



**KEEFE, BRUYETTE & WOODS**  
*A Stifel Company*

## **2018 Community Bank Investor Conference**

July 31 - August 1, 2018



# **Hanmi Financial Corporation**

**C. G. Kum**  
**Chief Executive Officer**

# Forward-Looking Statements

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Hanmi Financial Corporation (the “Company”) cautions investors that any statements contained herein that are not historical facts are forward-looking statements within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, including, but not limited to, those statements regarding operating and financial performance, financial position and liquidity, business strategies, regulatory and competitive outlook, investment and expenditure plans, financing needs and availability, plans and objectives, merger or sale activity, and all other forecasts and statements of expectation or assumption. These statements involve risks and uncertainties that are difficult to predict. Investors should not rely on any forward-looking statement and should consider risks, such as changes in governmental policy, legislation and regulations, economic climate uncertainty, fluctuations in interest rate and credit risk, competitive pressures, the ability to succeed in new markets, balance sheet management, and other operational factors. Forward-looking statements are based upon the good faith beliefs and expectations of management as of this date only and are further subject to additional risks and uncertainties, including, but not limited to, the risk factors set forth in the Company’s most recent Form 10-K, 10-Q and other filings with the Securities and Exchange Commission (“SEC”). Investors are urged to review the Company’s SEC filings. The Company disclaims any obligation to update or revise the forward-looking statements herein.

For non-GAAP reconciliation, please see the Company’s earnings release on July 24, 2018.

# Hanmi: A Robust and Growing Franchise

## Expanding Customer Reach

- Leading brand affinity & loyal customer base
  - 46% of Hanmi's customers have been with the bank for 10+ years
- Coast to coast footprint in U.S. with 40 branches throughout major banking markets
- Announced acquisition of SWNB Bancorp to extend market share in attractive, high-growth Texas markets

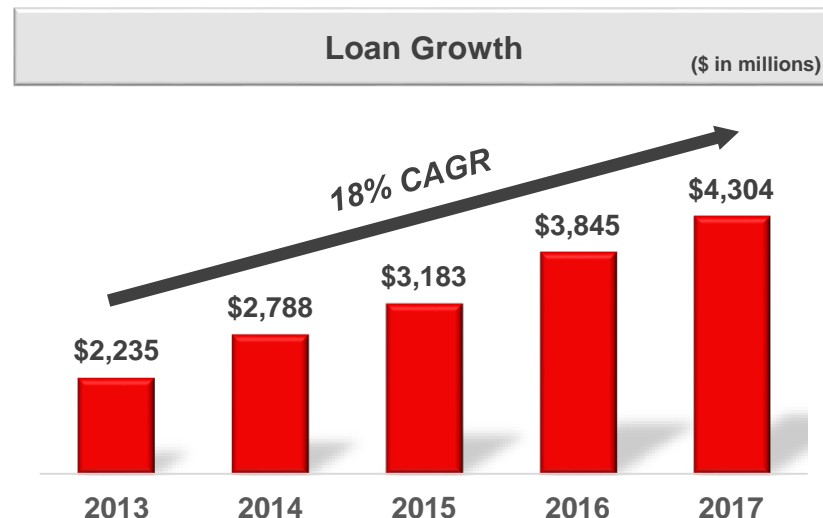
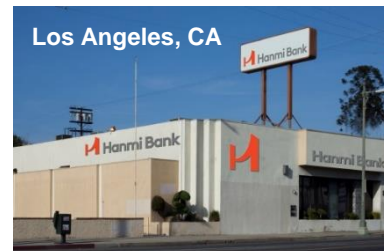
## Excellent Asset Quality and Well-Capitalized

- Commitment to conservative, disciplined underwriting
- NPA-to-assets of 30 bps vs. median of 50 bps for \$3 to \$10 billion U.S. banks<sup>(1)</sup>
- Total risk based capital levels at 154% of minimum threshold for "well-capitalized" institutions

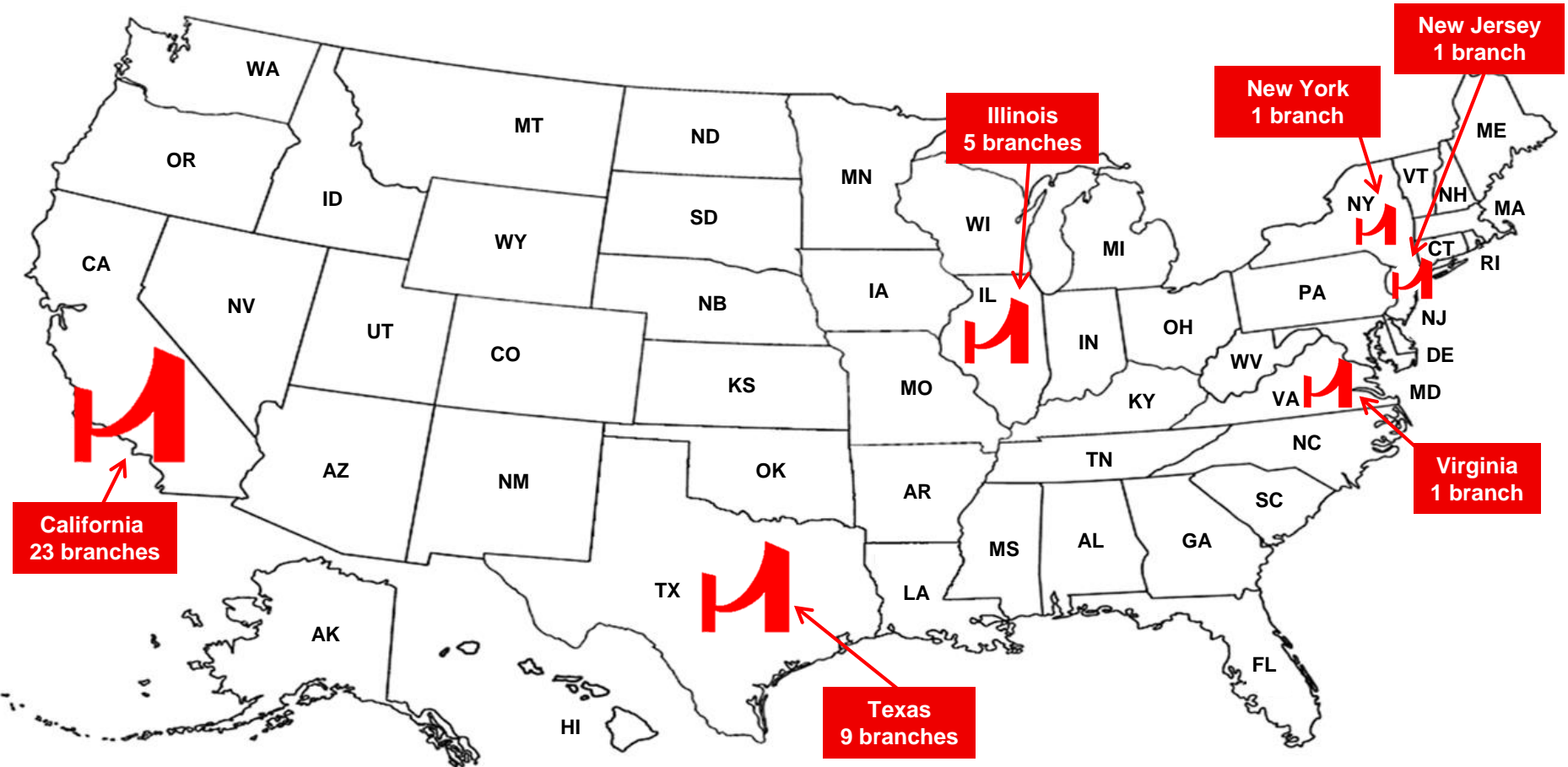
## Robust Balance Sheet Growth

- \$5.4 billion in assets makes Hanmi among the largest Korean-American
- Approx. 18% CAGR in loans receivable 2013-2017
- Successful portfolio diversification strategy underway

(1) Source: S&P Market Intel; includes peers reporting 2Q18 results by 7/25/18



# Nationwide Branch Network



\*LPOs located in: CA, WA, CO, NY, NJ, GA, VA

# Q2 2018 Financial Summary

(\$ million, except EPS)

(\$ million, except EPS)				(1,2) Change	
	2Q18	1Q18	2Q17	Q/Q	Y/Y
<b>Income Statement Summary</b>					
Net interest income	\$ 45.1	\$ 44.9	\$ 43.2	0.4%	4.5%
Noninterest income	5.9	6.1	9.7	-1.9%	-38.7%
Operating revenue	51.1	51.0	52.9	0.1%	-3.4%
Noninterest expense	29.5	29.8	28.9	-0.8%	2.0%
Provision for loan losses	0.1	0.6	0.4	-84.6%	-76.3%
Pretax income	21.4	20.6	23.5	4.2%	-8.8%
Income tax expense	5.9	5.7	9.1	3.1%	-34.8%
Net income	\$ 15.5	\$ 14.9	\$ 14.5	4.7%	7.6%
Reported EPS-Diluted (in \$)	\$ 0.48	\$ 0.46	\$ 0.45	4.5%	7.7%
<b>Select Balance Sheet Items</b>					
Loans	\$ 4,542	\$ 4,414	\$ 4,073	2.9%	11.5%
Deposits	4,427	4,378	4,259	1.1%	3.9%
Total Assets	5,415	5,306	4,973	2.1%	8.9%
Stockholders' Equity	572	564	550	1.3%	3.9%
<b>Profitability Metrics</b>					
Return on average assets	1.17%	1.16%	1.19%	2	-2
Return on average equity	10.81%	10.65%	10.65%	16	16
TCE/TA	10.35%	10.43%	10.83%	-7	-48
Net interest margin	3.60%	3.70%	3.81%	-10	-21
Efficiency ratio	57.80%	58.36%	54.74%	-57	306

Note: Numbers may not foot due to rounding

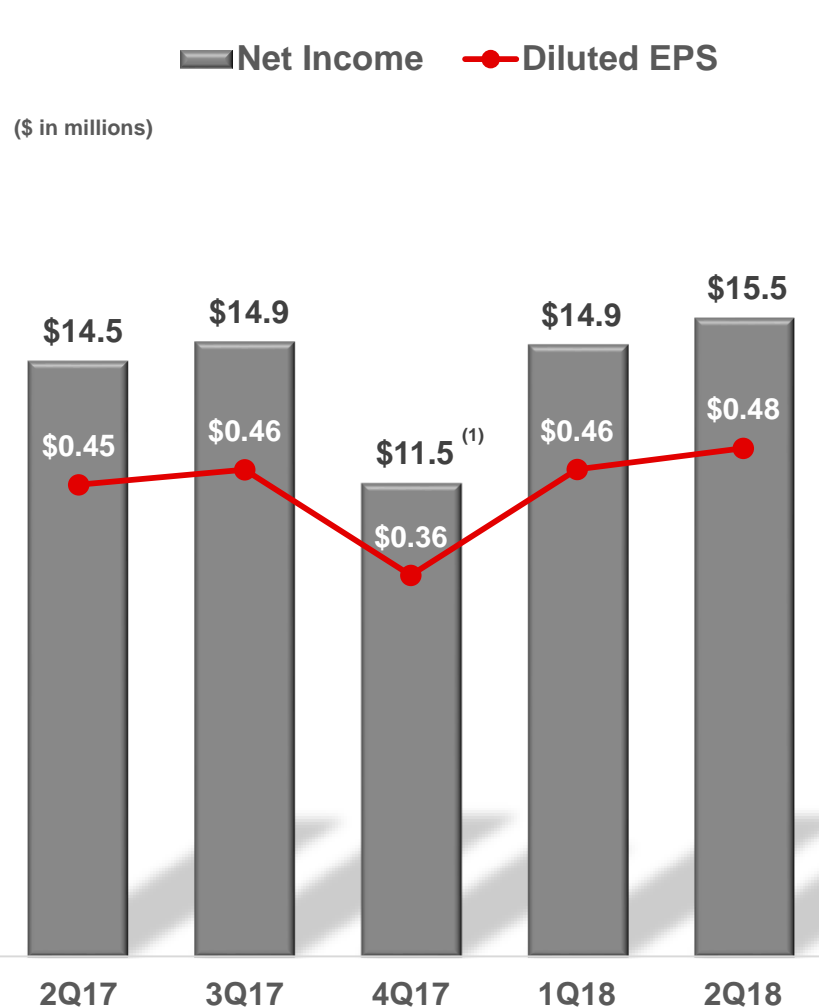
(1) Percentage change calculated from dollars in thousands

(2) Change in basis points for returns and ratios

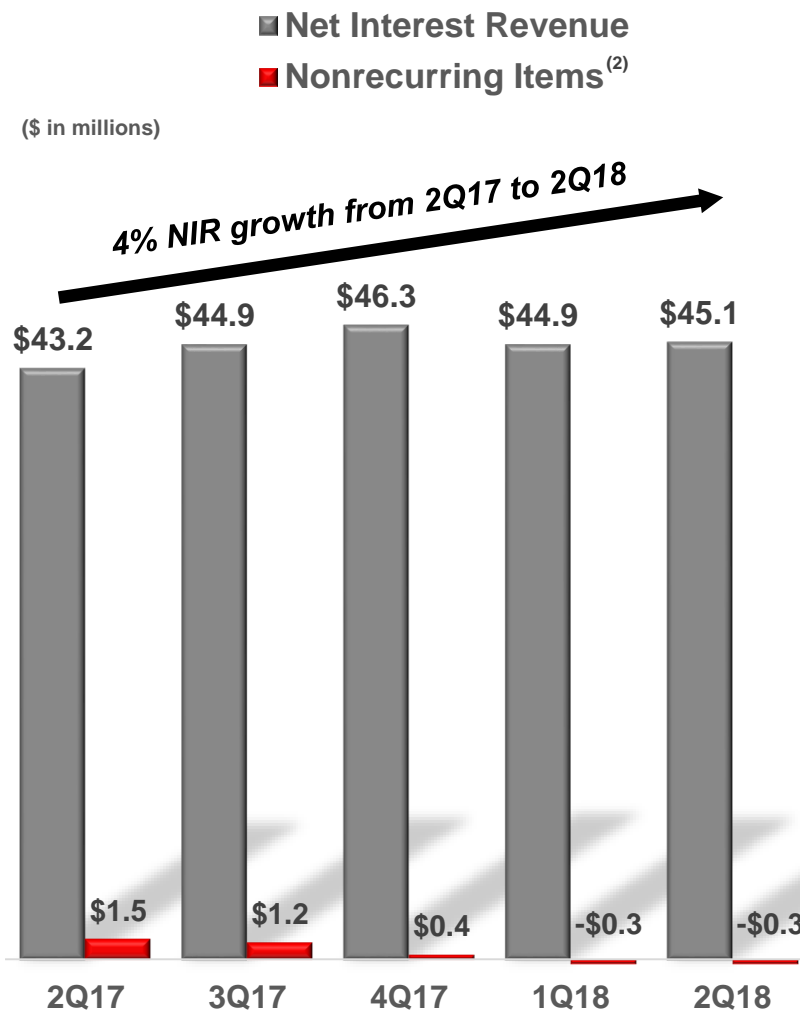
## Key Highlights

- Second quarter net income of \$15.5 million, or \$0.48 per diluted share, up 4.7% from the prior quarter and up 7.6% year-over-year
- Loans and leases receivable of \$4.5 billion, up 11.6% in the second quarter on an annualized basis driven by new loan and lease production of \$308.8 million; Loans and leases receivable up 11.5% year-over-year
  - 16<sup>th</sup> consecutive quarter of year-over-year double-digit loan growth
- Deposits of \$4.4 billion, up 4.4% in the second quarter on an annualized basis; Total deposits are up 3.9% year-over-year
- Return on average assets was 1.17% and return on average equity was 10.81% compared with 1.16% and 10.65% for the prior quarter and 1.19% and 10.65% a year ago
- Announced Q3 2018 dividend of \$0.24 per share; increased dividend 5 times since 2013

# Earnings Performance



(1) Includes \$3.9 million of additional income tax expense from the re-measurement of deferred tax assets due to passage of Tax Reform; reduced 4Q17 net income by \$0.12 per diluted share

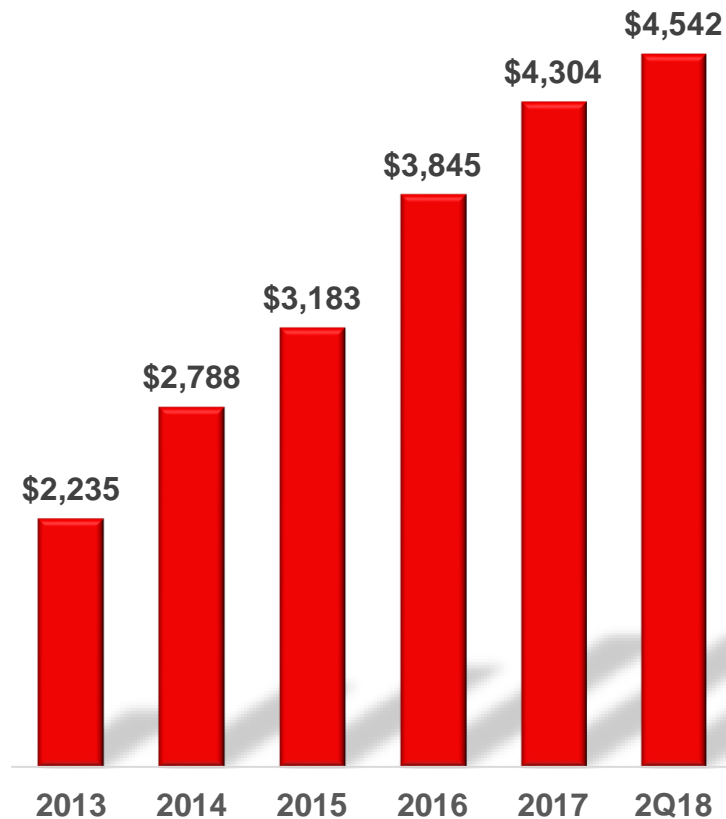


(2) Includes disposition gains on PCI loans, securities transactions, and merger & integration costs

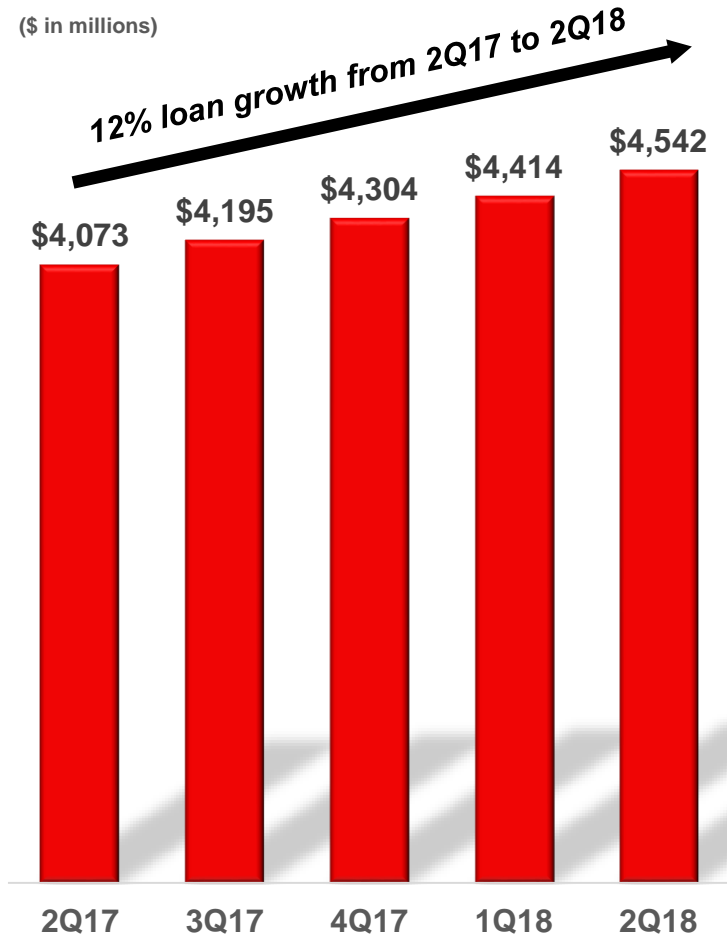
# Loan Growth

**16<sup>th</sup> consecutive quarter of YoY double-digit loan growth**

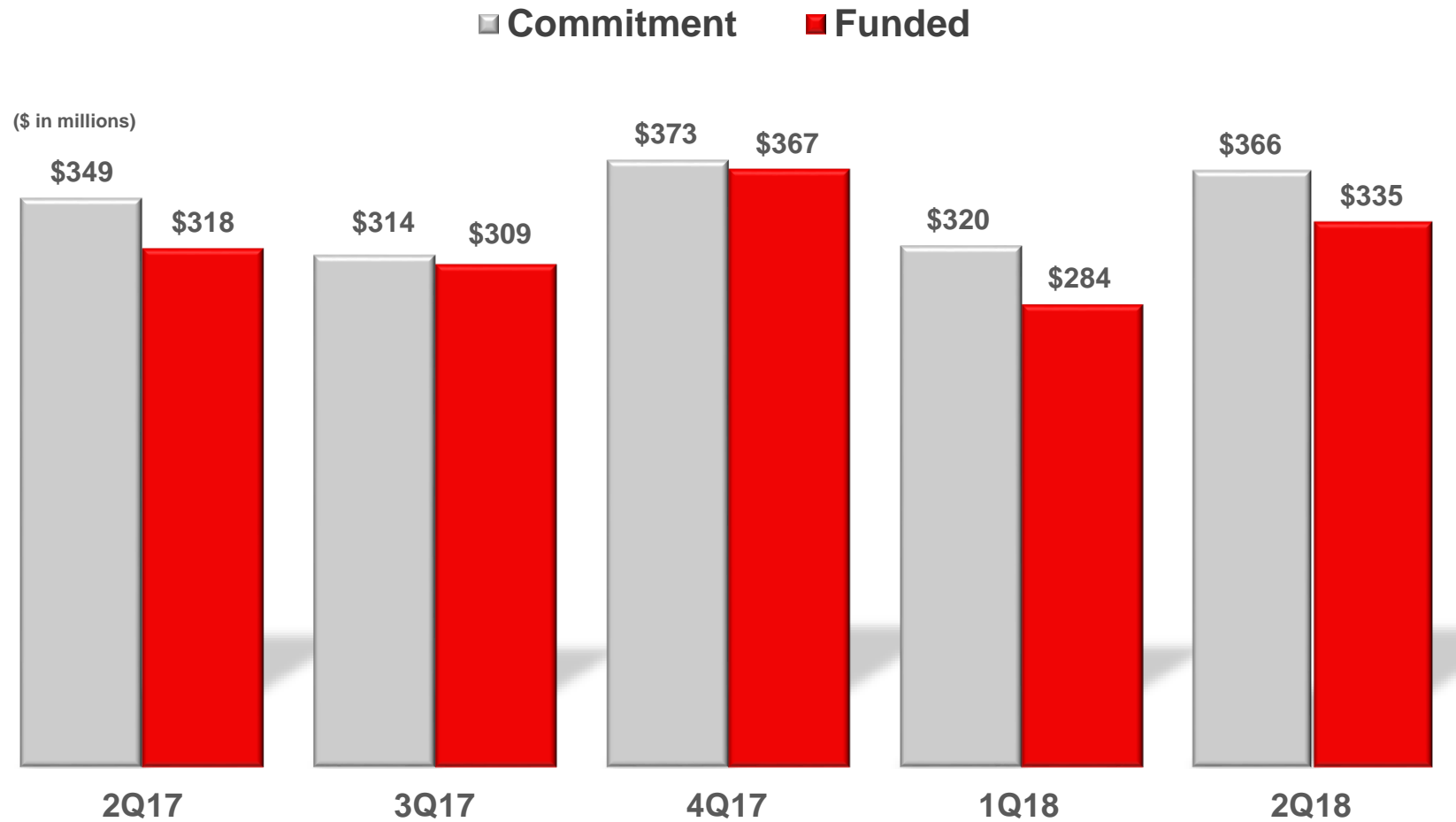
(\$ in millions)



(\$ in millions)



# Loan Production

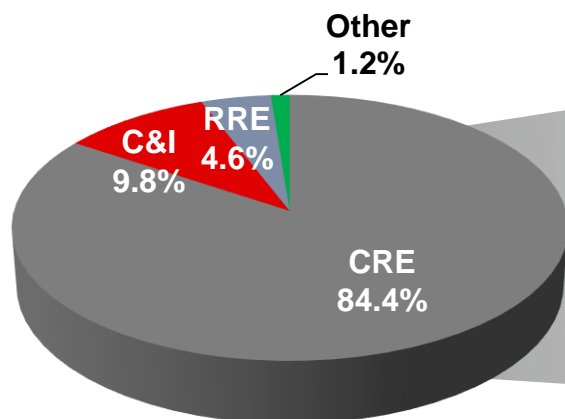


Funded includes purchased loans: \$39.4MM (2Q17), \$88.2MM (3Q17), \$105.0MM (4Q17), \$38.9MM (1Q18), \$25.9MM (2Q18)



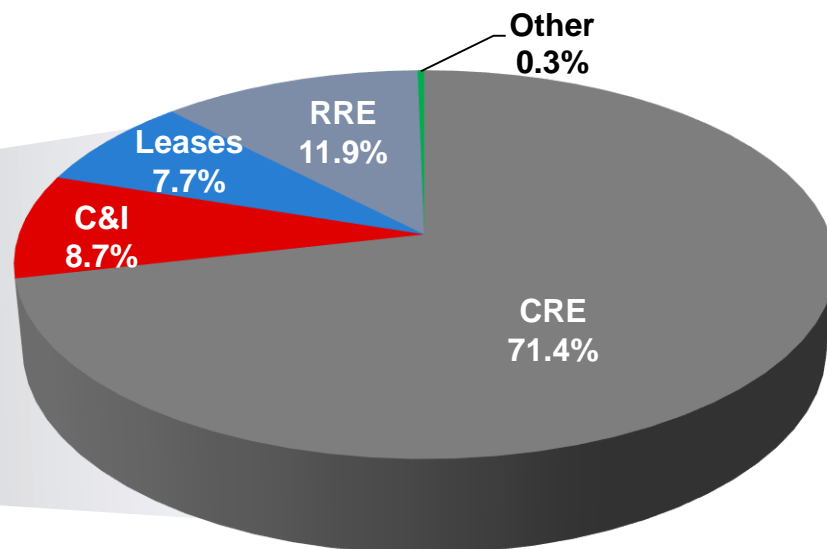
# Successful Portfolio Diversification Strategy

**Loan Composition  
Q2 2014**



**Total Portfolio:  
\$2.3 billion**

**Loan Composition  
Q2 2018**



**Total Portfolio:  
\$4.5 billion**

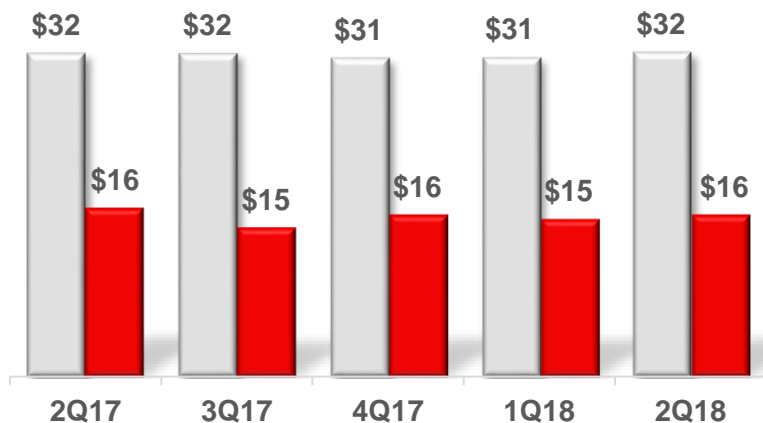
**18% CAGR**

**Significant progress in reducing CRE concentration from 84% of total portfolio to 71% today**

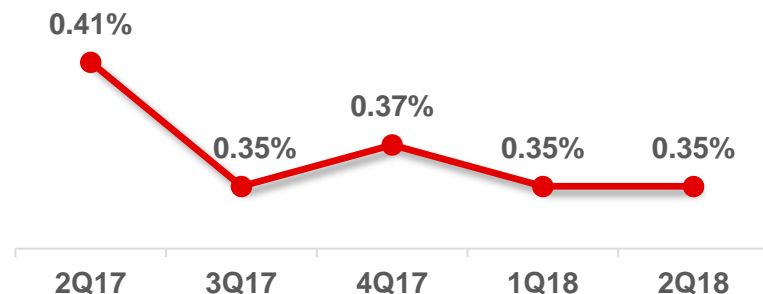
# Strong Asset Quality

■ Classified Loans ■ Nonperforming Loans

(\$ in millions)

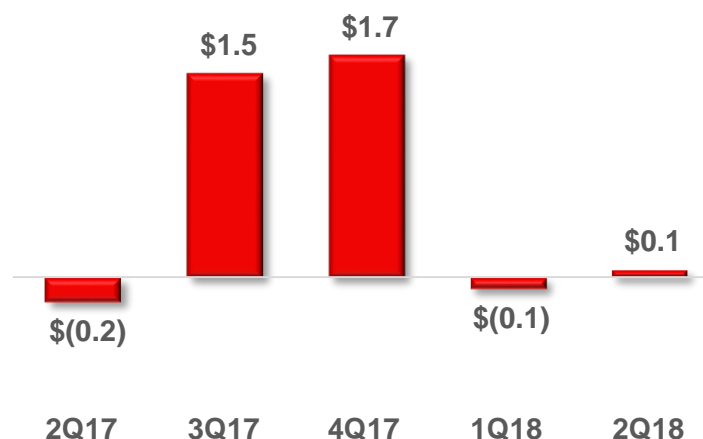


● Nonperforming Loans to Loans



■ Net Charge-offs (Recoveries)<sup>(1)</sup>

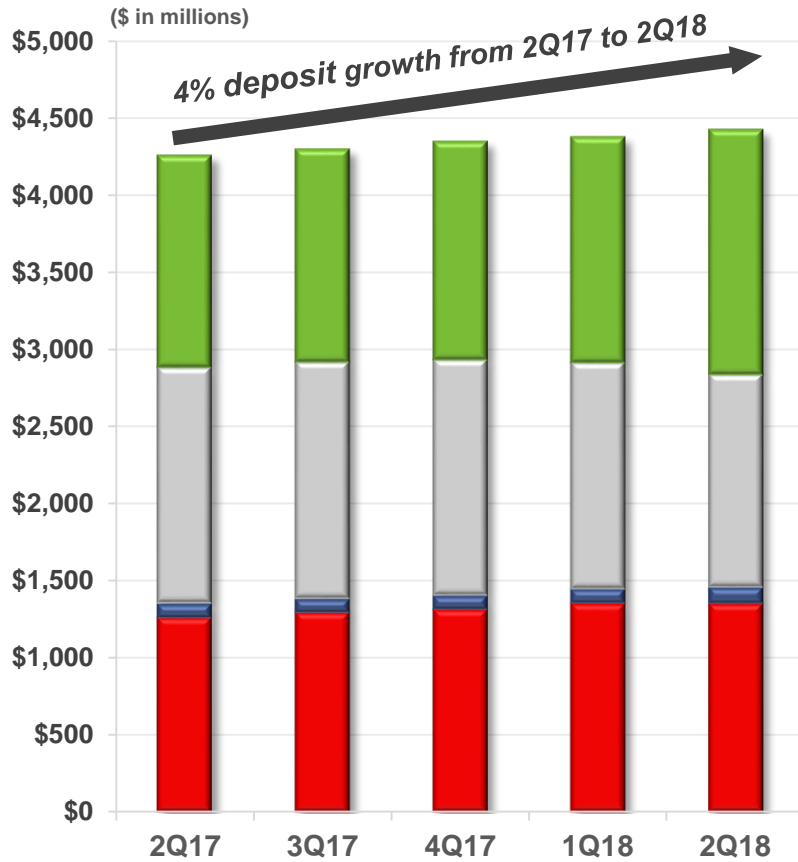
(\$ in millions)



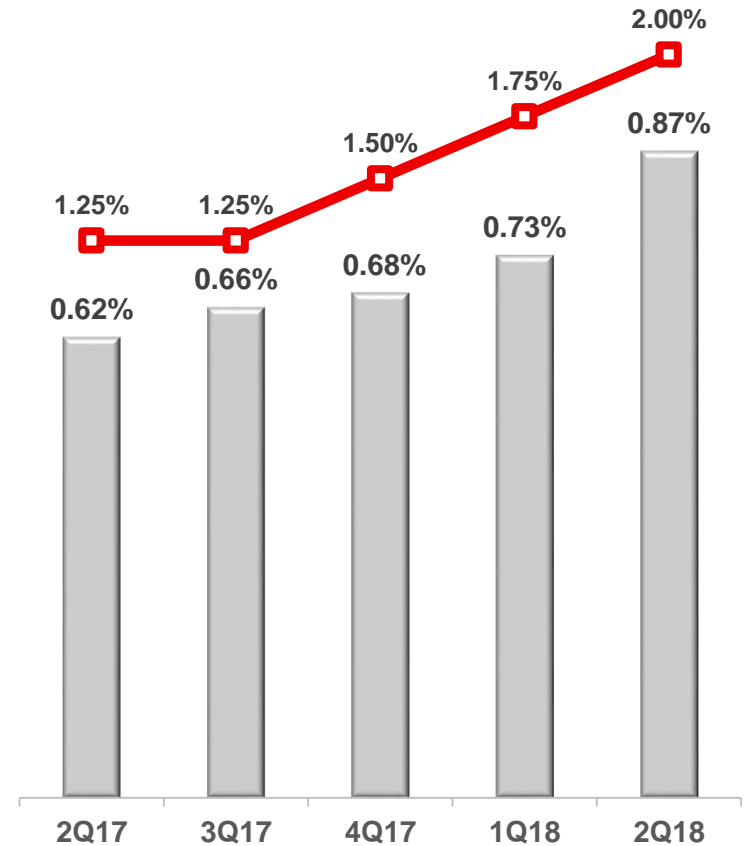
(1) Excludes charge-offs on PCI loans

# Increasing and Diversified Deposit Base

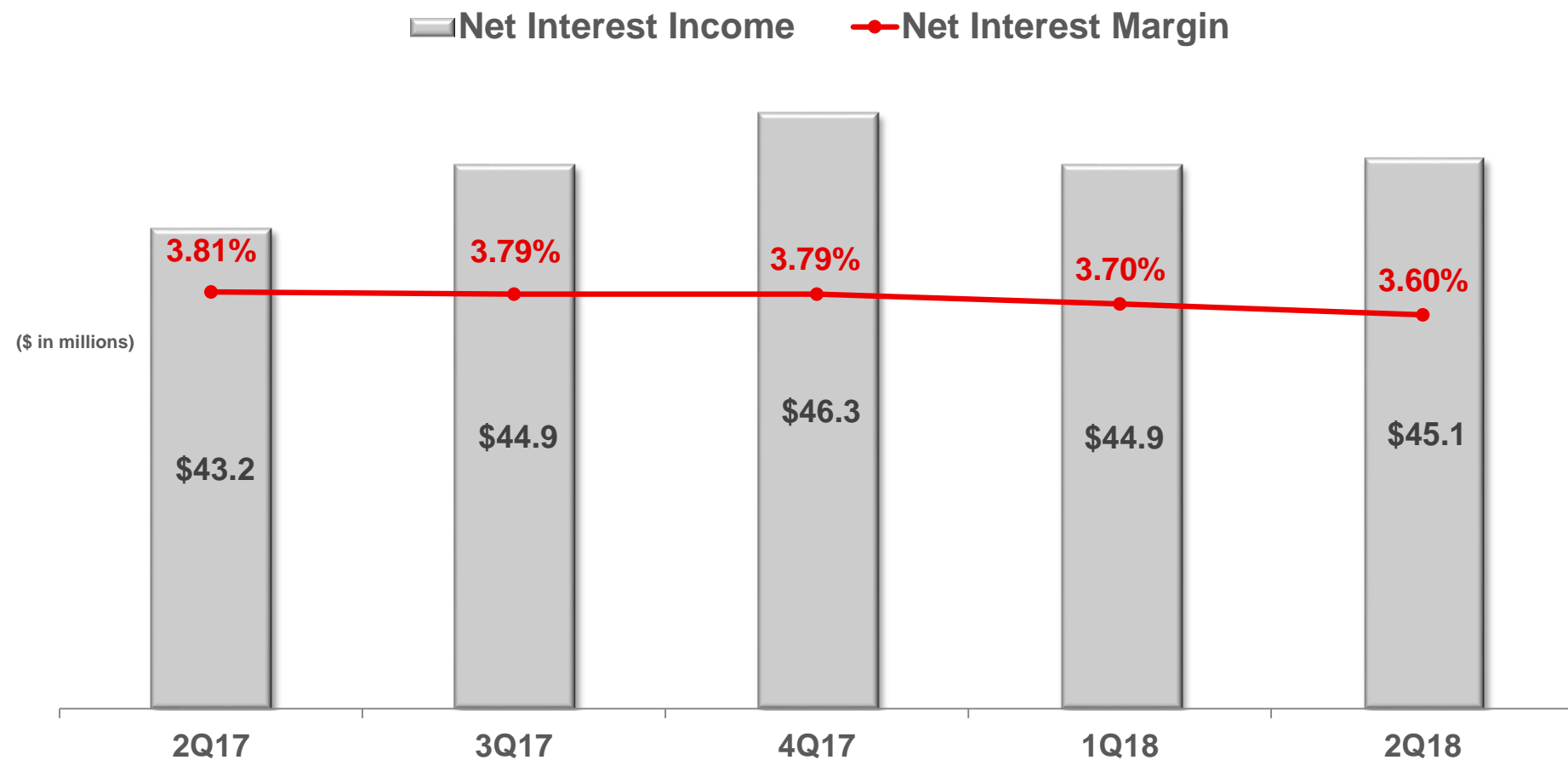
■ Time Deposits
 ■ Money Market & Savings
 ■ Demand Interest-bearing
 ■ Demand Noninterest-bearing



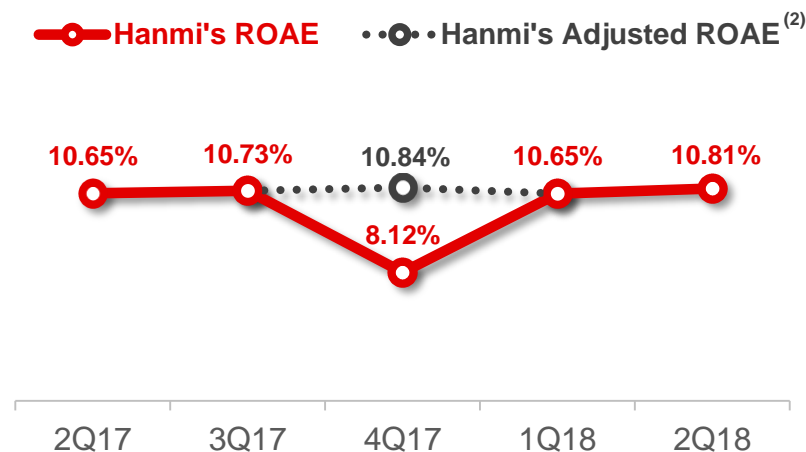
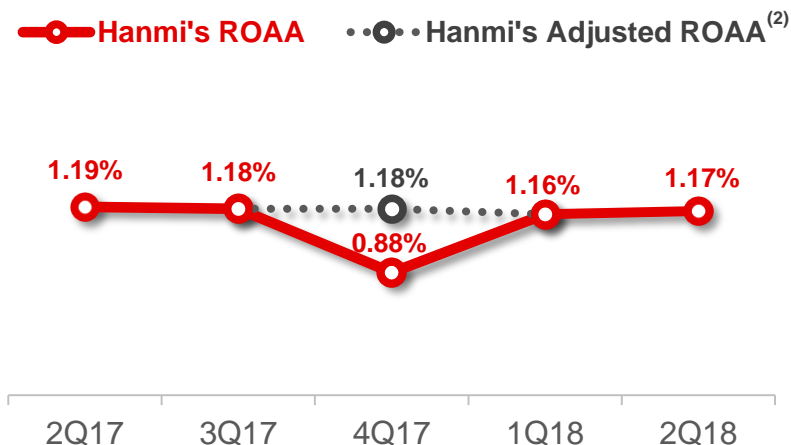
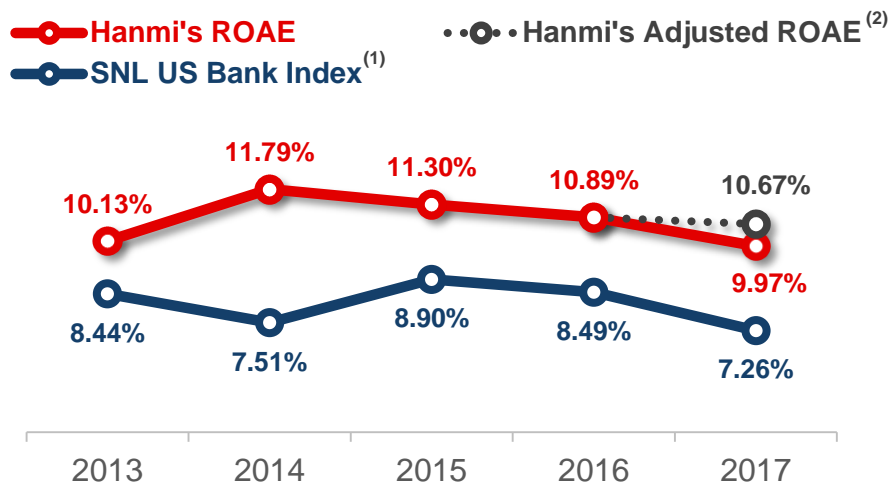
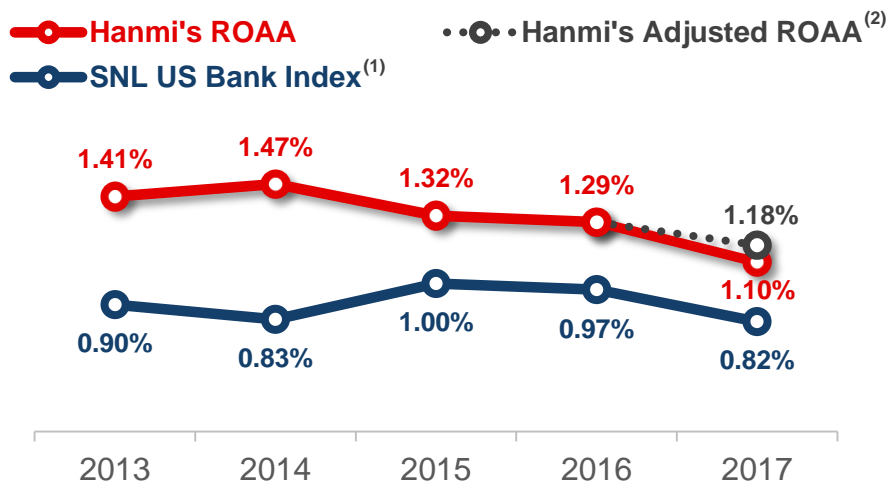
■ Cost of Deposits
 ■ Fed Funds rate



# Net Interest Income Quarterly Trend



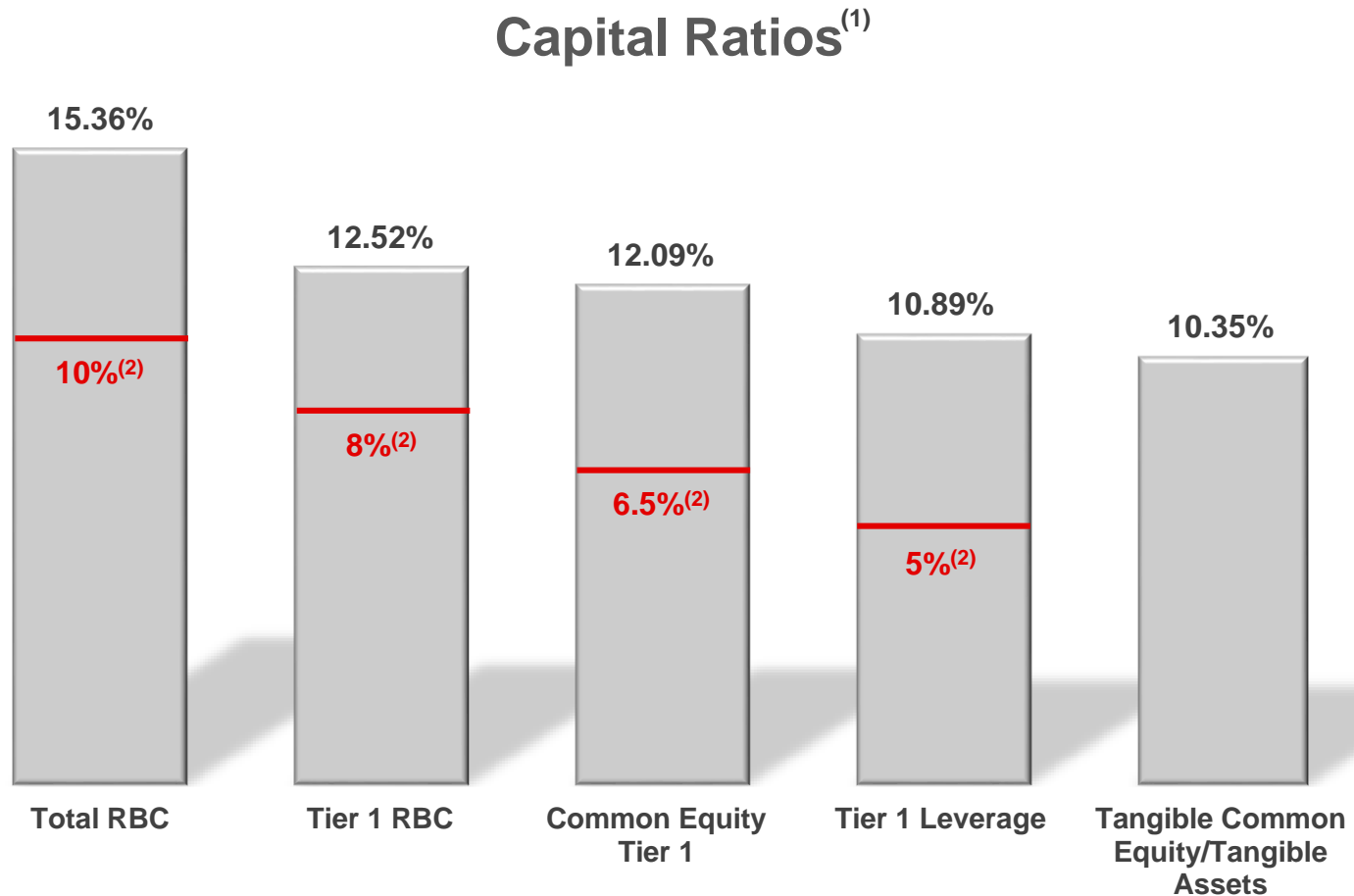
# Profitability Metrics



(1) SNL US Bank Index includes all major exchange banks in SNL's coverage universe.

(2) Represents Hanmi's ROAA and ROAE excluding the effects of the 4Q17 \$3.9 million charge from the re-measurement of deferred tax assets.

# Well-Capitalized



(1) Capital ratios are preliminary for June 30, 2018.

(2) Minimum threshold for a well-capitalized institution.

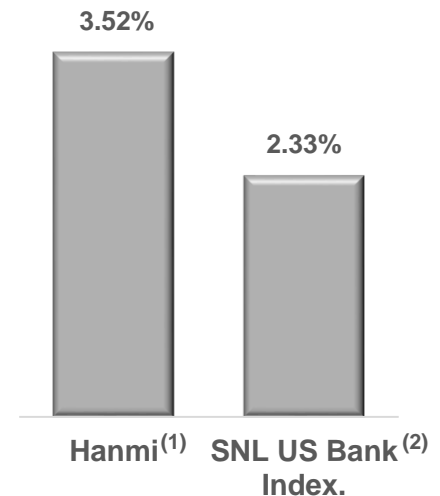
# Growing Dividends

- Quarterly cash dividend increased 14% year-over-year to \$0.24 per share in 3Q 2018
  - Increased dividend five times since dividend initiated in 2013
- Strong dividend yield: 3.52%<sup>(1)</sup> HAFC vs. 2.33%<sup>(2)</sup> SNL US Bank Index

Quarterly Cash Dividends



Annualized Yield



(1) Based on closing HAFC stock price on 7/24/2018 of \$27.25 and annualized quarterly dividend of \$0.24 announced on 7/26/2018.

(2) As of 7/24/2018; SNL US Bank Index includes all major exchange banks in SNL's coverage universe.

# Pending Acquisition of SWNB Bancorp, Inc.

## Enhances Hanmi Banking Platform in Vibrant Texas Markets

### SWNB Overview <sup>(1)</sup>

- Founded in 1997
- Headquartered in Houston, TX
- 6 retail banking branches in Texas:
  - Dallas (3), Houston (2), Austin (1)
- Majority of customer base has ties to Chinese, Vietnamese, and Indian American communities
- Strong portfolio of assets with excellent credit quality
- \$261 million in gross loans and \$347 million in deposits
- 75.2% loan-to-deposit ratio
- 16.1% of deposits are non-interest bearing demand

### Strategic Rationale

- Increases operational scale and market share in key, high-growth Texas markets
- Complementary branch network located in highly populated Asian-American communities
- Financially attractive transaction
  - 2.2% accretive to Hanmi's EPS in 2019
- Approximately \$200 million of excess liquidity from SWNB to be deployed to grow the Hanmi franchise
  - Achieving a 100% loan/deposit ratio by year-end 2018 would result in EPS accretion of 4.4% in 2019 and reduce the TBV earn-back period to ~2 years
- Closing and integration expected in Q4 2018

(1) SWNB financials as of 3/31/18

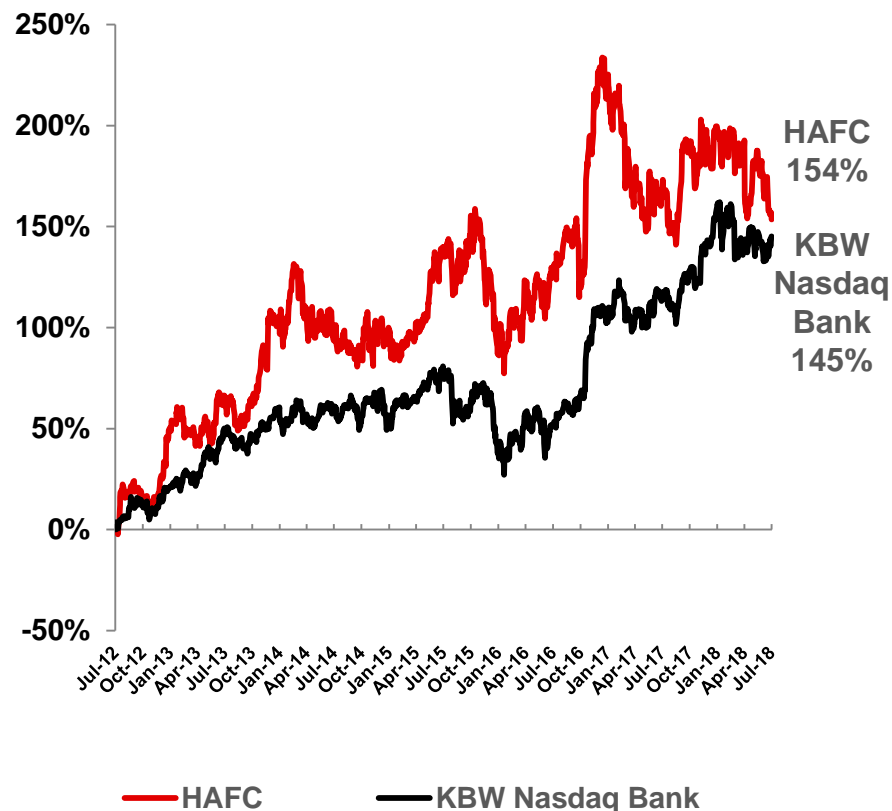


# Investment Highlights & Opportunities

- Strong balance sheet and excellent asset quality
- Premier core deposit franchise
- Future earnings power
  - Loan growth
  - Scalable infrastructure to support growth
  - Pending SWNB acquisition EPS accretive in 2019
- Robust annualized dividend yield
- Solid relative long term stock performance \*

6-Year Stock Price Change (%)		
HAFC	KBW Nasdaq Bank	SNL US Bank
154%	145%	155%

6-Year Stock Price Change (%)



\* As of 7/24/2018; SNL US Bank Index includes all major exchange banks in SNL's coverage universe.

As of 7/24/2018