | 106.8\% |
| Bank's liability on acceptances |  | 803 |  | 657 | 22.2\% |  | 978 | -17.9\% |
| Borrowings |  | 150,000 |  | 110,000 | 36.4\% |  | 315,000 | -52.4\% |
| Subordinated debentures |  | 117,270 |  | 117,140 | 0.1\% |  | 18,978 | 517.9\% |
| Accrued expenses and other liabilities |  | 25,972 |  | 21,271 | 22.1\% |  | 23,061 | 12.6\% |
| Total liabilities |  | 4,648,008 |  | 4,552,149 | 2.1\% |  | 4,170,321 | 11.5\% |
| Stockholders' equity: |  |  |  |  |  |  |  |  |
| Common stock |  | 33 |  | 33 | 0.0\% |  | 33 | 0.0\% |
| Additional paid-in capital |  | 565,627 |  | 564,787 | 0.1\% |  | 562,446 | 0.6\% |
| Accumulated other comprehensive income (loss) |  | $(1,869)$ |  | 290 | -744.5\% |  | $(2,394)$ | -21.9\% |
| Retained earnings |  | 70,575 |  | 65,858 | 7.2\% |  | 41,726 | 69.1\% |
| Less treasury stock |  | $(71,889)$ |  | $(71,721)$ | 0.2\% |  | $(70,786)$ | 1.6\% |
| Total stockholders' equity |  | 562,477 |  | 559,247 | 0.6\% |  | 531,025 | 5.9\% |
| Total liabilities and stockholders' equity | \$ | 5,210,485 | \$ | 5,111,396 | 1.9\% | \$ | 4,701,346 | 10.8\% |

## Hanmi Financial Corporation and Subsidiaries <br> Consolidated Statements of Income (Unaudited) <br> (In thousands, except share and per share data)

Interest and dividend income:
Interest and fees on loans and leases
Interest on securities
Dividends on FHLB stock
Interest on deposits in other banks
Total interest and dividend income
Interest expense:
Interest on deposits
Interest on FHLB borrowings
Interest on subordinated debentures
Total interest expense
Net interest income before provision for loan and lease losses
Loan and lease loss provision
Net interest income after provision for loan and lease losses
Noninterest income:
Service charges on deposit accounts
Trade finance and other service charges and fees
Gain on sale of Small Business Administration ("SBA") loans
Disposition gains on Purchased Credit Impaired ("PCI") loans
Net gain on sales of securities
Other operating income

## Total noninterest income

Noninterest expense:
Salaries and employee benefits
Occupancy and equipment
Data processing
Professional fees
Supplies and communications
Advertising and promotion
OREO (income)
Other operating expenses
Merger and integration costs
Total noninterest expense
Income before provision for income taxes
Income tax expense

## Net income

Basic earnings per share:
Diluted earnings per share:
Weighted-average shares outstanding:
Basic
Diluted
Common shares outstanding

| $\begin{gathered} \text { December 31, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2017 \\ \hline \end{gathered}$ |  | Months Ended <br> Change | $\begin{gathered} \hline \text { December 31, } \\ 2016 \\ \hline \end{gathered}$ |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 52,176 | \$ | 50,265 | 3.8\% | \$ | 43,780 | 19.2\% |
|  | 3,194 |  | 3,188 | 0.2\% |  | 2,550 | 25.3\% |
|  | 289 |  | 286 | 1.0\% |  | 927 | -68.8\% |
|  | 125 |  | 123 | 1.6\% |  | 55 | 127.3\% |
|  | 55,784 |  | 53,862 | 3.6\% |  | 47,312 | 17.9\% |
|  | 7,402 |  | 7,071 | 4.7\% |  | 4,799 | 54.2\% |
|  | 363 |  | 198 | 83.3\% |  | 207 | 75.4\% |
|  | 1,676 |  | 1,667 | 0.5\% |  | 241 | 595.4\% |
|  | 9,441 |  | 8,936 | 5.7\% |  | 5,247 | 79.9\% |
|  | 46,343 |  | 44,926 | 3.2\% |  | 42,065 | 10.2\% |
|  | 220 |  | 269 | -18.2\% |  | 151 | 45.7\% |
|  | 46,123 |  | 44,657 | 3.3\% |  | 41,914 | 10.0\% |
|  | 2,729 |  | 2,678 | 1.9\% |  | 2,599 | 5.0\% |
|  | 1,047 |  | 1,133 | -7.6\% |  | 1,132 | -7.5\% |
|  | 2,056 |  | 2,546 | -19.2\% |  | 1,787 | 15.1\% |
|  | 91 |  | 979 | -90.7\% |  | 1,559 | -94.2\% |
|  | 275 |  | 267 | 3.0\% |  | - |  |
|  | 1,485 |  | 1,213 | 22.4\% |  | 991 | 49.8\% |
|  | 7,683 |  | 8,816 | -12.9\% |  | 8,068 | -4.8\% |
|  | 17,270 |  | 16,947 | 1.9\% |  | 16,246 | 6.3\% |
|  | 3,997 |  | 3,883 | 2.9\% |  | 3,641 | 9.8\% |
|  | 1,812 |  | 1,779 | 1.9\% |  | 1,455 | 24.5\% |
|  | 1,552 |  | 1,210 | 28.3\% |  | 1,311 | 18.4\% |
|  | 778 |  | 755 | 3.0\% |  | 683 | 13.9\% |
|  | 988 |  | 1,147 | -13.9\% |  | 1,140 | -13.3\% |
|  | (100) |  | (16) | 525.0\% |  | (658) | -84.8\% |
|  | 2,961 |  | 2,955 | 0.2\% |  | 1,825 | 62.2\% |
|  | - |  | - | - |  | 312 | -100.0\% |
|  | 29,258 |  | 28,660 | 2.1\% |  | 25,955 | 12.7\% |
|  | 24,548 |  | 24,813 | -1.1\% |  | 24,027 | 2.2\% |
|  | 13,048 |  | 9,890 | 31.9\% |  | 9,611 | 35.8\% |
| \$ | 11,500 | \$ | 14,923 | -22.9\% | \$ | 14,416 | -20.2\% |
| \$ | 0.36 | \$ | 0.46 |  | \$ | 0.45 |  |
| \$ | 0.36 | \$ | 0.46 |  | \$ | 0.45 |  |
|  | 32,109,792 |  | 32,095,286 |  |  | 31,956,822 |  |
|  | 32,299,838 |  | 32,255,814 |  |  | 32,149,625 |  |
|  | 32,431,630 |  | 32,413,082 |  |  | 32,330,747 |  |

## Hanmi Financial Corporation and Subsidiaries

Consolidated Statements of Income (Unaudited)
(In thousands, except share and per share data)

|  | Twelve Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { December 31, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2016 \end{gathered}$ |  | Percentage Change |
| Interest and dividend income: |  |  |  |  |  |
| Interest and fees on loans and leases | \$ | 195,790 | \$ | 164,642 | 18.9\% |
| Interest on securities |  | 11,850 |  | 11,154 | 6.2\% |
| Dividends on FRB and FHLB stock |  | 1,232 |  | 2,467 | -50.1\% |
| Interest on deposits in other banks |  | 449 |  | 208 | 115.9\% |
| Total interest and dividend income |  | 209,321 |  | 178,471 | 17.3\% |
| Interest expense: |  |  |  |  |  |
| Interest on deposits |  | 26,089 |  | 16,570 | 57.4\% |
| Interest on FHLB borrowings |  | 1,077 |  | 879 | 22.5\% |
| Interest on subordinated debentures |  | 5,353 |  | 825 | 548.8\% |
| Total interest expense |  | 32,519 |  | 18,274 | 78.0\% |
| Net interest income before provision for loan and lease losses |  | 176,802 |  | 160,197 | 10.4\% |
| Loan and lease loss provision (income) |  | 831 |  | $(4,339)$ | -119.2\% |
| Net interest income after provision for loan losses |  | 175,971 |  | 164,536 | 6.9\% |
| Noninterest income: |  |  |  |  |  |
| Service charges on deposit accounts |  | 10,396 |  | 11,380 | -8.6\% |
| Trade finance and other service charges and fees |  | 4,495 |  | 4,232 | 6.2\% |
| Gain on sale of Small Business Administration ("SBA") loans |  | 8,734 |  | 6,034 | 44.7\% |
| Net gain on sales of securities |  | 1,748 |  | 46 | 3700.0\% |
| Disposition gains on Purchased Credit Impaired ("PCI") loans |  | 1,792 |  | 4,970 | -63.9\% |
| Other operating income |  | 6,250 |  | 6,413 | -2.5\% |
| Total noninterest income |  | 33,415 |  | 33,075 | 1.0\% |
| Noninterest expense: |  |  |  |  |  |
| Salaries and employee benefits |  | 67,944 |  | 63,956 | 6.2\% |
| Occupancy and equipment |  | 15,740 |  | 14,992 | 5.0\% |
| Data processing |  | 6,960 |  | 5,674 | 22.7\% |
| Professional fees |  | 5,464 |  | 5,374 | 1.7\% |
| Supplies and communications |  | 2,912 |  | 2,949 | -1.3\% |
| Advertising and promotion |  | 3,952 |  | 3,910 | 1.1\% |
| OREO expense |  | 302 |  | 63 | 379.4\% |
| Other operating expenses |  | 10,868 |  | 10,993 | -1.1\% |
| Merger and integration costs (income) |  | (40) |  | 312 | -112.8\% |
| Total noninterest expense |  | 114,102 |  | 108,223 | 5.4\% |
| Income before provision for income taxes |  | 95,284 |  | 89,388 | 6.6\% |
| Income tax expense |  | 40,624 |  | 32,899 | 23.5\% |
| Net income | \$ | 54,660 | \$ | 56,489 | -3.2\% |
| Basic earnings per share: | \$ | 1.70 | \$ | 1.76 |  |
| Diluted earnings per share: | \$ | 1.69 | \$ | 1.75 |  |
| Weighted-average shares outstanding: |  |  |  |  |  |
| Basic |  | ,071,585 |  | 31,899,582 |  |
| Diluted |  | ,249,918 |  | 32,048,704 |  |
| Common shares outstanding |  | ,431,630 |  | 32,330,747 |  |

Hanmi Financial Corporation and Subsidiaries
Average Balance, Average Yield Earned, and Average Rate Paid (Unaudited)
(In thousands, except ratios)

|  | Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2017 |  |  |  |  | September 30, 2017 |  |  |  |  | December 31, 2016 |  |  |  |  |
|  | Average <br> Balance |  | Interest <br> Income / <br> Expense |  | Average Yield/ Rate | Average <br> Balance |  | Interest <br> Income / <br> Expense |  | Average Yield/ Rate | Average Balance |  | Interest <br> Income / <br> Expense |  | Average <br> Yield/ <br> Rate |
| Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans and leases receivable ${ }^{(1)}$ | \$ | 4,227,259 | \$ | 52,176 | 4.90\% | \$ | 4,092,131 | \$ | 50,265 | 4.87\% | \$ | 3,690,955 | \$ | 43,780 | 4.72\% |
| Securities ${ }^{(2)}$ |  | 611,181 |  | 3,619 | 2.37\% |  | 611,538 |  | 3,683 | 2.41\% |  | 530,241 |  | 3,057 | 2.31\% |
| FHLB stock |  | 16,385 |  | 289 | 7.00\% |  | 16,385 |  | 286 | 6.93\% |  | 16,385 |  | 927 | 22.63\% |
| Interest-bearing deposits in other banks |  | 36,386 |  | 125 | 1.36\% |  | 38,981 |  | 123 | 1.25\% |  | 40,548 |  | 55 | 0.54\% |
| Total interest-earning assets |  | 4,891,211 |  | 56,209 | 4.56\% |  | 4,759,035 |  | 54,357 | 4.53\% |  | 4,278,129 |  | 47,819 | 4.45\% |
| Noninterest-earning assets: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and due frombanks |  | 118,230 |  |  |  |  | 114,108 |  |  |  |  | 115,211 |  |  |  |
| Allowance for loan losses |  | $(32,469)$ |  |  |  |  | $(34,252)$ |  |  |  |  | $(39,235)$ |  |  |  |
| Other assets |  | 185,994 |  |  |  |  | 188,813 |  |  |  |  | 192,001 |  |  |  |
| Total assets | \$ | 5,162,966 |  |  |  |  | 5,027,704 |  |  |  | \$ | 4,546,106 |  |  |  |


| Liabilities and Stockholders' Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Demand: interest-bearing | \$ | 90,646 | \$ | 18 | 0.08\% | \$ | 90,720 | \$ | 18 | 0.08\% | \$ | 95,399 | \$ | 19 | 0.08\% |
| Money market and savings |  | 1,513,408 |  | 3,315 | 0.87\% |  | 1,526,951 |  | 3,311 | 0.86\% |  | 1,305,565 |  | 2,340 | 0.71\% |
| Time deposits |  | 1,408,227 |  | 4,069 | 1.15\% |  | 1,384,724 |  | 3,742 | 1.07\% |  | 1,165,828 |  | 2,440 | 0.83\% |
| Total interest-bearing Deposits |  | 3,012,281 |  | 7,402 | 0.97\% |  | 3,002,395 |  | 7,071 | 0.93\% |  | 2,566,792 |  | 4,799 | 0.74\% |
| Borrowings |  | 119,946 |  | 363 | 1.20\% |  | 67,935 |  | 198 | 1.16\% |  | 174,674 |  | 207 | 0.47\% |
| Subordinated debentures |  | 117,198 |  | 1,676 | 5.70\% |  | 117,065 |  | 1,667 | 5.68\% |  | 18,919 |  | 241 | 5.07\% |
| Total interest-bearing liabilities |  | 3,249,425 |  | 9,441 | 1.15\% |  | 3,187,395 |  | 8,936 | 1.11\% |  | 2,760,385 |  | 5,247 | 0.76\% |
| Noninterest-bearing liabilities and equity: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Demand deposits: noninterest-bearing |  | 1,321,182 |  |  |  |  | 1,257,954 |  |  |  |  | 1,229,042 |  |  |  |
| Other liabilities |  | 30,482 |  |  |  |  | 30,592 |  |  |  |  | 27,497 |  |  |  |
| Stockholders' equity |  | 561,877 |  |  |  |  | 551,763 |  |  |  |  | 529,182 |  |  |  |
| Total liabilities and stockholders' equity | \$ | 5,162,966 |  |  |  | \$ | 5,027,704 |  |  |  | \$ | 4,546,106 |  |  |  |
| Net interest income |  |  | \$ | 46,768 |  |  |  | \$ | 45,421 |  |  |  | \$ | 42,572 |  |
| Cost of deposits |  |  |  |  | 0.68\% |  |  |  |  | 0.66\% |  |  |  |  | 0.50\% |
| Net interest spread |  |  |  |  | 3.41\% |  |  |  |  | 3.42\% |  |  |  |  | 3.69\% |
| Net interest margin |  |  |  |  | 3.79\% |  |  |  |  | 3.79\% |  |  |  |  | 3.96\% |

(1) Includes loans held for sale
${ }^{(2)}$ Amounts calculated on a fully taxable equivalent basis using the statutory federal tax rate of 35\%.

## Hanmi Financial Corporation and Subsidiaries

Average Balance, Average Yield Earned, and Average Rate Paid (Unaudited)
(In thousands, except ratios)

|  | Twelve Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2017 |  |  |  |  | December 31, 2016 |  |  |  |  |
|  | Average Balance |  | Interest <br> Income / <br> Expense |  | Average <br> Yield/ <br> Rate | Average Balance |  | Interest <br> Income / <br> Expense |  | Average <br> Yield/ <br> Rate |
| Assets |  |  |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |
| Loans and leases receivable ${ }^{(1)}$ | \$ | 4,039,346 | \$ | 195,790 | 4.85\% | \$ | 3,423,292 | \$ | 164,642 | 4.81\% |
| Securities ${ }^{(2)}$ |  | 583,971 |  | 13,771 | 2.36\% |  | 614,749 |  | 13,194 | 2.15\% |
| FRB and FHLB stock |  | 16,385 |  | 1,232 | 7.52\% |  | 24,189 |  | 2,467 | 10.20\% |
| Interest-bearing deposits in other banks |  | 40,333 |  | 449 | 1.11\% |  | 41,730 |  | 208 | 0.50\% |
| Total interest-earning assets |  | 4,680,035 |  | 211,242 | 4.51\% |  | 4,103,960 |  | 180,511 | 4.40\% |
| Noninterest-earning assets: |  |  |  |  |  |  |  |  |  |  |
| Cash and due frombanks |  | 116,716 |  |  |  |  | 115,229 |  |  |  |
| Allowance for loan losses |  | $(33,277)$ |  |  |  |  | $(40,856)$ |  |  |  |
| Other assets |  | 188,992 |  |  |  |  | 194,365 |  |  |  |
| Total assets | \$ | 4,952,466 |  |  |  | \$ | 4,372,698 |  |  |  |
| Liabilities and Stockholders' Equity |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |  |  |
| Demand: interest-bearing | \$ | 93,184 | \$ | 74 | 0.08\% | \$ | 95,298 | \$ | 75 | 0.08\% |
| Money market and savings |  | 1,495,378 |  | 12,515 | 0.84\% |  | 1,074,247 |  | 6,470 | 0.60\% |
| Time deposits |  | 1,322,352 |  | 13,500 | 1.02\% |  | 1,255,883 |  | 10,025 | 0.80\% |
| Total interest-bearing deposits |  | 2,910,914 |  | 26,089 | 0.90\% |  | 2,425,428 |  | 16,570 | 0.68\% |
| Borrowings |  | 119,041 |  | 1,077 | 0.90\% |  | 196,708 |  | 879 | 0.45\% |
| Subordinated debentures |  | 95,811 |  | 5,353 | 5.57\% |  | 18,817 |  | 825 | 4.38\% |
| Total interest-bearing liabilities |  | 3,125,766 |  | 32,519 | 1.04\% |  | 2,640,953 |  | 18,274 | 0.69\% |
| Noninterest-bearing liabilities and equity: |  |  |  |  |  |  |  |  |  |  |
| Demand deposits: noninterest-bearing |  | 1,249,158 |  |  |  |  | 1,182,157 |  |  |  |
| Other liabilities |  | 29,407 |  |  |  |  | 30,721 |  |  |  |
| Stockholders' equity |  | 548,135 |  |  |  |  | 518,867 |  |  |  |
| Total liabilities and stock holders' equity | \$ | 4,952,466 |  |  |  | \$ | 4,372,698 |  |  |  |
| Net interest income |  |  | \$ | 178,723 |  |  |  | \$ | 162,237 |  |
| Cost of deposits |  |  |  |  | 0.63\% |  |  |  |  | 0.46\% |
| Net interest spread |  |  |  |  | 3.47\% |  |  |  |  | 3.71\% |
| Net interest margin |  |  |  |  | 3.82\% |  |  |  |  | 3.95\% |

(1) Includes loans held for sale
${ }^{(2)}$ Amounts calculated on a fully taxable equivalent basis using the statutory federal tax rate of $35 \%$.

## Non-GAAP Financial Measures

## Acquisition Accounting

Core loan yield, core deposit costs, net interest income and net interest margin excluding acquisition accounting are supplemental financial information determined by a method other than in accordance with U.S. generally accepted accounting principles ("GAAP"). These non-GAAP measures are used by management in the analysis of Hanmi's results of operations. The calculation of these measures is illustrated below. Management believes the presentation of these financial measures excluding the impact of these items provides useful supplemental information that is essential to a proper understanding of the results of Hanmi. This disclosure should not be viewed as a substitution for results determined in accordance with GAAP, nor is it necessarily comparable to non-GAAP performance measures that may be presented by other companies.

The following table reconciles these non-GAAP performance measures to the GAAP performance measures for the periods indicated:

|  | For the Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { December 31, } \\ 2017 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2017 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { June 30, } \\ 2017 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { March 31, } \\ 2016 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { December 31, } \\ 2016 \\ \hline \end{gathered}$ |
| Core loan yield | 4.87\% | 4.84\% | 4.82\% | 4.68\% | 4.63\% |
| Accretion of discount on purchased loans | 0.03\% | 0.03\% | 0.05\% | 0.06\% | 0.09\% |
| As reported | 4.90\% | 4.87\% | 4.87\% | 4.74\% | 4.72\% |
| Core deposit cost | 0.69\% | 0.67\% | 0.63\% | 0.55\% | 0.54\% |
| Accretion of time deposits premium | 0.01\% | 0.01\% | 0.01\% | 0.01\% | 0.04\% |
| As reported | 0.68\% | 0.66\% | 0.62\% | 0.54\% | 0.50\% |


|  | For the Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2017 |  | September 30, 2017 |  | June 30, 2017 |  | March 31, 2017 |  | December 31, 2016 |  |
|  | Amount | Rate | Amount | Rate | Amount | Rate | Amount | Rate | Amount | Rate |
| Net interest income and net interest margin excluding acquisition accounting ${ }^{(1)}$ | \$46,405 | 3.76\% | \$ 45,049 | 3.76\% | \$ 43,129 | 3.76\% | \$42,230 | 3.84\% | \$41,489 | 3.86\% |
| Accretion of discount on Non-PCI loans | 343 | 0.03\% | 303 | 0.03\% | 457 | 0.04\% | 527 | 0.05\% | 781 | 0.07\% |
| Accretion of discount on PCI loans | (9) | 0.00\% | 38 | 0.00\% | 52 | 0.00\% | 54 | 0.00\% | 78 | 0.01\% |
| Accretion of time deposits premium | 115 | 0.01\% | 116 | 0.01\% | 116 | 0.01\% | 126 | 0.01\% | 314 | 0.03\% |
| Amortization of subordinated debentures discount | (86) | -0.01\% | (85) | -0.01\% | (81) | -0.01\% | (77) | -0.01\% | (90) | -0.01\% |
| Net impact | 363 | 0.03\% | 372 | 0.03\% | 544 | 0.05\% | 630 | 0.05\% | 1,083 | 0.10\% |
| As reported, on a fully taxable equivalent basis ${ }^{(1)}$ | \$46,768 | 3.79\% | \$45,421 | 3.79\% | \$43,673 | 3.81\% | \$42,860 | 3.89\% | \$42,572 | 3.96\% |

${ }^{(1)}$ Amounts calculated on a fully taxable equivalent basis using the statutory federal tax rate of $35 \%$ : rates may not sum due to rounding.

## Tangible Common Equity to Tangible Assets Ratio

Tangible common equity to tangible assets ratio is supplemental financial information determined by a method other than in accordance with U.S. generally accepted accounting principles ("GAAP"). This non-GAAP measure is used by management in the analysis of Hanmi's capital strength. Tangible equity is calculated by subtracting goodwill and other intangible assets from stockholders' equity. Banking and financial institution regulators also exclude goodwill and other intangible assets from stockholders' equity when assessing the capital adequacy of a financial institution. Management believes the presentation of this financial measure excluding the impact of these items provides useful supplemental information that is essential to a proper understanding of the capital strength of Hanmi. This disclosure should not be viewed as a substitution for results determined in accordance with GAAP, nor is it necessarily comparable to non-GAAP performance measures that may be presented by other companies.

The following table reconciles this non-GAAP performance measure to the GAAP performance measure for the periods indicated:

## Tangible Common Equity to Tangible Assets Ratio (Unaudited)

(In thousands, except share, per share data and ratios)

| Hanmi Financial Corporation | $\begin{gathered} \text { December 31, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2016 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets | \$ | 5,210,485 | \$ | 5,111,396 | \$ | 4,973,346 | \$ | 4,811,821 | \$ | 4,701,346 |
| Less goodwill |  | $(11,031)$ |  | $(11,031)$ |  | $(11,031)$ |  | $(11,031)$ |  | $(11,031)$ |
| Less other intangible assets |  | $(1,513)$ |  | $(1,597)$ |  | $(1,681)$ |  | $(1,766)$ |  | $(1,858)$ |
| Tangible assets | \$ | 5,197,941 | \$ | 5,098,768 | \$ | 4,960,634 | \$ | 4,799,024 | \$ | 4,688,457 |
| Stockholders' equity | \$ | 562,477 | \$ | 559,247 | \$ | 550,140 | \$ | 539,542 | \$ | 531,025 |
| Less goodwill |  | $(11,031)$ |  | $(11,031)$ |  | $(11,031)$ |  | $(11,031)$ |  | $(11,031)$ |
| Less other intangible assets |  | $(1,513)$ |  | $(1,597)$ |  | $(1,681)$ |  | $(1,766)$ |  | $(1,858)$ |
| Tangible stockholders' equity | \$ | 549,933 | \$ | 546,619 | \$ | 537,428 | \$ | 526,745 | \$ | 518,136 |
| Stockholders' equity to assets |  | 10.80\% |  | 10.94\% |  | 11.06\% |  | 11.21\% |  | 11.30\% |
| Tangible common equity to tangible assets |  | 10.58\% |  | 10.72\% |  | 10.83\% |  | 10.98\% |  | 11.05\% |
| Common shares outstanding |  | 32,431,630 |  | 32,413,082 |  | 32,393,856 |  | 32,392,580 |  | 32,330,747 |
| Tangible common equity per common share | \$ | 16.96 | \$ | 16.86 | \$ | 16.59 | \$ | 16.26 | \$ | 16.03 |

