



7th Annual West Coast Bank CEO Forum

February 4, 2016



Hanmi Financial Corporation

C. G. Kum, President & CEO

Safe Harbor Statement

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 Appendix and the Company’s earnings release on January 26, 2016.

Hanmi Profile

+ First Korean American bank

- Founded 1982; Nasdaq listed 2001
- Expanding to wider Asian American & mainstream communities

+ Attractive customer demographics

- Leading brand affinity & loyal customer base
(44% of customers with bank for 10+ years)

+ Strong track-record of profitable growth

+ Robust capital and liquidity levels

+ Attractive footprint

- 42 branches in CA, TX, IL, VA, and NJ
- 6 loan production offices in WA, CO, VA, CA, GA, NY



Los Angeles, CA



Arlington, TX

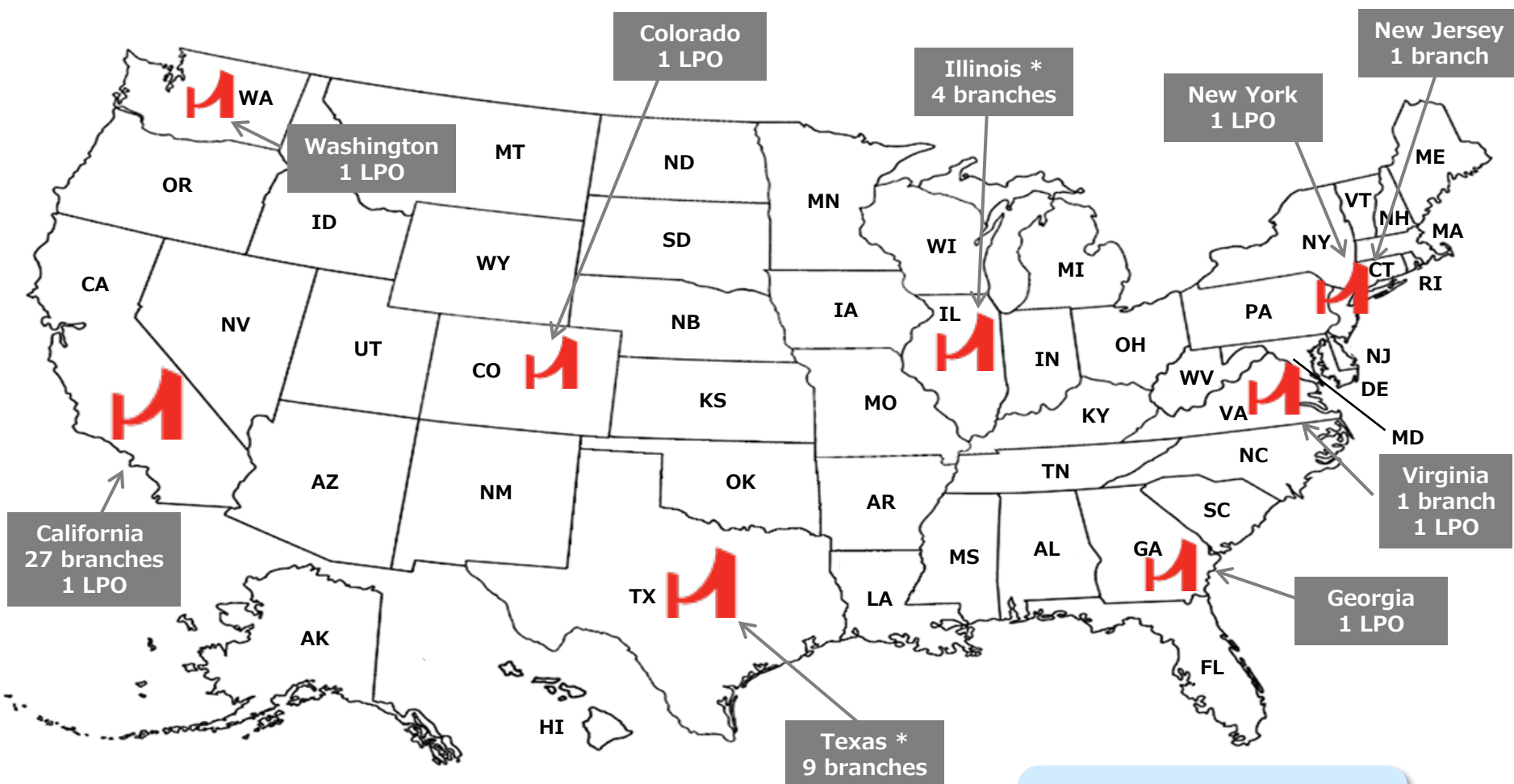


Chicago, IL



Annandale, VA

Nationwide Branch Network



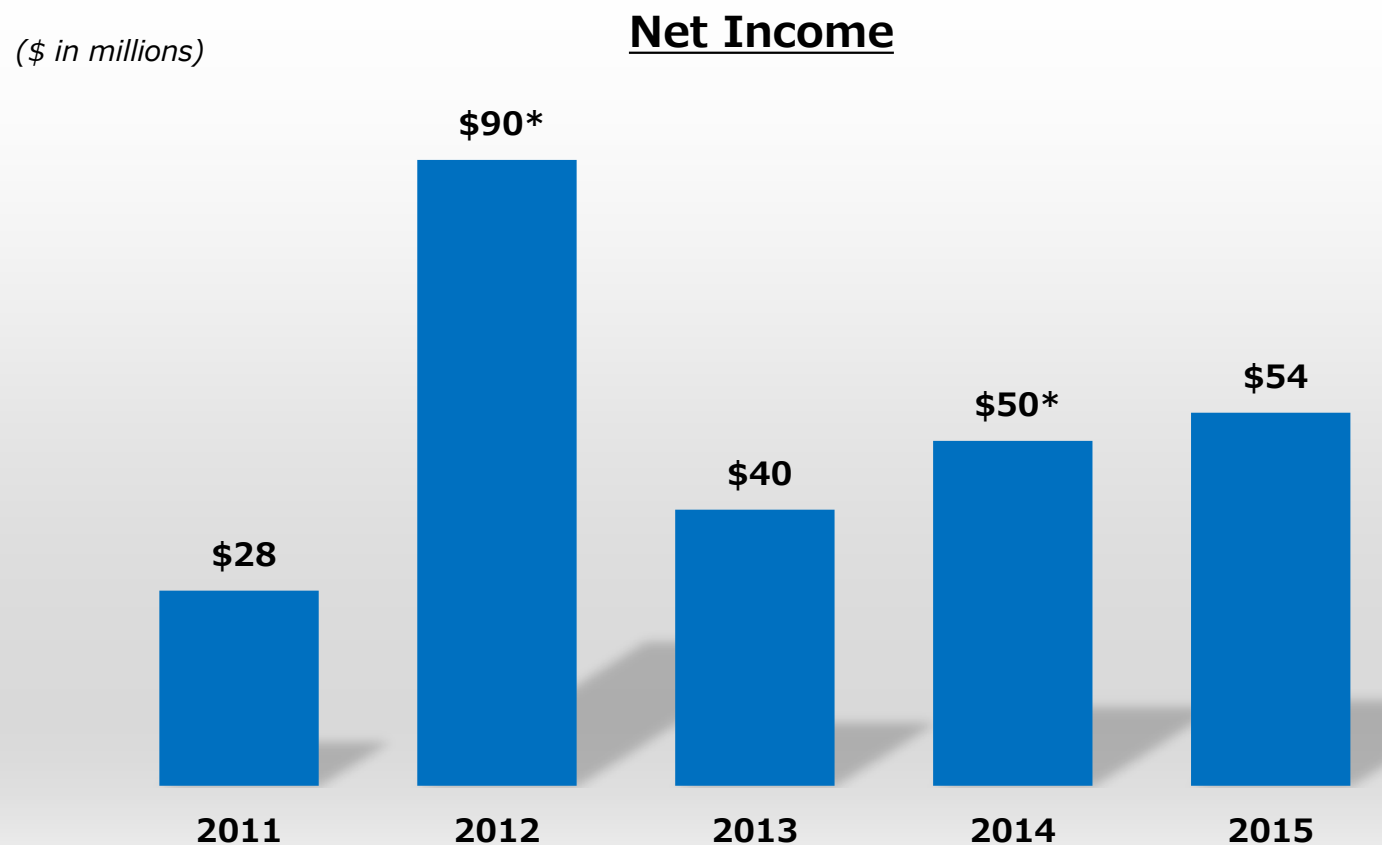
*** Texas and Illinois:**

*Largest Deposit Market Share
among Korean American banks*

2015 Fourth Quarter and Full Year Highlights

- ❑ Fourth quarter net income of \$14.8 million, or \$0.46 per diluted share; full year net income of \$53.8 million, or \$1.68 per diluted share
- ❑ Loans receivable up 4.5% from the third quarter and up 14.2% from a year ago
- ❑ Fourth quarter loan production of \$383.2 million up 70.5% from a year ago; full year loan production of \$1.1 billion up 55.9% from prior year
- ❑ Noninterest bearing deposits up 3.7% from the third quarter and 13.0% from a year ago and represent 32.9% of deposits
- ❑ Fourth quarter net interest margin, excluding acquisition accounting, expanded to 3.62% compared with 3.48% for the third quarter and 3.24% for the year-ago period
- ❑ Fourth quarter efficiency ratio excluding merger and integration costs improved to 56.33% from 57.97% in the third quarter and 73.01% in the fourth quarter 2014
- ❑ Asset quality continues to be strong with non-performing assets at 0.65% of total assets; recorded a negative provision for loan losses of \$3.8 million for the fourth quarter and \$11.6 million for the full year

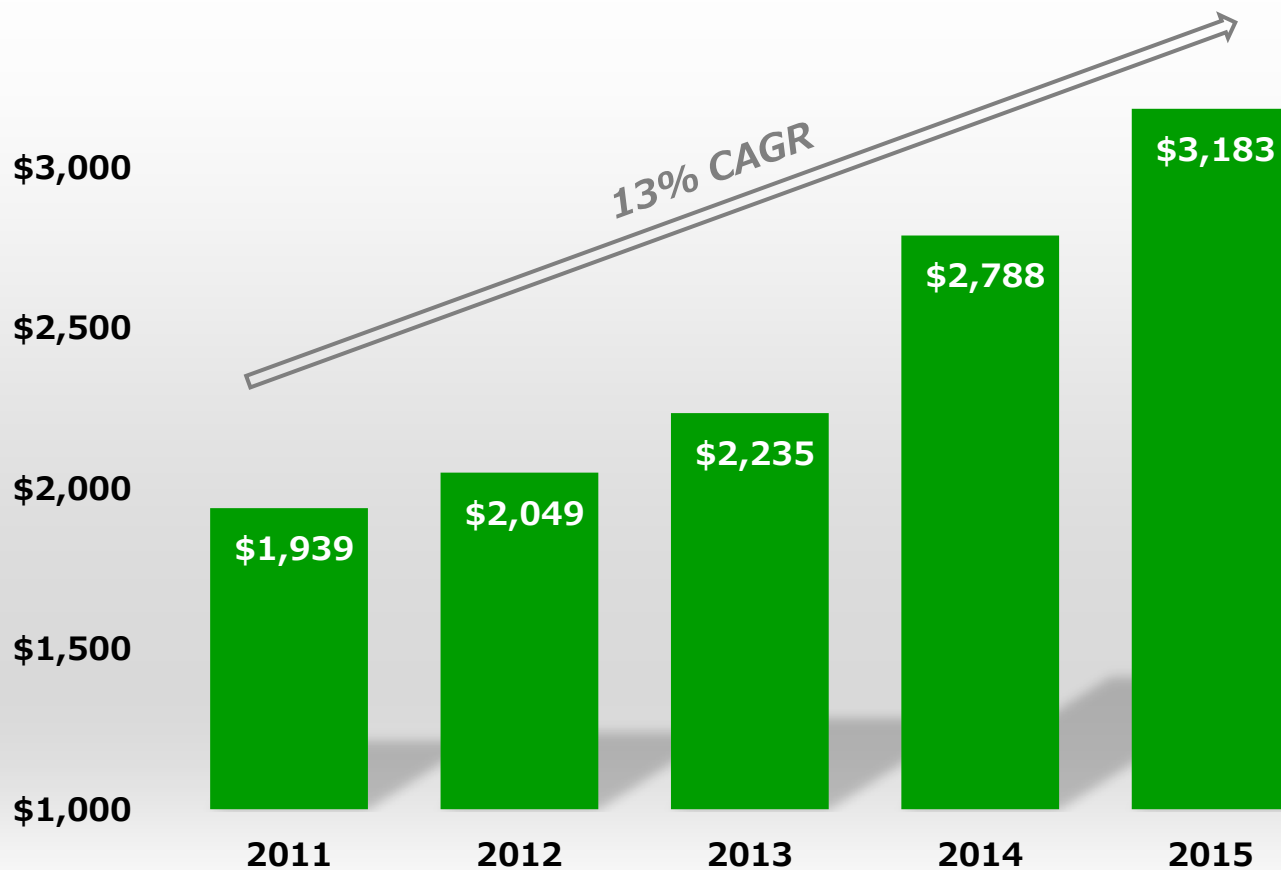
Strong Earnings Performance



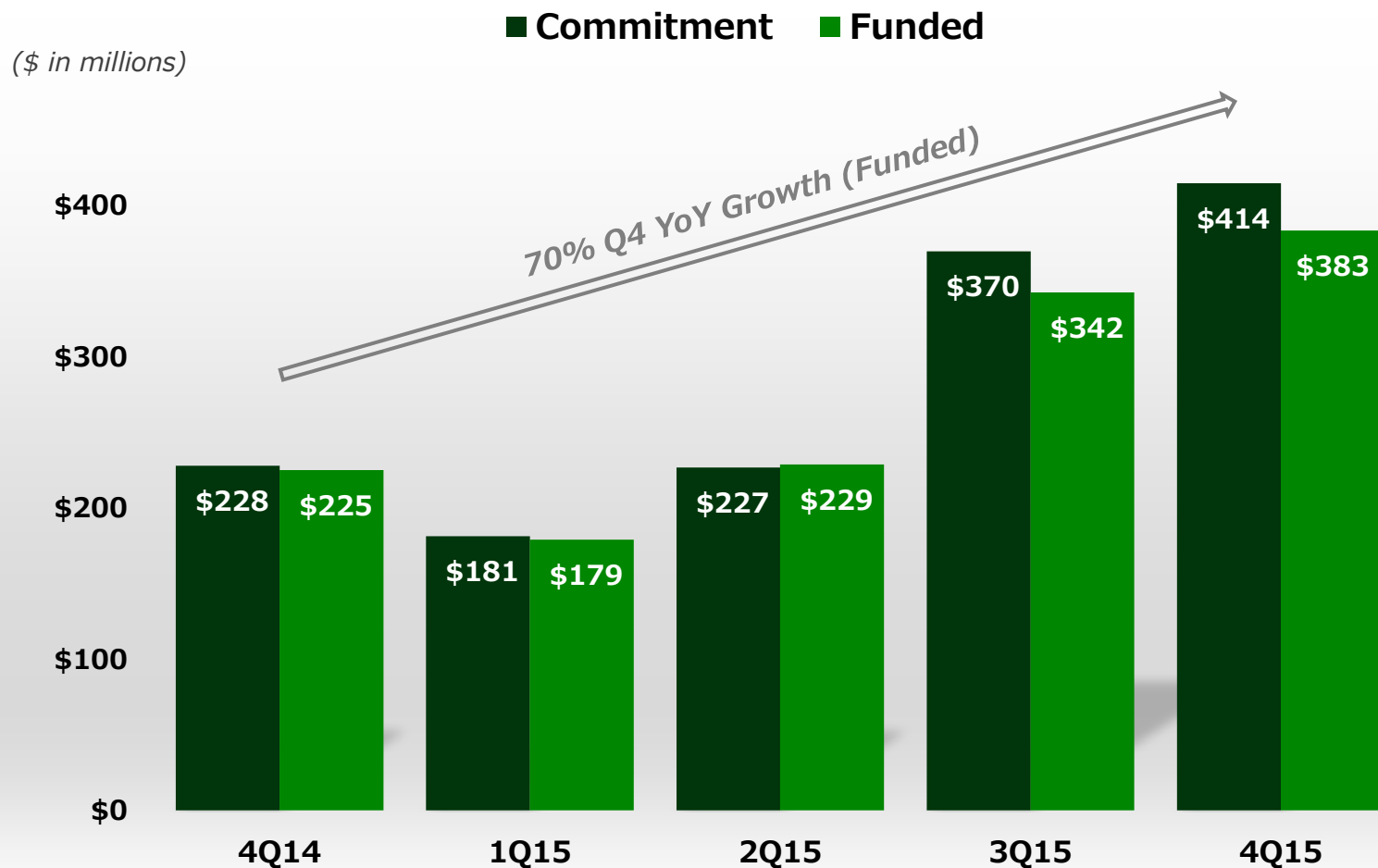
* 2012 net income includes \$46.7 million tax benefit from reversal of deferred tax asset valuation allowance; 2014 net income includes \$14.6 million after-tax bargain purchase gain.

Solid Loan Growth

(\$ in millions)



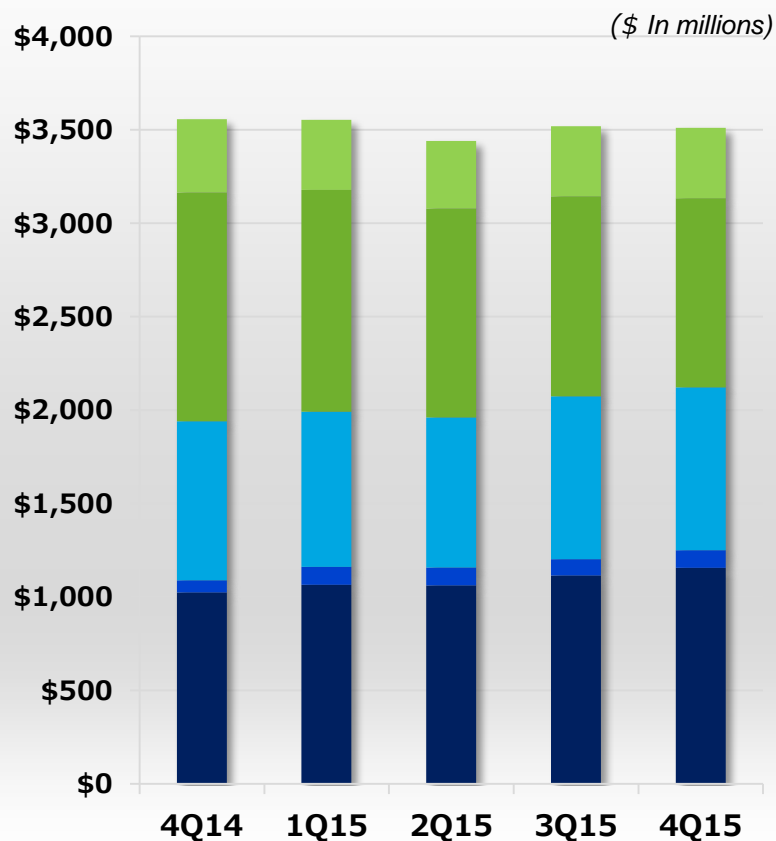
Strong Loan Production



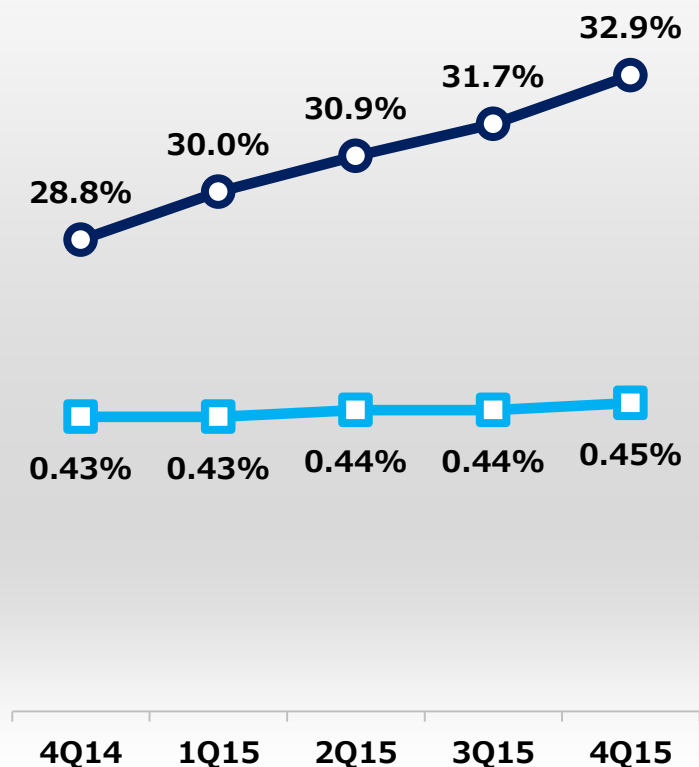
Production includes purchased loans: \$20.5MM (4Q14), \$44.0MM (1Q15), \$20.6MM (2Q15), \$36.2MM (3Q15), \$114.7MM (4Q15)

Increasing Demand Deposits

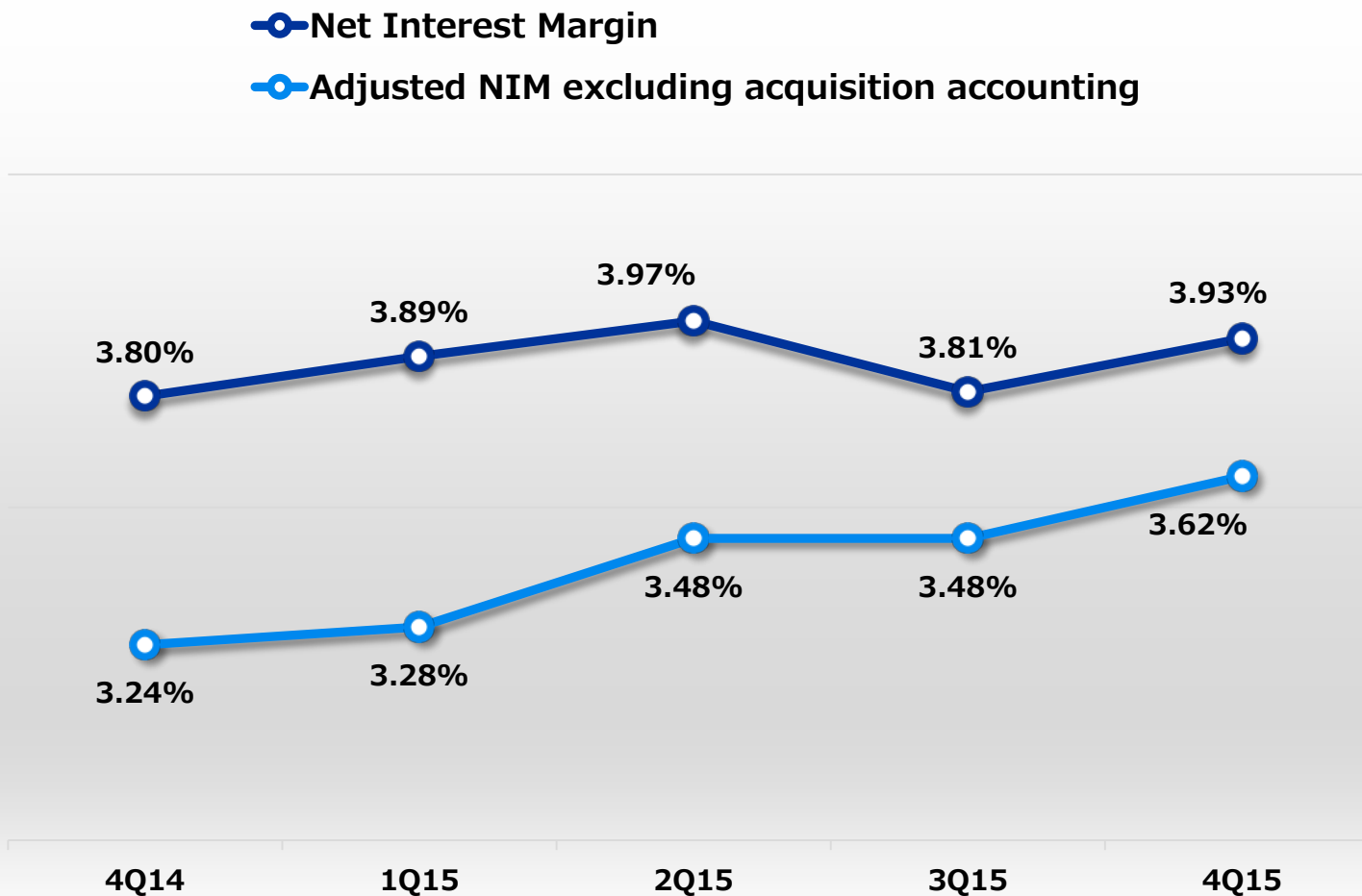
- Noninterest-bearing Demand
- Demand Interest-bearing
- Money Market & Savings
- Time Deposits \leq \$250K
- Time Deposits $>$ \$250K



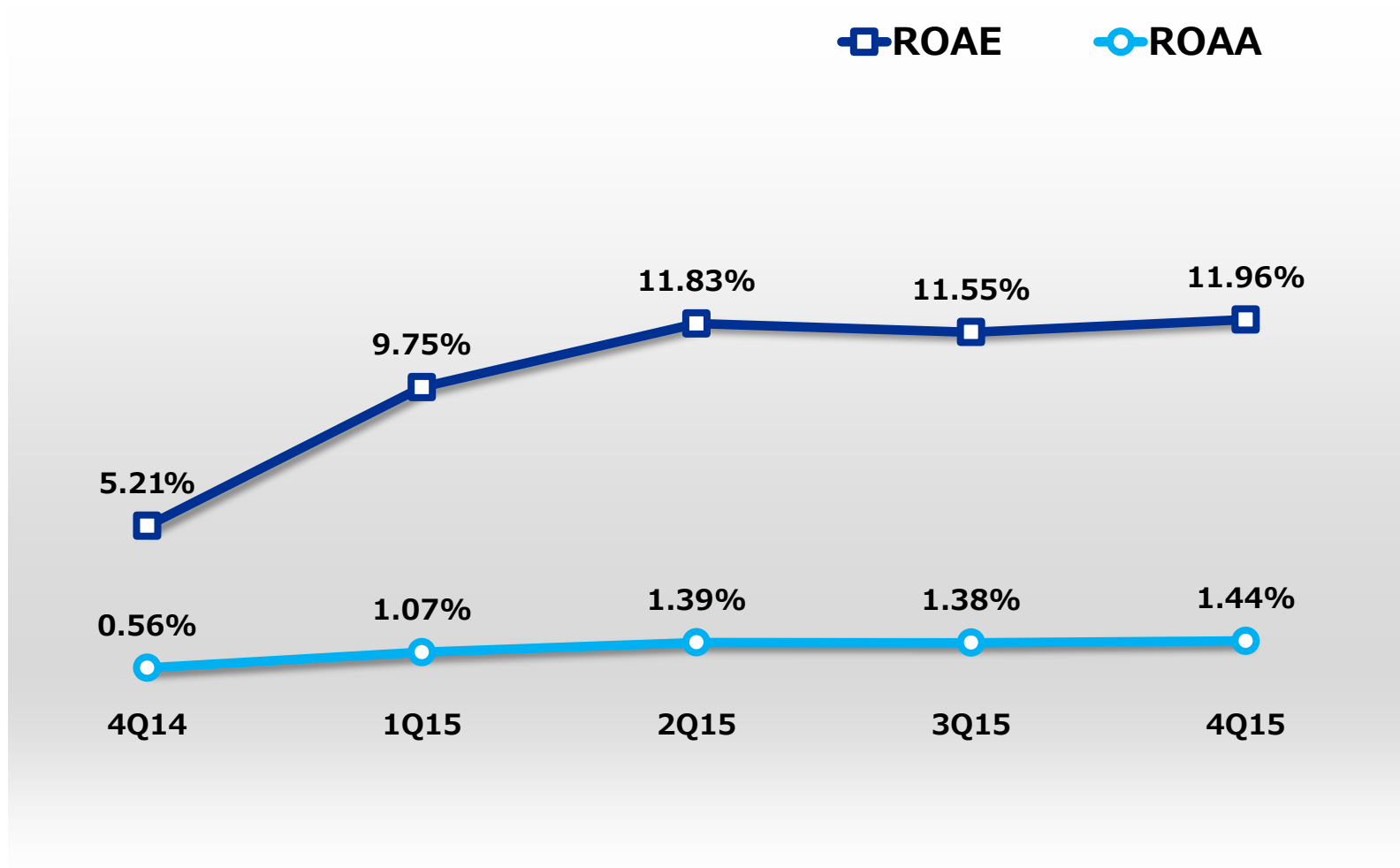
- Noninterest-bearing Demand/ Total Deposits
- Cost of Deposits



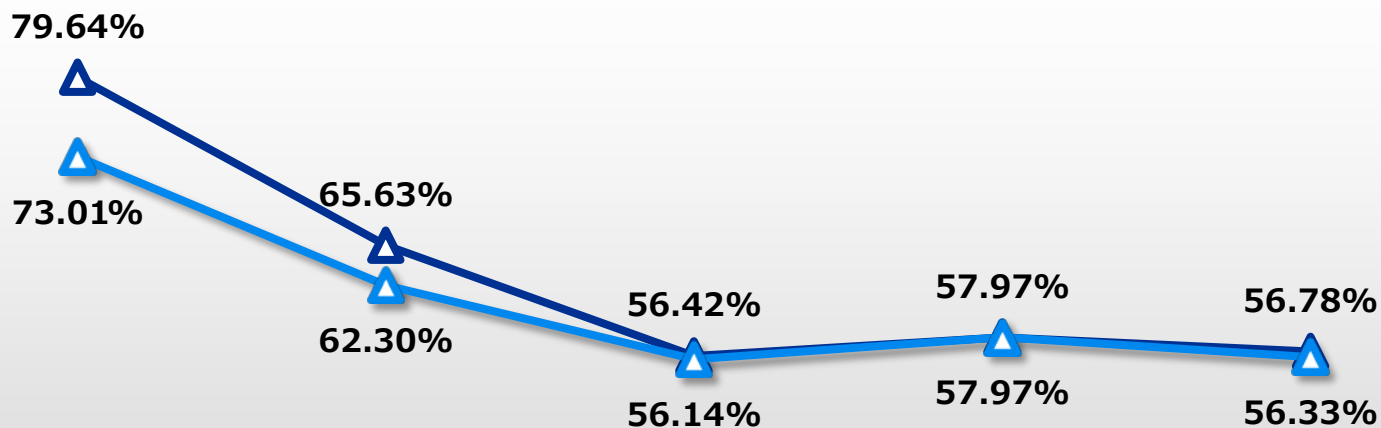
Expanding Net Interest Margin



Solid Return Performance

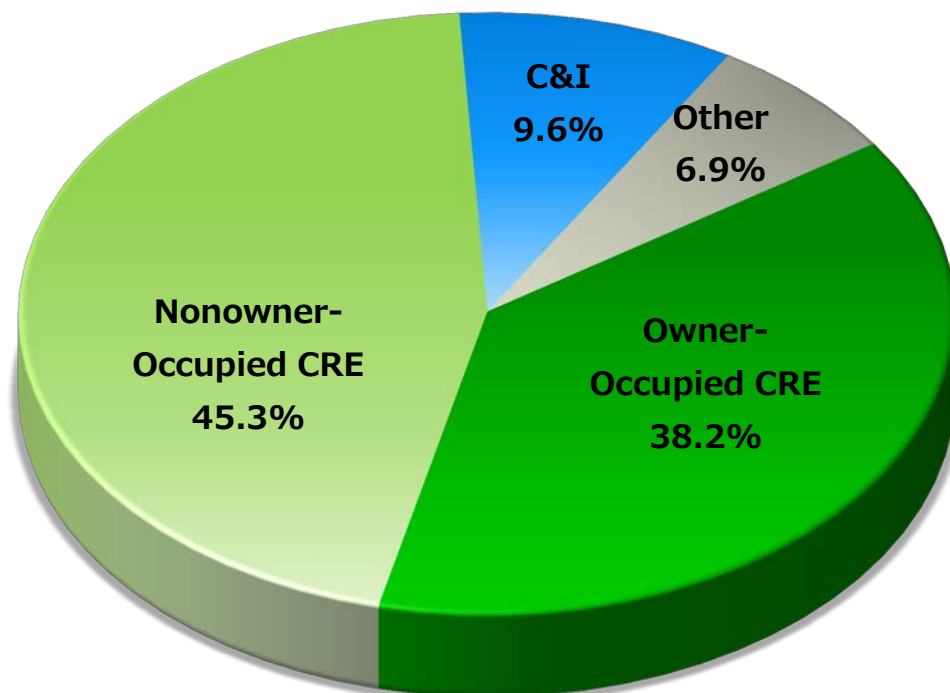


Improving Efficiency Ratio



Adjusted efficiency ratio excluding merger & integration expenses

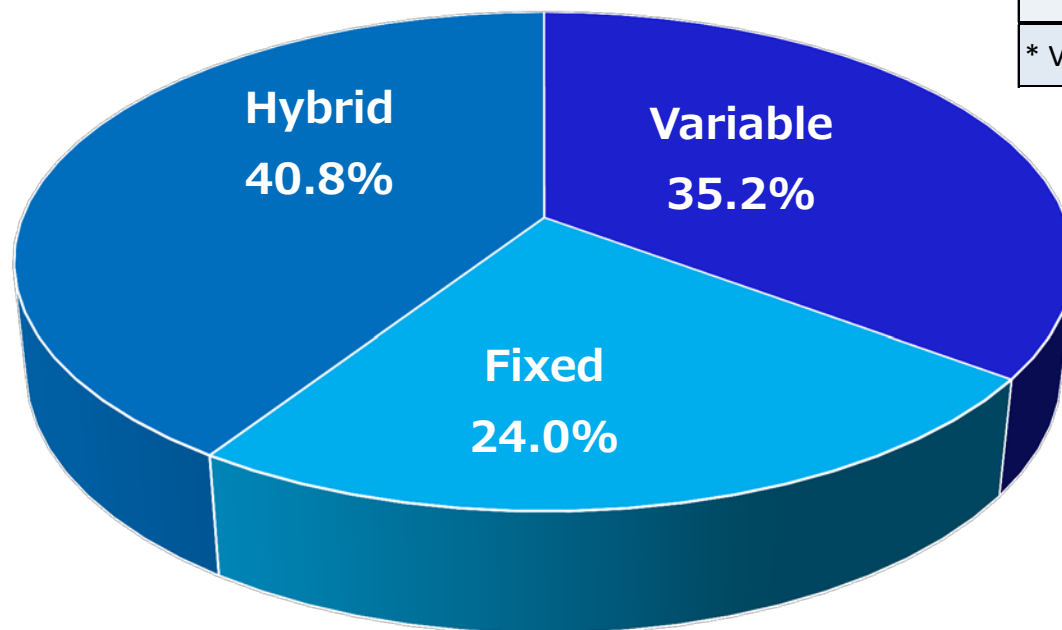
Diversified Loan Portfolio



CRE Loans as of 12/31/15

- **Balance:** \$2.7B
- **Weighted Avg. LTV:** 50.6%

Rate Sensitive Loan Portfolio

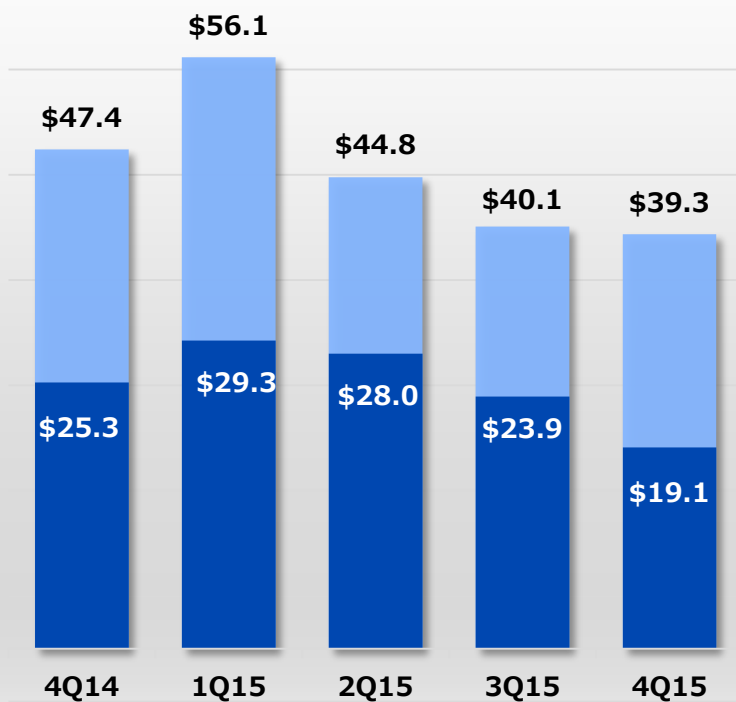


(\$ in millions)	Amount	WAR
Variable *	\$ 1,119	4.51%
Hybrid	\$ 1,300	4.45%
Fixed	\$ 764	4.47%
	\$ 3,183	4.48%
* Variable with Floors	\$ 176	4.62%

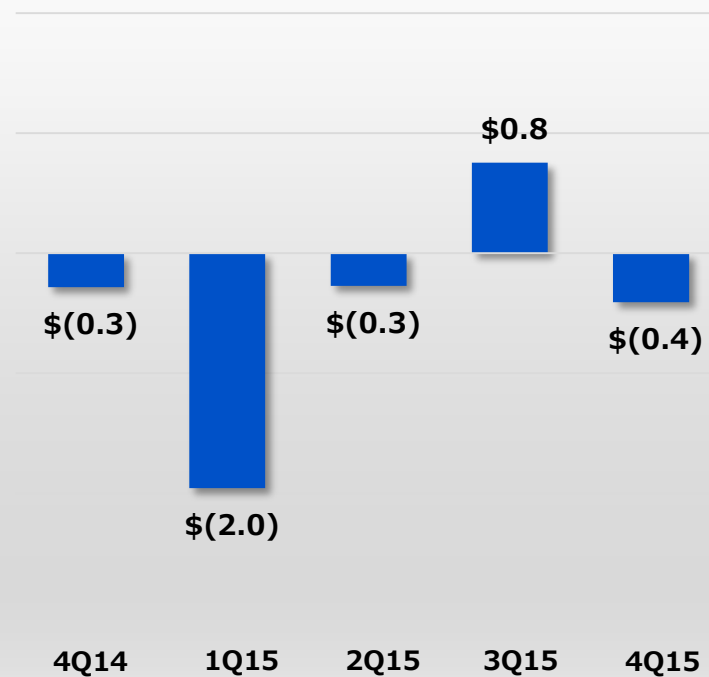
Remains well-positioned for a rising interest rate environment

Strong Asset Quality

■ Classified Loans ■ Nonperforming Loans
(\$ in millions)



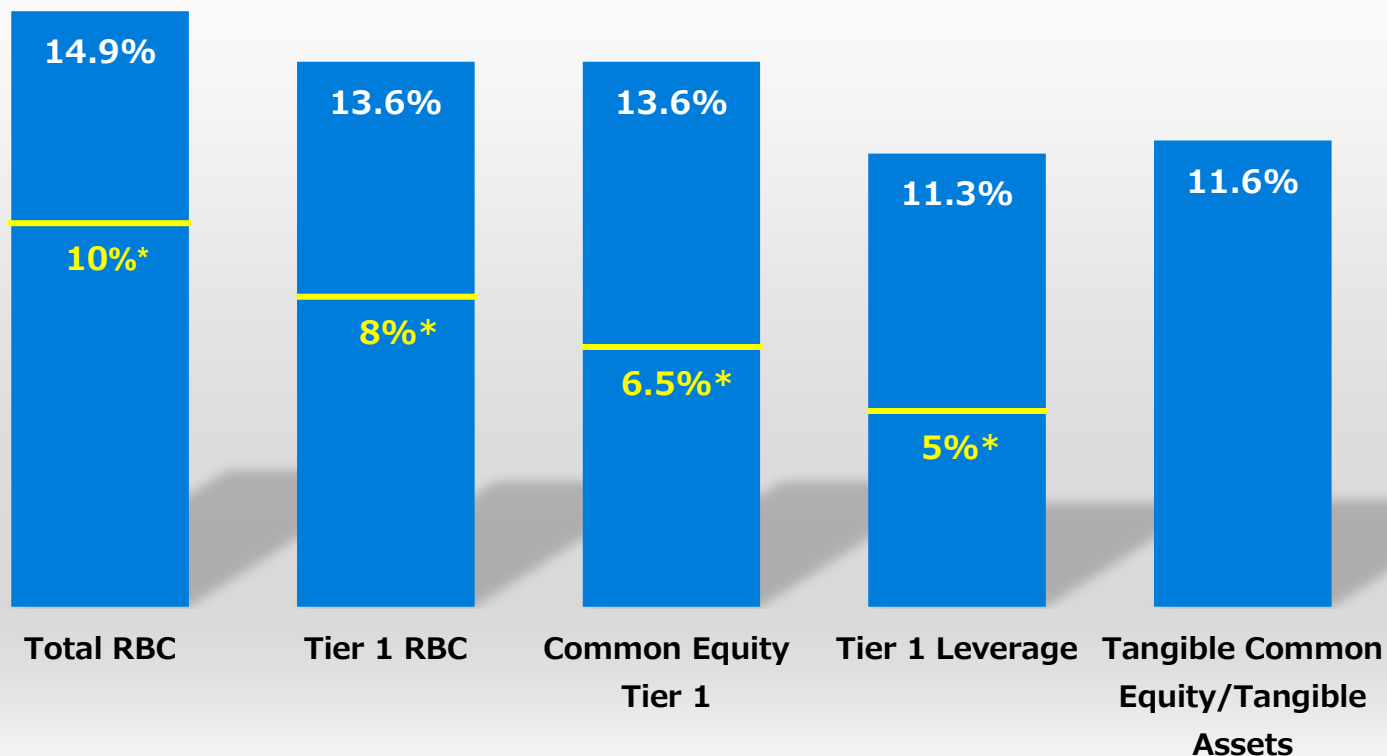
■ Net Charge-offs (Recoveries)
(\$ in millions)



ALLL coverage ratio is 1.35%

Well-Capitalized

Capital Ratios



** Minimum threshold for a well-capitalized institution*

Investment Highlights & Opportunities

- ❑ **Strong balance sheet and excellent asset quality**
- ❑ **Growth opportunities in new markets - expanded geographic footprint and customer base, including the broader Asian American and mainstream communities**
- ❑ **Premier core deposit franchise with a low-cost deposit base**
- ❑ **Future earnings power**
 - **Loan growth**
 - **Healthy net interest margin**
 - **Scalable infrastructure to support growth**
- ❑ **Solid annualized dividend yield → 2.7%***

** Cash dividend for 4Q15 of \$0.14/share and closing price of \$20.65 at 1/26/2016*

Q & A

Appendix

Purchase Accounting Adjustment

	Three Months Ended			Year Ended	
	December 31, 2015	September 30, 2015	December 31, 2014	December 31, 2015	December 31, 2014
Core loan yield	4.75%	4.76%	4.78%	4.75%	4.82%
Accretion of discount on purchased loans	0.24%	0.24%	0.54%	0.38%	0.19%
As reported	4.99%	5.00%	5.32%	5.13%	5.01%
Core deposit cost	0.57%	0.60%	0.63%	0.60%	0.55%
Accretion of time deposits premium	0.12%	0.16%	0.20%	0.16%	0.08%
As reported	0.45%	0.44%	0.43%	0.44%	0.47%

	Three Months Ended					
	December 31, 2015		September 30, 2015		December 31, 2014	
	Amount	Rate	Amount	Rate	Amount	Rate
	<i>(in thousands)</i>					
Net interest income and net interest margin excluding acquisition accounting ⁽¹⁾	\$ 34,889	3.62%	\$ 32,996	3.48%	\$ 31,891	3.24%
Accretion of discount on Non-PCI loans	2,090	0.21%	1,209	0.13%	2,802	0.28%
Accretion of discount on PCI loans	(208)	-0.02%	514	0.05%	963	0.10%
Accretion of time deposits premium	1,146	0.12%	1,378	0.15%	1,747	0.18%
Amortization of subordinated debentures discount	(51)	-	(46)	-	(36)	-
Net impact	2,977	0.31%	3,055	0.33%	5,476	0.56%
As reported ⁽¹⁾	\$ 37,866	3.93%	\$ 36,051	3.81%	\$ 37,367	3.80%

	Year ended			
	December 31, 2015		December 31, 2014	
	Amount	Rate	Amount	Rate
	<i>(in thousands)</i>			
Net interest income and net interest margin excluding acquisition accounting ⁽¹⁾	\$ 131,996	3.47%	\$ 115,238	3.65%
Accretion of discount on Non-PCI loans	9,416	0.25%	3,821	0.12%
Accretion of discount on PCI loans	1,616	0.04%	1,448	0.04%
Accretion of time deposits premium	5,634	0.15%	2,338	0.07%
Amortization of subordinated debentures discount	(176)	-0.01%	(71)	-
Net impact	16,490	0.43%	7,536	0.23%
As reported ⁽¹⁾	\$ 148,486	3.90%	\$ 122,774	3.88%

⁽¹⁾ Amounts calculated on a fully taxable equivalent basis using the current statutory federal tax rate.

Korean American Banks in U.S.

	Holding Company/Bank (as of 9/30/2015 otherwise noted)	Total Deposits (in 000s)	Total Assets (in 000s)	Branches	Locations
1	BBCN Bancorp Inc. (at 12/31/2015)	\$6,340,976	\$7,912,070	50	CA, IL, WA, VA, NY, NJ
2	Wilshire Bancorp Inc. (at 12/31/2015)	\$3,839,876	\$4,713,468	35	CA, TX, AL, GA, NY, NJ
3	Hanmi Financial Corp. (at 12/31/2015)	\$3,509,976	\$4,234,521	42	CA, TX, IL, VA, NJ
4	Pacific City Financial Corp.	\$928,429	\$1,028,887	10	CA, NJ
5	Commonwealth Business Bank	\$675,225	\$778,807	5	CA
6	Metro City Bank	\$561,544	\$665,496	9	GA, AL, VA
7	Open Bank	\$509,716	\$606,224	7	CA
8	First Intercontinental Bank	\$266,118	\$317,353	5	GA
9	Noah Bank	\$254,967	\$309,008	5	NJ, NY, PA
10	UniBank	\$239,328	\$272,359	4	WA
11	NewBank	\$212,241	\$253,591	4	NJ, NY
12	Uniti Financial Corp.	\$200,609	\$234,504	3	CA
13	NOA Bank	\$187,450	\$226,572	3	GA
14	US Metro Bank	\$107,160	\$128,225	1	CA
15	Ohana Pacific Bank	\$102,879	\$118,886	2	HI
	South Korea-based banks:				
16	Woori America Bank	\$1,193,401	\$1,357,652	18	CA, MD, NJ, NY, PA, VA
17	Shinhan Bank America	\$847,251	\$1,016,427	15	CA, GA, NJ, NY, TX
18	BNB Hana Bank	\$203,865	\$238,405	4	NJ, NY

Source: SNL Financial

Hanmi History

- 2015 Redefines Hanmi Corp. Brand
- 2014 Completes acquisition of Central Bancorp, Inc.
- 2011 Completes \$70 million secondary common stock offering
- 2007 Becomes first Korean American bank to launch mobile banking services
- 2004 Completes acquisition of Pacific Union Bank
- 2001 HAFC common stock listed on Nasdaq
- 1998 Surpasses Pacific Union to become largest Korean American bank
- 1990 Moves to current headquarters in Los Angeles
- 1982 Hanmi Bank-First Korean American bank founded



Hanmi Financial Corporation™