

# Hanmi Financial Corporation



Los Angeles

New York/  
New Jersey

Virginia

Chicago

Dallas

Houston

San Francisco

San Diego



## Janney Non-Deal Roadshow

June 2022

# 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, economic and competitive outlook, investment and expenditure plans, capital and financing needs and availability, litigation, plans and objectives, merger or sale activity, the effects of COVID-19 on our business, financial condition and results of operations, and all other forecasts and statements of expectation or assumption underlying any of the foregoing. These statements involve known and unknown 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, inflation, fluctuations in interest rate and credit risk, competitive pressures, the ability to succeed in new markets, balance sheet management, the ability to identify and remediate any material weakness in internal controls over financial reporting, and other operational factors.

Further, given its ongoing and dynamic nature, it is difficult to predict the full impact of the COVID-19 pandemic on our business, financial condition and results of operations. The extent of such impact will depend on future developments, which are highly uncertain, including when the coronavirus can be controlled and abated. As the result of the COVID-19 pandemic and the related adverse local and national economic consequences, we could be subject to various risks, any of which could have a material, adverse effect on our business, financial condition, liquidity, and results of operations.

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 our earnings release dated April 26, 2022, including the section titled “Forward Looking Statements and 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 our earnings release dated April 26, 2022, including the section titled “Forward Looking Statements and the Company’s SEC filings. The Company disclaims any obligation to update or revise the forward-looking statements herein.

# Hanmi Franchise at a Glance



## Experienced Bankers with Deep Community Ties

### Second Largest Korean-American Bank in the U.S.

- Founded in 1982 in Los Angeles, as the first Korean-American bank
- 35 full-service branches and 8 loan production offices across 9 states
- Focused on MSAs with high Asian-American and multi-ethnic populations
- Strong track record of growth
- Well capitalized, significantly above regulatory requirements

(1) Loan growth CAGR between 2013, when new senior management was appointed, and 1Q22

(2) Non-GAAP financial measure; refer to the non-GAAP reconciliation slide

As of 1Q22

Total Assets  
**\$6.7B**

Loans  
**\$5.3B**

Deposits  
**\$5.8B**

Loan Growth<sup>(1)</sup>  
**11.3%**

TBVPS<sup>(2)</sup>  
**\$20.02**

TCE/TA<sup>(2)</sup>  
Ratio  
**9.07%**

# Management Team

Name	Position	Banking Experience (Years)	Hanmi Experience (Years)	Previous Experience
Bonnie Lee	President & CEO	36	9	BBCN Bancorp, Shinhan Bank America, Nara Bank
Romolo Santarosa	SEVP, Chief Financial Officer	31	7	Opus Bank, First California Financial Group
Anthony Kim	EVP, Chief Banking Officer	28	9	BBCN Bancorp
Matthew Fuhr	EVP, Chief Credit Administration Officer	26	7	Pacific Western Bank, FDIC
Mike Park	EVP, Chief Credit Risk Officer	34	8	East West Bank
Anna Chung	EVP, Chief SBA Lending Officer	39	8	East West Bank, Nara Bank, Wilshire Bank, First American Bank
Navneeth Naidu	EVP, Chief Technology Officer	20	4	Columbia Bank, American Marine Bank, First Capital Bank of Texas
Michael Du	SVP, Chief Risk Officer	23	3	Pacific Western Bank, Unify Financial Federal Credit Union

# The Hanmi Story



“For 40 years, we have been dedicated to **helping our stakeholders bank on their dreams.**

Our close customer **partnerships**, along with our **deep community ties**, have enabled Hanmi to **grow and flourish** and position us exceptionally well for the next 40 years.”



**1982**

First Korean American Bank in the U.S.

**1988**

Began offering SBA loans;  
Acquired First Global Bank

**2001**

Listed HAFC common stock

**2004**

Acquired Pacific Union Bank  
(\$1.2B in assets acquired)

**2007**

Completed \$70 million secondary common stock offering

**2013**

C.G. Kum appointed as the new CEO;  
Bonnie Lee appointed as the new COO

**2014**

Acquired Central Bancorp, Inc.  
(\$1.3B in assets acquired)

**2016**

Acquired Commercial Equipment Leasing Division (CELD)

**2017**

Assets surpassed \$5 billion;  
Opened a Manhattan, NY branch

**2018**

Opened Chinatown branch in Houston, Texas

**2019**

Bonnie Lee appointed as the new CEO

**2020**

Embarked on mortgage & digital banking initiatives



# Why Hanmi?

- Strong deposit growth reflecting a 10.6% CAGR since 2013
- Noninterest-bearing deposit at 2.7 billion, represents 46% of total deposits as of March 31, 2022, and reflects a 15.4% CAGR since 2013
- Business deposits represent 55% of total deposits as of March 31, 2022

## Premier Core Deposit

## Diversified Loan Portfolio and Disciplined Credit Administration

- Strong average loan growth reflecting an 11.3% CAGR since 2013
- Significant progress reducing CRE concentration from 85% of the total portfolio, as of December 31, 2013 to 71%, as of March 31, 2022, through portfolio diversification that includes leasing, residential mortgage, and multi-family
- Allowance for credit losses to loans of 1.34%, as of March 31, 2022, compared with 1.41% at the end of the prior quarter; nonaccrual loans decreased 14% quarter-over-quarter

## Prudent Capital Management

## Strong Culture and Commitment to ESG

- Bank remains well capitalized and Company exceeds minimum capital requirements as of March 31, 2022
- Tangible book value per share (TBVPS) grew by 8% in the last twelve months
- Dividends appropriate with earnings level, demonstrating management's confidence in the Company's performance

- 89% ethnically diverse workforce and 67% female workforce
- 354 Hanmi Bank Dream Scholarships awarded to support at-risk youth program
- \$7.5 million long-term commitment to a Community Reinvestment Act fund

# 1Q22 Highlights

Net Income	Diluted EPS	ROAA	ROAE	NIM	Efficiency Ratio	TBVPS*
<u>\$20.7M</u>	<u>\$0.68</u>	<u>1.22%</u>	<u>12.74%</u>	<u>3.10%</u>	<u>53.29%</u>	<u>\$20.02</u>

- **Net income** was \$20.7 million, or \$0.68 per diluted share, down 37.9% from \$33.3 million, or \$1.09 per diluted share for the prior quarter and up 24.2% from \$16.7 million, or \$0.54 per diluted share for the first quarter in 2021
  - **Net interest income** was \$51.0 million, up 2.9% from the prior quarter; net interest margin of 3.10%
  - **Noninterest income** decreased by 8.3% to \$8.5 million from the prior quarter due to lower gains on the sale of SBA 7(a) loans
  - **Noninterest expense** was \$31.7 million, comparable with the prior quarter
  - **Efficiency ratio** was 53.29%, comparable with 53.81% for the prior quarter
- **Loans receivable** increased by 3.6% from the prior quarter to \$5.34 billion
  - **Loan production** was \$506.9 million with an average rate of 3.95%
- **Deposits** were \$5.78 billion at March 31, 2022 with noninterest-bearing demand deposits, up 4.0% from the year-end
  - **Cost of interest-bearing deposits** improved 2 basis points to 0.26% from the prior quarter
- **Credit loss expense** was a recovery of \$1.4 million; allowance for credit losses to loans was 1.34% at March 31, 2022
- **Tangible common equity to tangible assets\*** was 9.07% at the end of the first quarter and had a Common equity Tier 1 capital ratio of 11.33% and a Total capital ratio of 14.71%

\*Non-GAAP financial measure; refer to the non-GAAP reconciliation slide

# 1Q22 Financial Summary

(\$ million, except EPS)

(\$ million, except EPS)	1Q22	4Q21	1Q21	Change <sup>(1)</sup>	
				Q/Q	Y/Y
<b>Income Statement Summary</b>					
Net interest income	\$ 51.0	\$ 49.5	\$ 46.0	2.9%	10.8%
Noninterest income	8.5	9.3	9.8	-8.3%	-13.1%
Operating revenue	59.5	58.8	55.8	1.2%	6.6%
Noninterest expense	31.7	31.6	29.5	0.2%	7.3%
Credit loss (recovery) expense	(1.4)	(16.0)	2.1	91.4%	-165.2%
Pretax income	29.2	43.1	24.2	-32.4%	20.7%
Income tax expense	8.5	9.8	7.5	-13.4%	12.8%
Net income	\$ 20.7	\$ 33.3	\$ 16.7	-37.9%	24.2%
EPS-Diluted	\$ 0.68	\$ 1.09	\$ 0.54		
<b>Selected balance sheet items</b>					
Loans receivable	\$ 5,338	\$ 5,152	\$ 4,817	3.6%	10.8%
Deposits	5,783	5,786	5,510	-0.1%	5.0%
Total assets	6,737	6,859	6,438	-1.8%	4.6%
Stockholders' equity	\$ 621	\$ 643	\$ 582	-3.4%	6.8%
<b>Profitability Metrics</b>					
Return on average assets	1.22%	1.93%	1.08%	(71)	14
Return on average equity	12.74%	20.89%	11.63%	(815)	111
TCE/TA <sup>(2)</sup>	9.07%	9.23%	8.87%	(16)	20
Net interest margin	3.10%	2.96%	3.09%	14	1
Efficiency ratio	53.29%	53.81%	52.92%	(52)	37

Note: numbers may not foot due to rounding

(1) Percentage change calculated from dollars in thousands; change in basis points for profitability metrics

(2) Non-GAAP financial measure, refer to the non-GAAP reconciliation slide

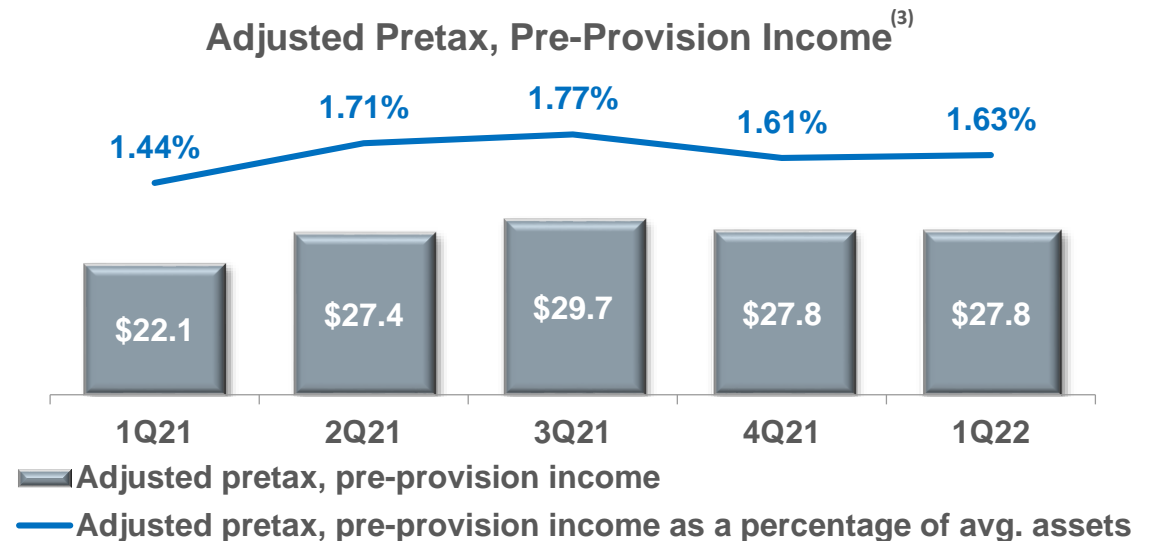
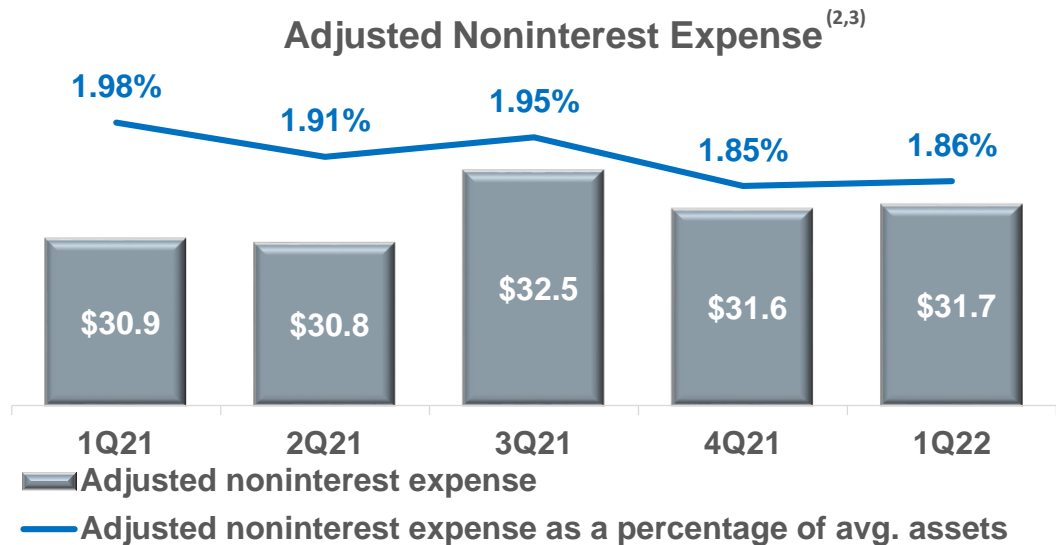


# Adjusted Pretax Pre-Provision Income <sup>(3)</sup>

(\$ in million)

	1Q22	4Q21	3Q21	2Q21	1Q21
<b>Income Statement Summary</b>					
Net interest income	\$ 51.0	\$ 49.5	\$ 50.0	\$ 49.6	\$ 46.0
Adjusted Noninterest income <sup>(1,3)</sup>	8.5	9.9	12.2	8.6	7.0
Adjusted Operating revenue <sup>(3)</sup>	59.5	59.4	62.2	58.2	53.0
Adjusted Noninterest expense <sup>(2,3)</sup>	31.7	31.6	32.5	30.8	30.9
Adjusted Pretax, Pre-Provision income <sup>(3)</sup>	\$ 27.8	\$ 27.8	\$ 29.7	\$ 27.4	\$ 22.1

- Adjusted pretax, pre-provision income <sup>(3)</sup> for 1Q22 up 26% compared with the same quarter last year
- Adjusted operating revenue <sup>(3)</sup> remained relatively even at \$59.5 million compared with the prior quarter
- Adjusted operating revenue <sup>(3)</sup> includes traditional non-PPP SBA 7(a) gains of \$2.5 million (1Q22), \$3.8 million (4Q21), \$5.5 million (3Q21), \$3.3 million (2Q21), and \$1.7 million (1Q21)



Note: Numbers may not add due to rounding

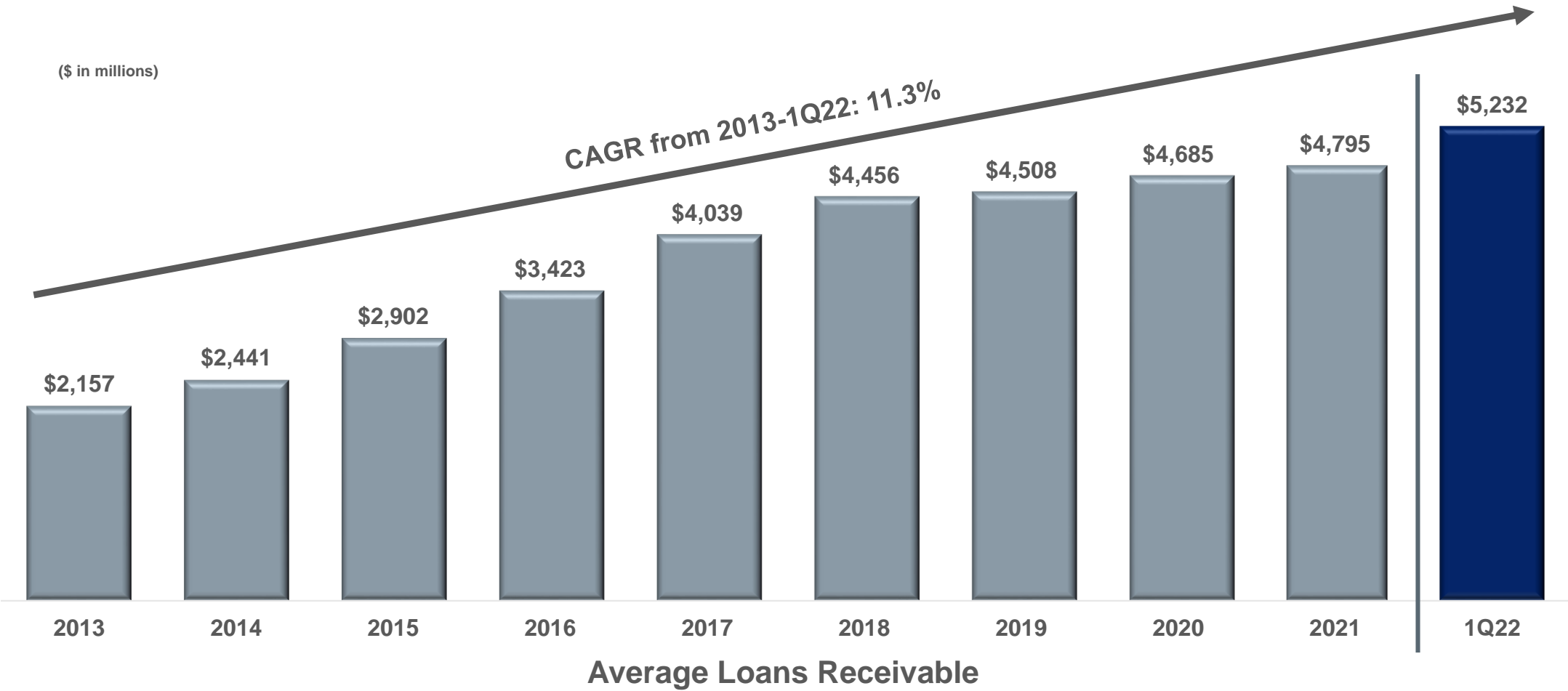
(1) Excludes \$598 thousand of securities losses in 4Q21, \$339 thousand of PPP gains in 3Q21, \$203 thousand of PPP gains, and \$75 thousand legal settlement for 2Q21, \$2.5 million of PPP gains, \$250 thousand legal settlement and \$99 thousand gain on securities for 1Q21

(2) Excludes PPP deferred loan origination costs of \$1.4 million for 1Q21

(3) Non-GAAP financial measure; refer to the non-GAAP reconciliation slide

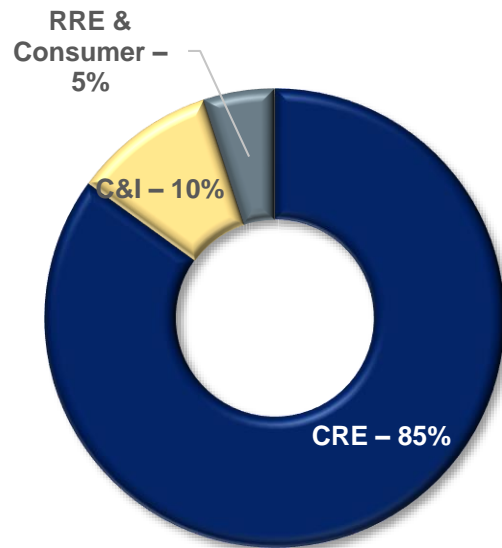
# Loan Trend

Strong average loan growth reflecting an 11.3% CAGR since 2013.



# Successful Portfolio Diversification Strategy

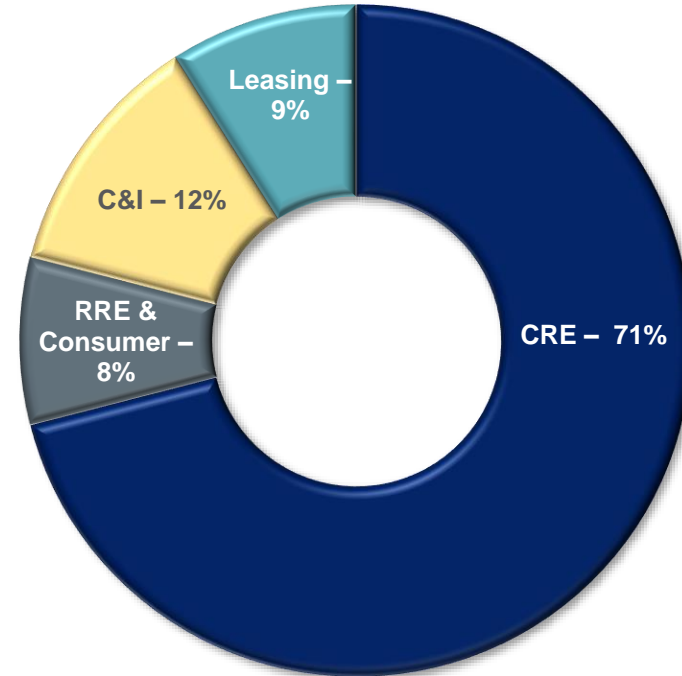
Loan Composition  
12/31/2013



\$2.23 Billion

11.2% CAGR

Loan Composition  
3/31/2022



\$5.34 Billion

Significant progress reducing CRE concentration from 85% of total portfolio to 71%

# Loan Portfolio Composition

## \$5.34 Billion Loan Portfolio (as of 03/31/22)

### Commercial Real Estate Portfolio

\$ in millions

Outstanding	\$3,771
1Q22 Average Yield	4.17%

### RRE & Consumer Portfolio

\$ in millions

Outstanding	\$433
1Q22 Average Yield	3.46%

### Commercial & Industrial Portfolio

\$ in millions

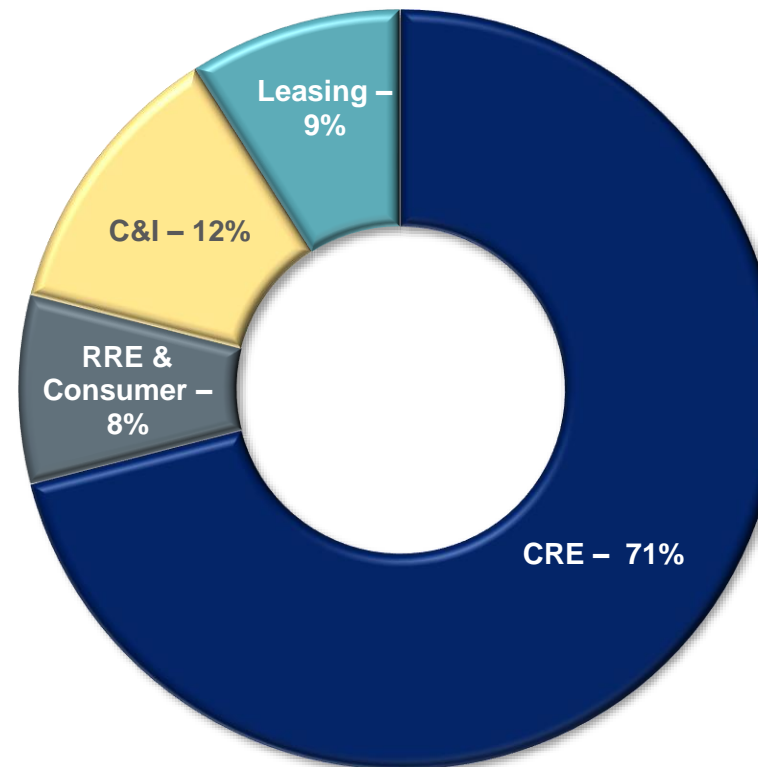
Outstanding	\$633
1Q22 Average Yield	4.06%

### Leasing Portfolio

\$ in millions

Outstanding	\$500
1Q22 Average Yield	4.90%

## Loan Portfolio Composition



# CRE Portfolio Composition

## \$3.77 Billion CRE Portfolio (as of 03/31/22)

### Investor (Non-owner) Occupied

# of Loans	980
Average Balance (\$ in millions)	\$2.7
Weighted Average Loan-to-Value Ratio <sup>(1)</sup>	51.5%
Weighted Average Debt Coverage Ratio	1.71x

### Construction

# of Loans	11
Average Balance (\$ in millions)	\$8.0
Weighted Average Loan-to-Value Ratio <sup>(2)</sup>	47.1%
Weighted Average Debt Coverage Ratio	N/A

### Multifamily

# of Loans	175
Average Balance (\$ in millions)	\$1.8
Weighted Average Loan-to-Value Ratio <sup>(1)</sup>	50.1%
Weighted Average Debt Coverage Ratio	1.70x

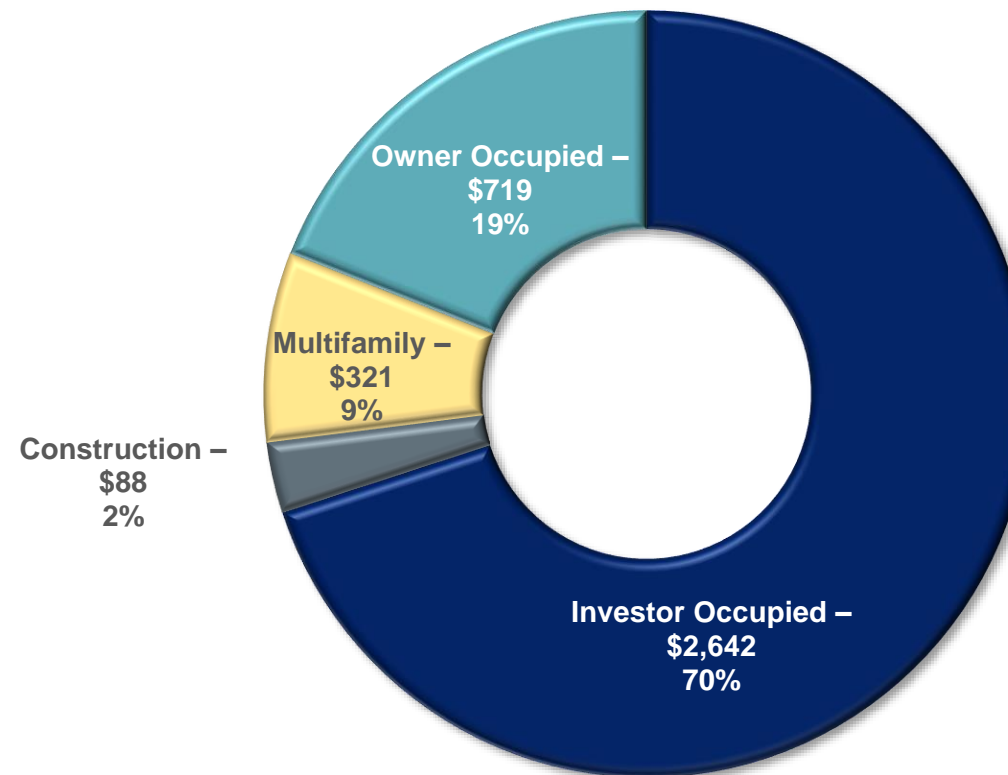
### Owner Occupied

# of Loans	825
Average Balance (\$ in millions)	\$0.9
Weighted Average Loan-to-Value Ratio <sup>(1)</sup>	47.2%
Weighted Average Debt Coverage Ratio	2.55x

(1) Original LTV, when the loan was first underwritten

(2) Original LTV, calculated against the outstanding balance and not the committed amount

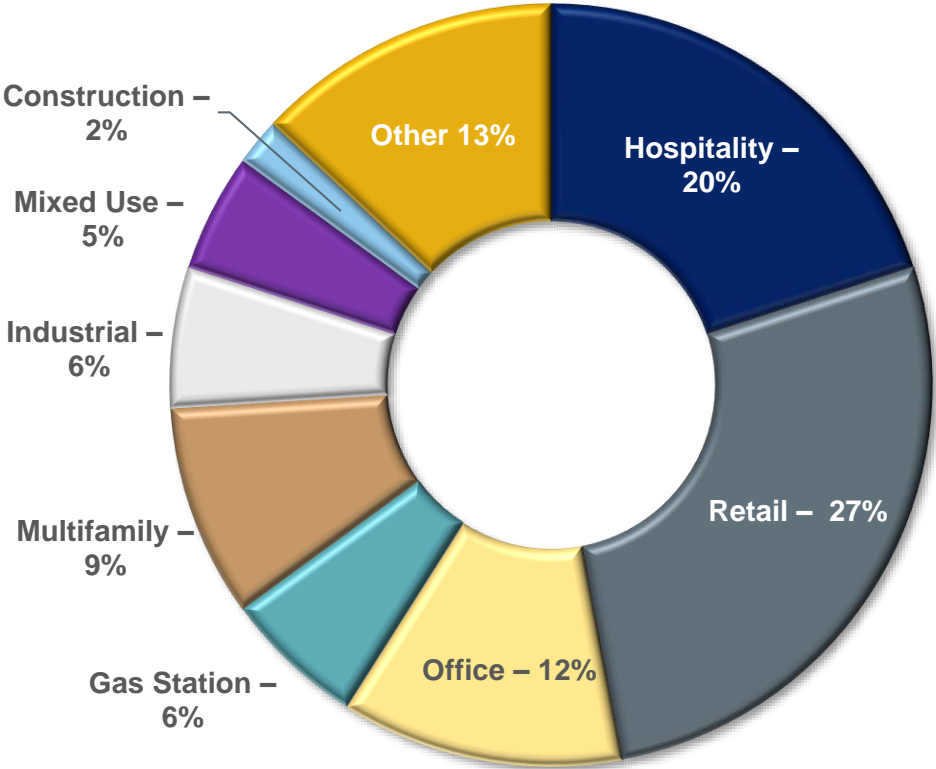
### CRE Portfolio Composition (\$ in millions)



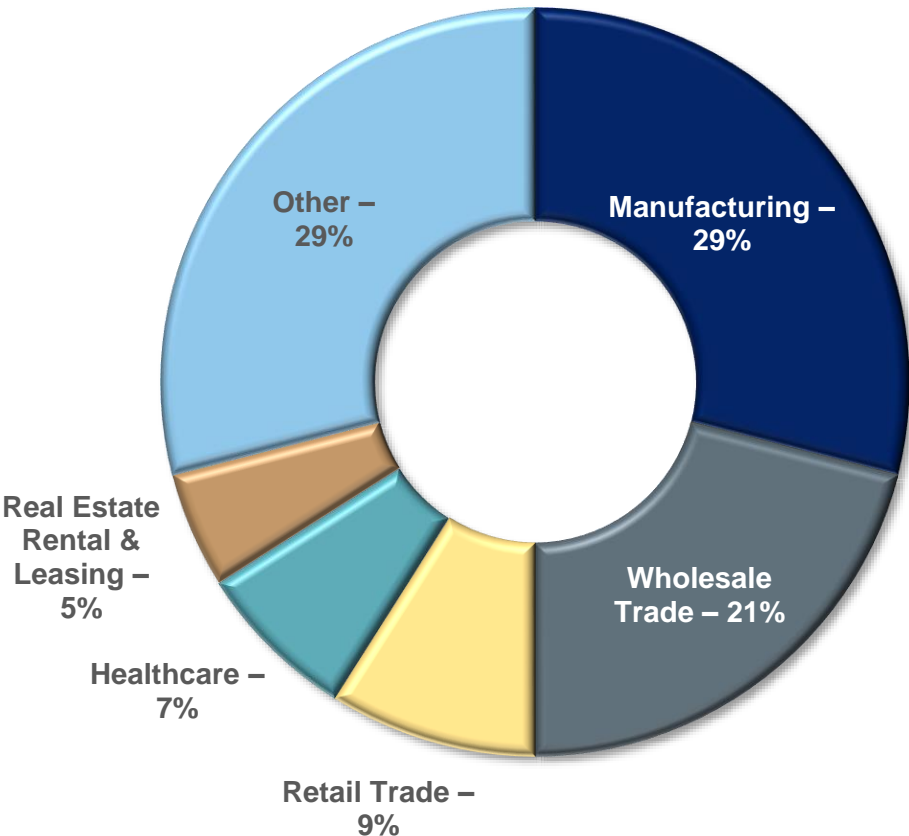
# Loan Portfolio Diversification

Loan portfolio is well diversified across property and business types.

CRE Portfolio  
\$3.77B



C&I Portfolio  
\$633M

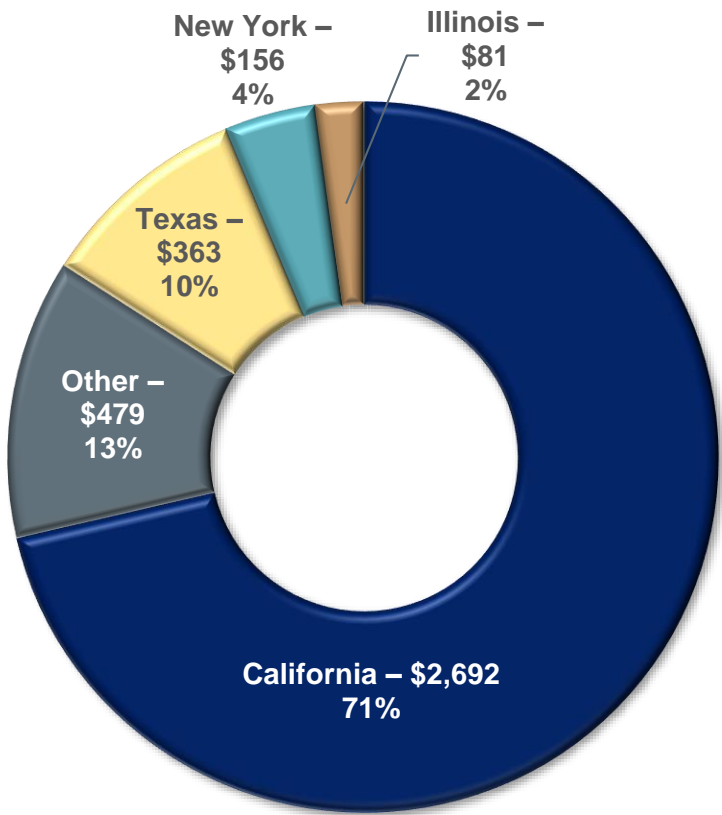




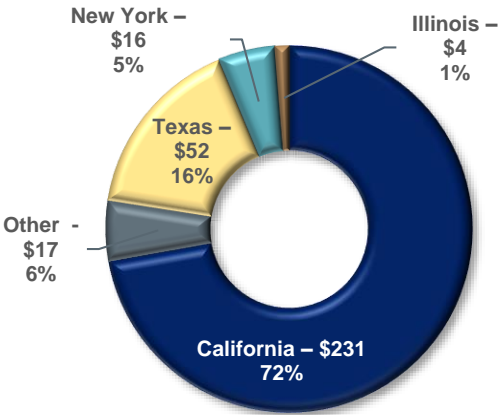
# CRE Portfolio Geographical Exposure

(\$ in millions)

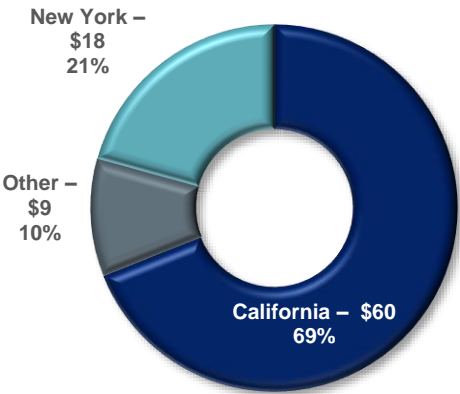
CRE Composition by State  
\$3,771M



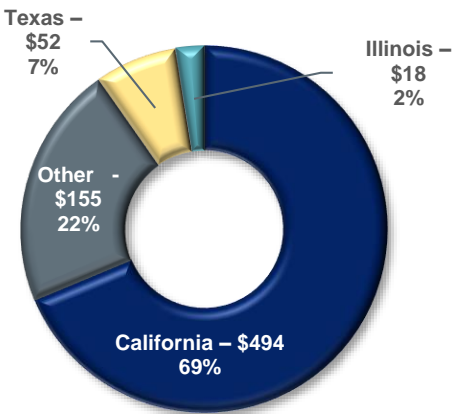
Multifamily by State  
\$321M



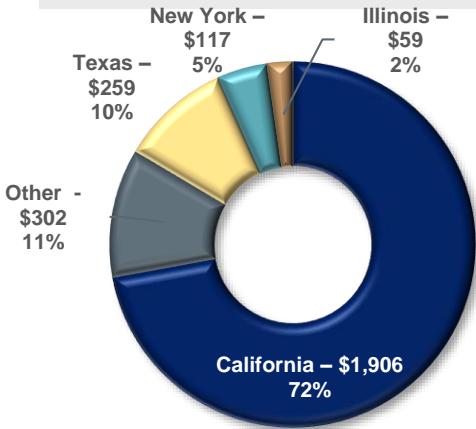
Construction by State  
\$88M



Owner Occupied by State  
\$719M

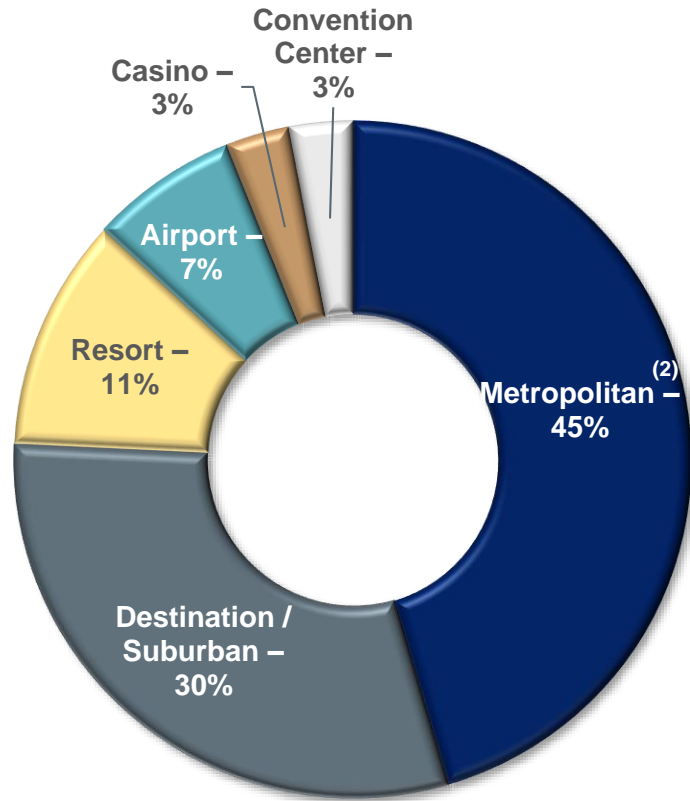


Investor Occupied by State  
\$2,643M



# Hospitality Segment by Location Type

Hospitality segment<sup>(1)</sup> declined by 20% since the onset of the pandemic (1Q20) to \$737 million at 1Q22, representing 13.8% of the loan portfolio.



**Total Hospitality Segment: \$737M**

## Hospitality Portfolio Detail

- Average balance within the segment was \$3.2 million
- Weighted average debt coverage ratio of the segment was 1.9x at origination
- Weighted average loan to value of the segment was 50.3% at origination
- \$61.4 million of the hospitality portfolio was criticized as of March 31, 2022, of which \$34.2 million stems from the Metropolitan<sup>(2)</sup> location category
- Nonaccrual hospitality loan for \$120 thousand in the Texas metropolitan<sup>(2)</sup> location

(1) Segment represents exposure across the loan portfolio, inclusive of CRE and C&I

(2) Metropolitan is categorized as a location that is in a major city and in proximity to downtown areas; destination is categorized as a hotel whose location/amenities make it a distinct tourist location; suburban is defined as areas outside of major city hubs and can include more rural areas

# Securities Portfolio

The composition of the securities portfolio remains relatively unchanged quarter-over-quarter, with allocation to U.S. treasuries, municipal securities, and U.S. government agencies and sponsored agencies – mortgage backed securities, collateralized mortgage obligations, and notes.

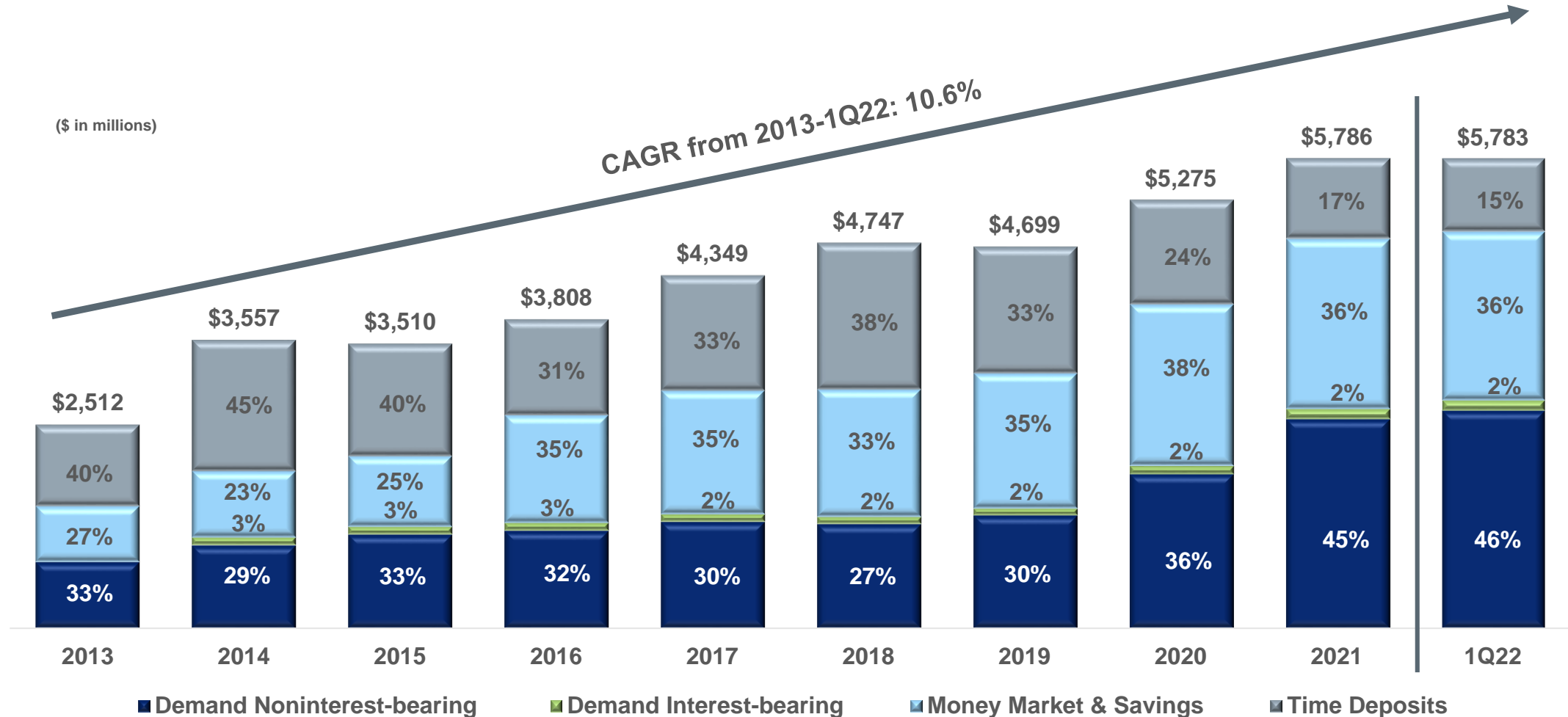
(\$ in thousands)

	March 31, 2022			December 31, 2021			September 30, 2021			June 30, 2021			March 31, 2021		
	Fair Value	TE Yield Proj.	Asset Alloc.	Fair Value	TE Yield Proj.	Asset Alloc.	Fair Value	TE Yield Proj.	Asset Alloc.	Fair Value	TE Yield Proj.	Asset Alloc.	Fair Value	TE Yield Proj.	Asset Alloc.
<b>Securities Portfolio</b>															
U.S. treasuries	18,215	1.22%	2%	15,397	0.98%	2%	4,945	0.97%	1%	10,009	2.67%	1%	\$ 10,075	2.67%	1%
Municipal securities	70,102	1.33%	8%	78,388	1.33%	9%	67,670	1.31%	7%	52,389	1.27%	6%	-	-	-
U.S. gov. agencies and sponsored agencies:															
Mortgage-backed securities	576,875	1.26%	66%	607,505	1.06%	67%	636,062	1.01%	70%	611,205	0.97%	71%	572,082	0.87%	73%
Collateralized mortgage obligations	87,164	1.04%	10%	93,604	0.70%	10%	99,883	0.68%	11%	101,451	0.57%	12%	112,742	0.27%	14%
Notes	124,625	0.94%	14%	115,896	0.78%	13%	98,436	0.73%	11%	87,065	0.71%	10%	85,215	0.57%	11%
<b>Securities total</b>	<b>\$876,980</b>	<b>1.20%</b>	<b>100%</b>	<b>\$910,790</b>	<b>1.01%</b>	<b>100%</b>	<b>\$906,996</b>	<b>0.97%</b>	<b>100%</b>	<b>\$862,119</b>	<b>0.94%</b>	<b>100%</b>	<b>\$780,114</b>	<b>0.77%</b>	<b>100%</b>
Unrealized appreciation (depreciation), net	\$ (64,027)			\$ (11,863)			\$ (7,653)			\$ (4,084)			\$ (7,561)		

# Premier Core Deposit

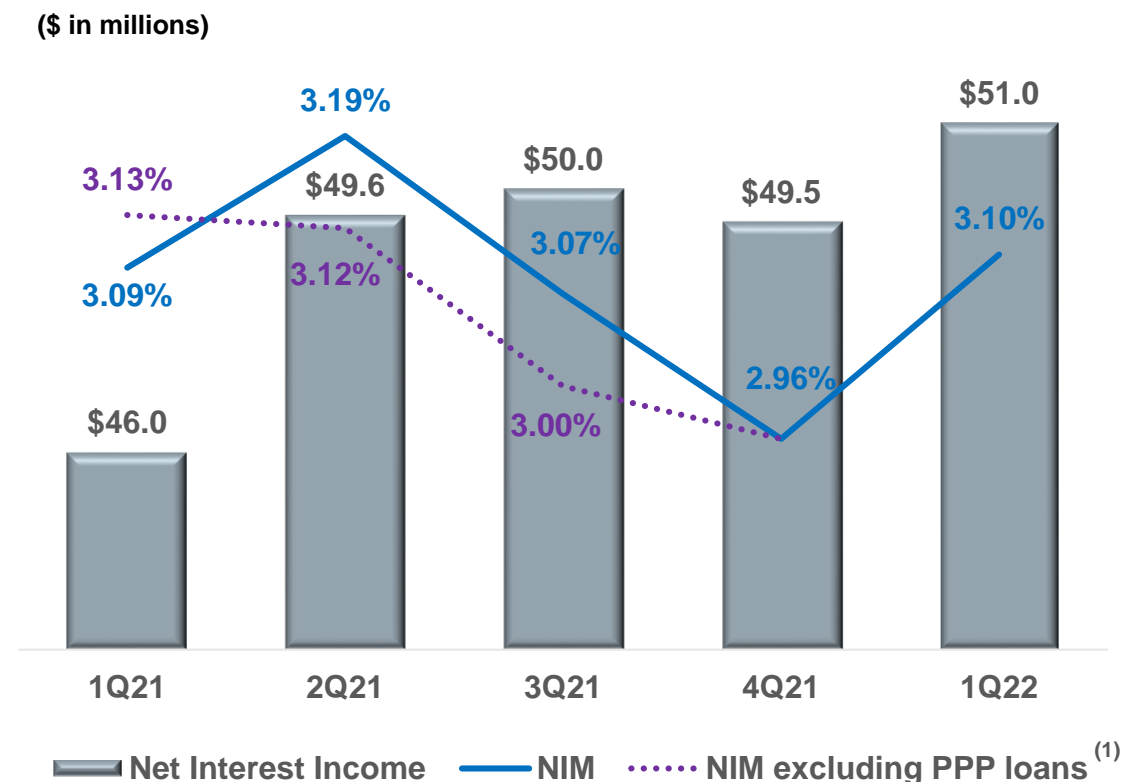
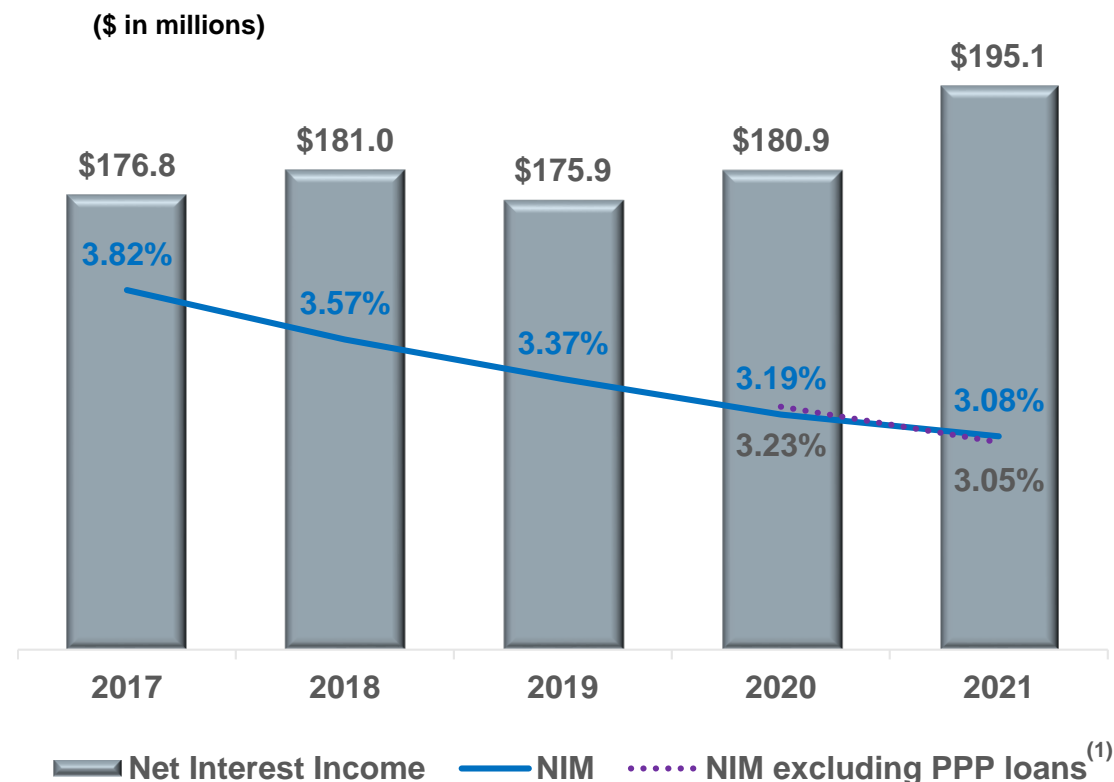
Strong deposit growth reflecting a 10.6% CAGR since 2013.

Noninterest-bearing deposits have grown by 15.4% CAGR since 2013, and now represents 46% of total deposits.



# Net Interest Income | Net Interest Margin

Net interest income was \$51.0 million for the first quarter compared with \$49.5 million for the prior quarter; net interest margin for the quarter was 3.10% compared with 2.96% for the prior quarter.



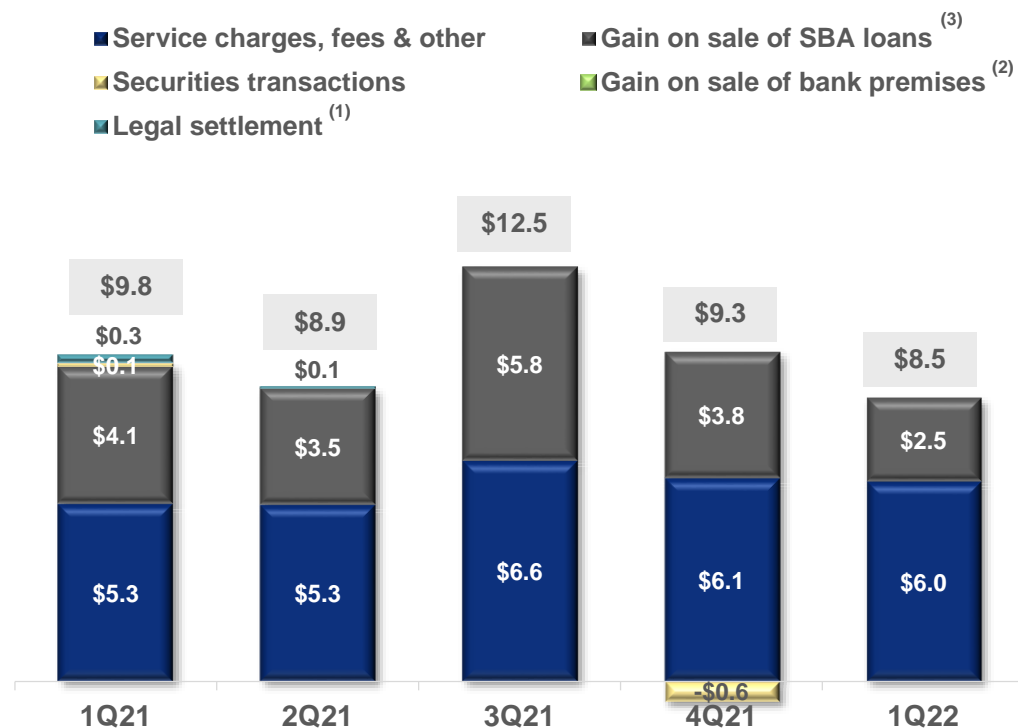
(1) Non-GAAP financial measure; refer to the non-GAAP reconciliation slide

# Noninterest Income

Noninterest income was \$8.5 million for the first quarter compared with \$9.3 million for the prior quarter primarily due to lower SBA gains.

## Noninterest Income

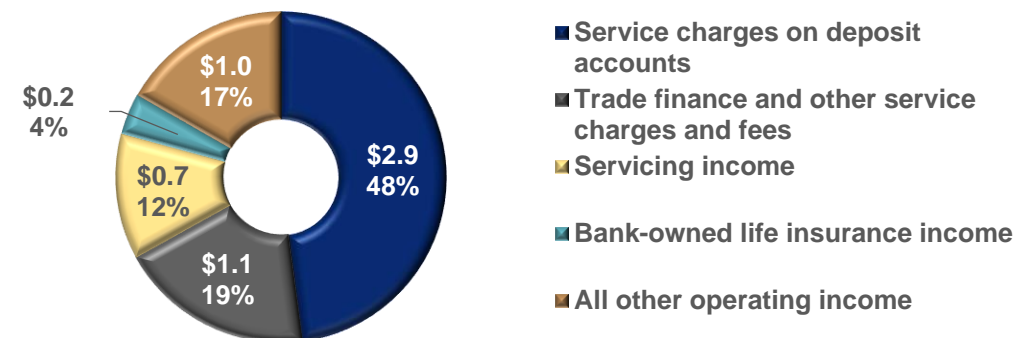
(\$ in millions)



- (1) Includes legal settlement of \$75 thousand and \$250 thousand for 2Q21 and 1Q21, respectively.  
 (2) Includes gain on sale of bank premises of \$45 thousand for 3Q21.  
 (3) Includes gain on PPP loans of \$339 thousand for 3Q21, \$203 thousand for 2Q21, and \$2.5 million for 1Q21

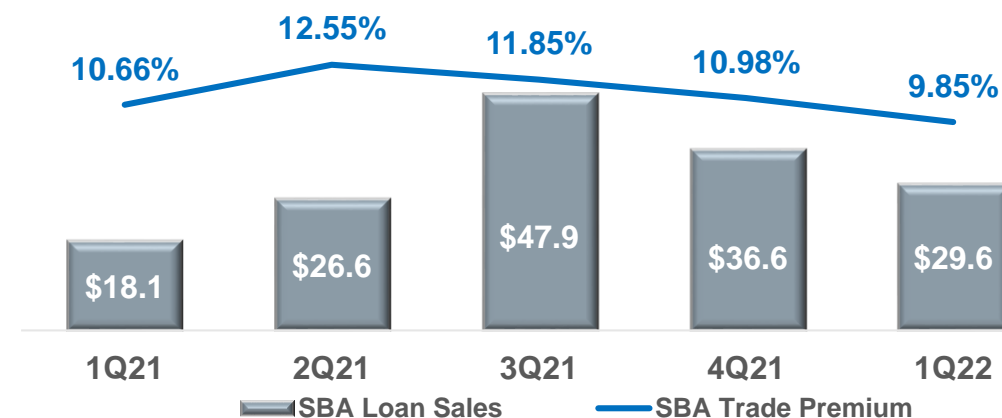
## Service Charges and Fees (as of 1Q22)

(\$ in millions)



## SBA Loan Sales

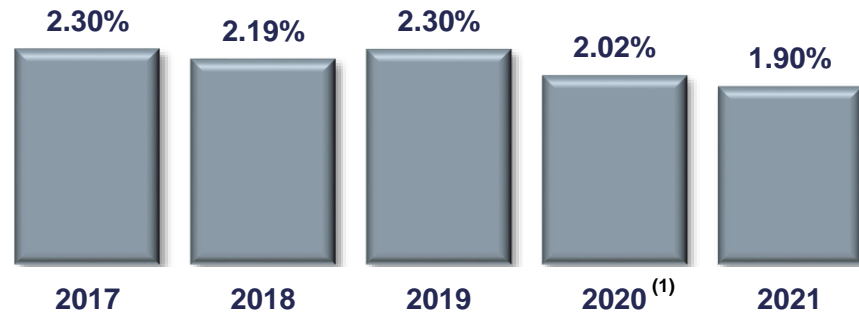
(\$ in millions)



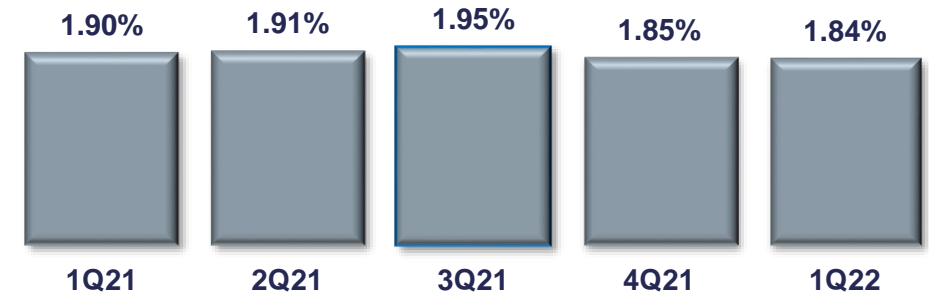


# Noninterest Expenses

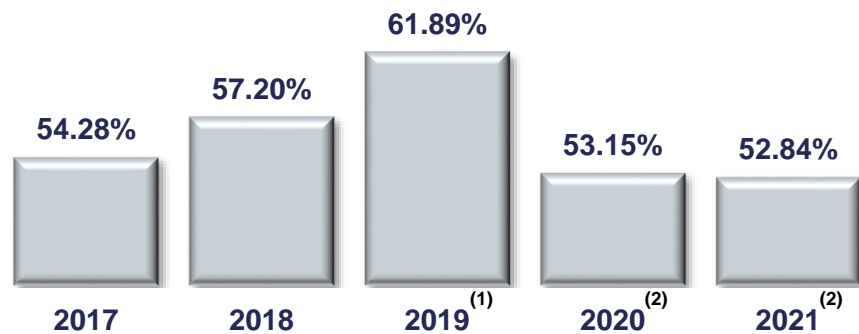
NIE/Avg. Assets



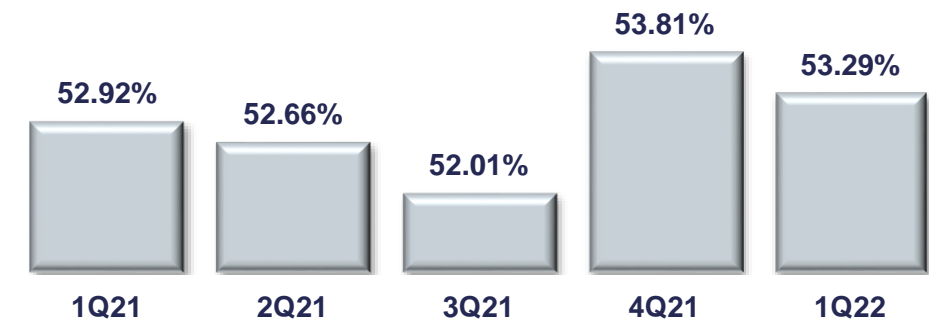
NIE/Avg. Assets



Efficiency Ratio



Efficiency Ratio<sup>(2)</sup>

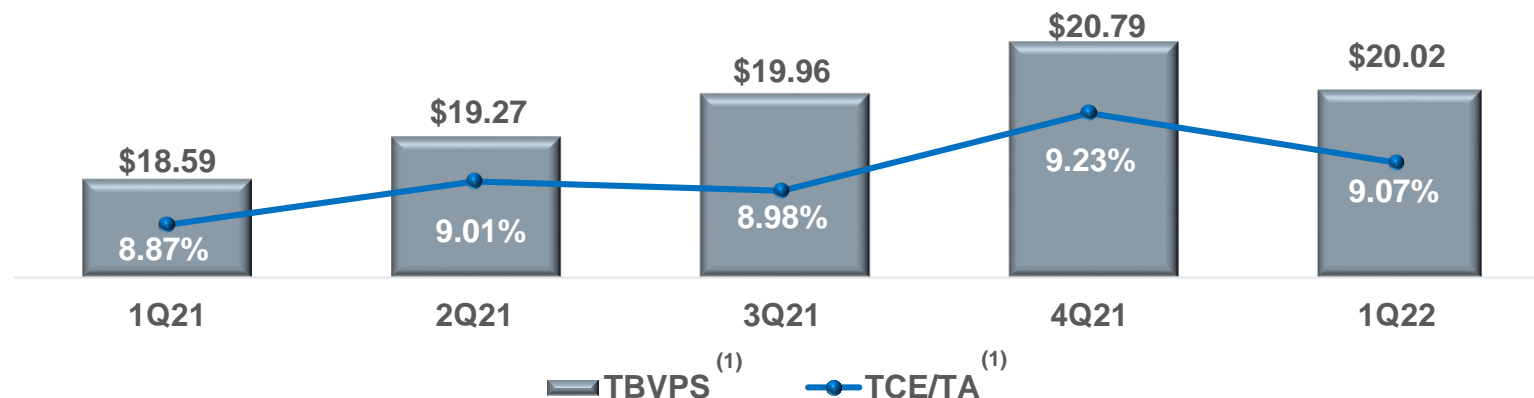


(1) Reflects, among other things, elevated charges arising from the troubled loan relationship

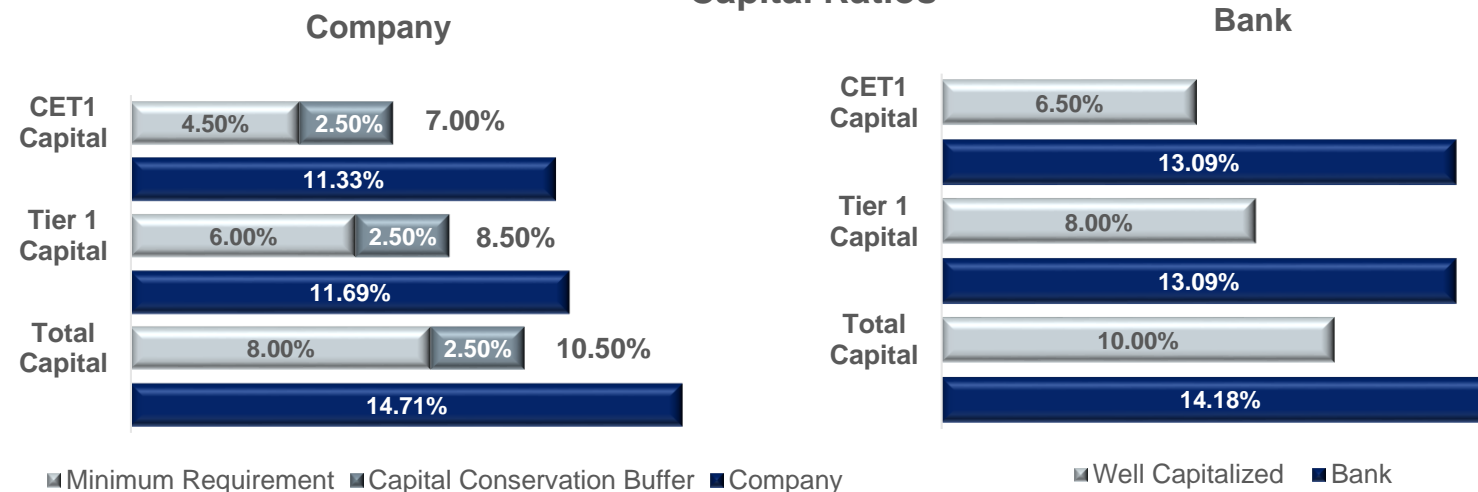
(2) Efficiency ratio adjusted for PPP loans and securities gains for FY 2020 is 58.63%, for FY 2021 is 54.01%, for 1Q21 is 57.96%, for 2Q21 is 52.86%, for 3Q21 is 52.30%, and 4Q21 is 53.27%. Non-GAAP financial measure; refer to the non-GAAP reconciliation slide

# Capital Management

Consistent track record of prudent capital management.



Capital Ratios<sup>(2)</sup>



- Tangible book value per share (TBVPS) grew by 8% in the last twelve months
- 1Q22 TBVPS<sup>(1)</sup> and TCE/TA<sup>(1)</sup> ratio was impacted by \$36.4 million unrealized after-tax loss recorded in AOCI due to changes in the value of the securities portfolio stemming from increased interest rates during the quarter
- Bank remains well capitalized

(1) Non-GAAP financial measure, refer to the non-GAAP reconciliation slides

(2) Preliminary capital ratios, as of March 31, 2022

# ACL Analysis

Allowance for credit losses was \$71.5 million as of March 31, 2022 generating an allowance for credit losses to loans of 1.34% compared with 1.41% at the end of the prior quarter.

(\$ in millions)	March 31, 2022		December 31, 2021		September 30, 2021		June 30, 2021		March 31, 2021	
	Allowance	Loans	Allowance	Loans	Allowance	Loans	Allowance	Loans	Allowance	Loans
<b><i>Loan Components</i></b>										
CRE	\$ 45.9	\$ 3,771.5	\$ 48.4	\$ 3,701.9	\$ 55.3	\$ 3,528.5	\$ 62.3	\$ 3,452.0	\$ 57.0	\$ 3,372.3
C&I	12.9	633.1	12.4	561.8	8.7	516.4	8.1	587.7	16.4	707.1
Leases	12.2	500.1	11.3	487.3	11.8	459.1	12.3	431.6	14.2	409.6
RRE & Consumer	0.5	432.8	0.5	400.5	0.8	354.9	0.7	348.7	0.8	328.2
<b>Total</b>	<b>\$ 71.5</b>	<b>\$ 5,337.5</b>	<b>\$ 72.6</b>	<b>\$ 5,151.5</b>	<b>\$ 76.6</b>	<b>\$ 4,858.9</b>	<b>\$ 83.4</b>	<b>\$ 4,820.1</b>	<b>\$ 88.4</b>	<b>\$ 4,817.2</b>

# Asset Quality – Criticized Loans

Total criticized loans increased by 27% quarter-over-quarter.

(\$ in millions)

	March 31, 2022	December 31, 2021	Additions / Downgrades	Reductions / Upgrades
Special Mention	\$ 141.0	\$ 95.3	\$ 68.1	\$ 22.4
Classified	\$ 57.4	\$ 60.6	\$ 2.8	\$ 6.0
<b>Total Criticized Loans</b>	<b>\$ 198.4</b>	<b>\$ 155.9</b>	<b>\$ 70.9</b>	<b>\$ 28.4</b>

- **Special mention loans** were \$141.0 million at March 31, 2022 compared with \$95.3 million at December 31, 2021
  - **Reductions / upgrades** include upgrades to pass of \$19.2 million, payoffs and paydowns of \$2.6 million and \$0.6 million of downgrades to classified
  - **Additions / downgrades** include downgrades from pass loans of \$66.3 million and other additions of \$1.8 million
- **Classified loans** were \$57.4 million at March 31, 2022 compared with \$60.6 million at December 31, 2021
  - **Reductions / upgrades** include payoffs and paydowns of \$3.5 million, upgrades of \$2.2 million and charge-offs of \$0.3 million
  - **Additions / downgrades** include downgrades from pass and special mention totaling \$2.8 million

Note: Numbers may not add due to rounding

# Asset Quality – Nonaccrual Loans

Nonaccrual loans decreased 14% quarter-over-quarter.

(\$ in millions)

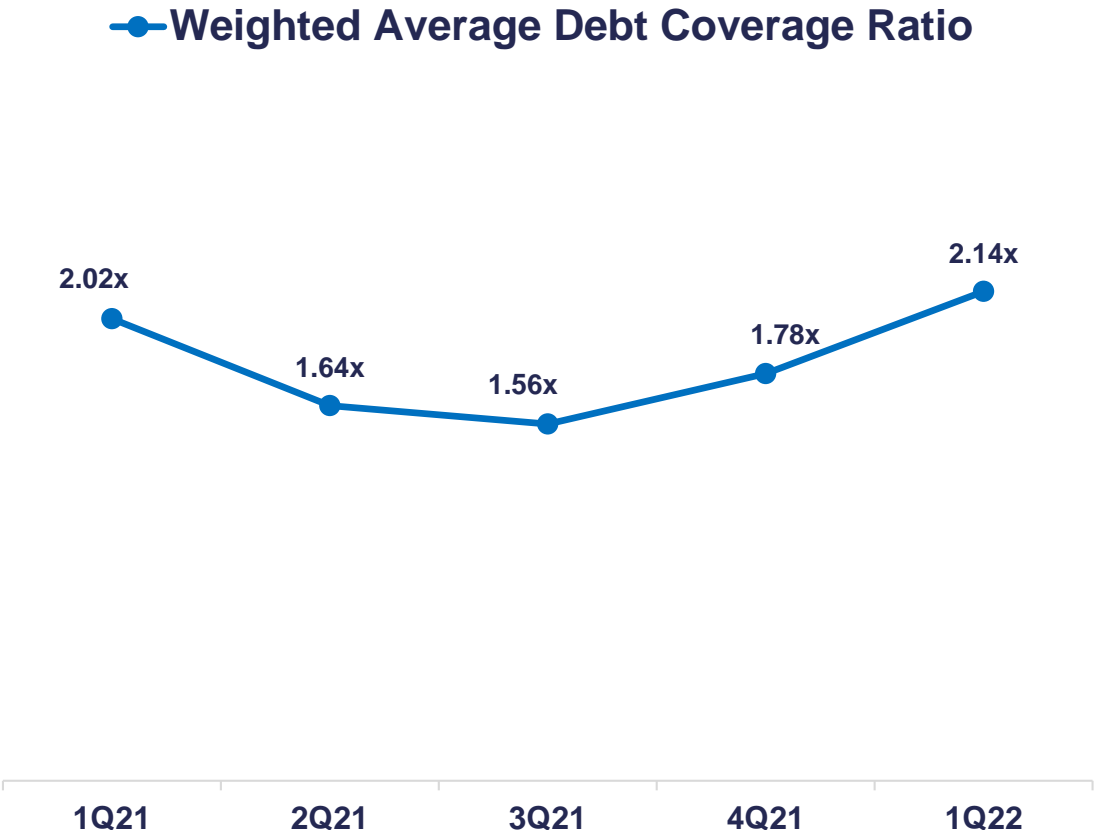
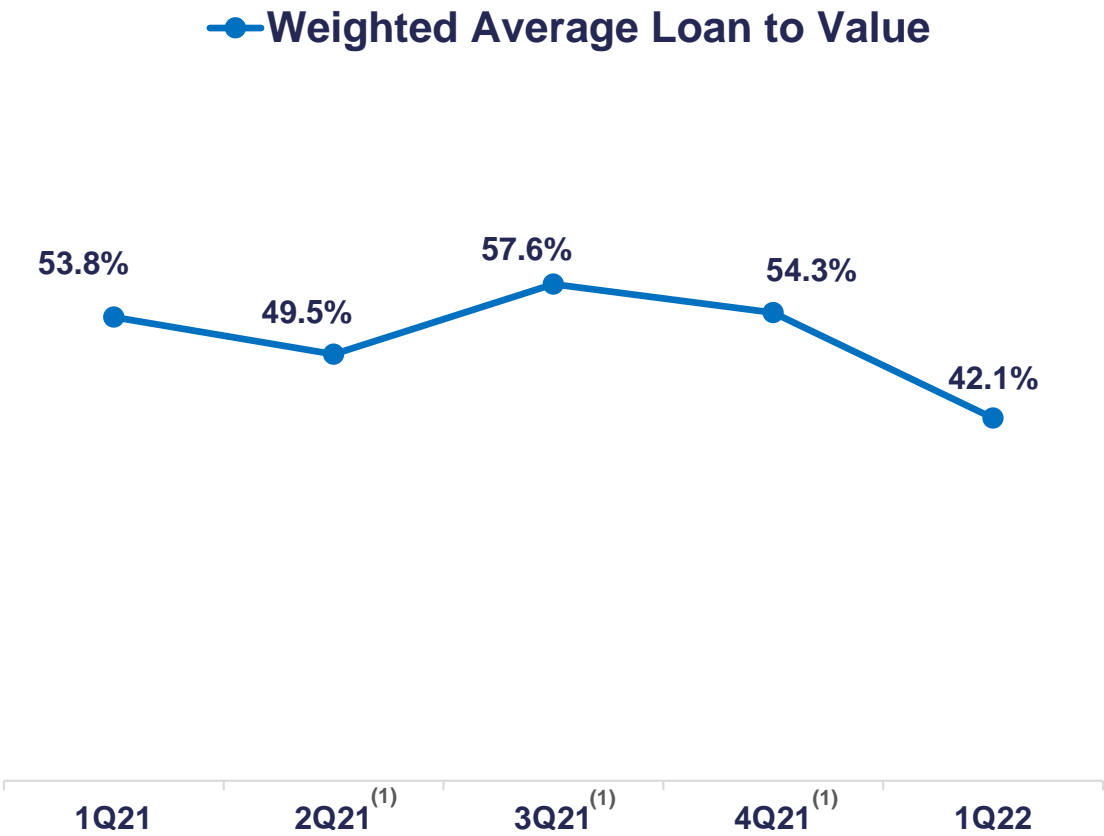


Note: Numbers may not add due to rounding

(1) Specific allowance for credit losses at December 31, 2021 and March 31, 2022 was \$2.8 million and \$2.2 million, respectively

(2) RRE includes Consumer loans

# Asset Quality – New CRE Originations



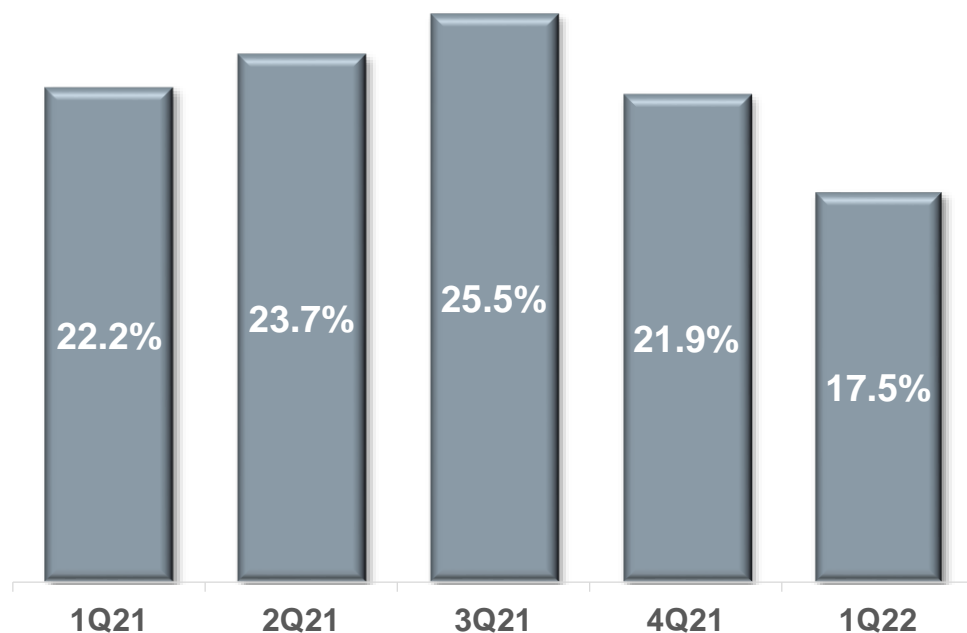
(1) Revised LTV to include LHFS, not yet sold. Previously reported 50.9%, 56.4%, and 54.1% for 2Q21, 3Q21, and 4Q21, respectively



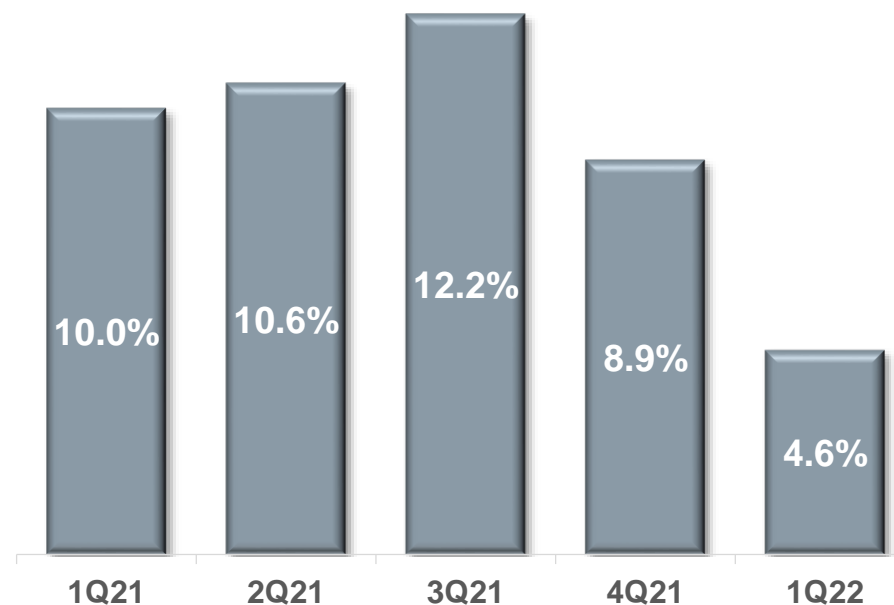
# Liquidity

Cash and due from banks to assets ratio decreased to 4.6% from 8.9% in the prior quarter.

**Liquid Asset Ratio<sup>(1)</sup>**



**Cash and Due From Banks as a Percentage of Total Assets**



(1) Liquid asset ratio is the sum of cash and due from banks, unpledged AFS securities, and AFS SBA loans as a percentage of total assets

# Strong Company Culture and ESG Commitment

We are challenging ourselves to do more and lead the way to achieve our vision of the Company



## Strong Company Culture

- Seasoned team with deep community ties
- Close customer partnerships
- Investments in talent and technology



## Commitment to ESG

**67%** Female Workforce | **~89%** Ethnically Diverse Workforce

**354** Hanmi Bank Dream Scholarships awarded to support at-risk youth program

**\$7.5M** Long-term commitment to a Community Reinvestment Act fund

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# Appendix

# Non-GAAP Reconciliation – Tangible Common Equity to Tangible Asset Ratio

(\$ in thousands, except share, per share data and ratios)

	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021	March 31, 2021
Assets	\$ 6,737,052	\$ 6,858,587	\$ 6,776,533	\$ 6,578,856	\$ 6,438,401
Less goodwill and other intangible assets	(11,353)	(11,395)	(11,450)	(11,504)	(11,558)
Tangible assets	\$ 6,725,699	\$ 6,847,192	\$ 6,765,083	\$ 6,567,352	\$ 6,426,843
Stockholders' equity <sup>(1)</sup>	\$ 621,452	\$ 643,417	\$ 619,055	\$ 602,977	\$ 581,822
Less goodwill and other intangible assets	(11,353)	(11,395)	(11,450)	(11,504)	(11,558)
Tangible stockholders' equity <sup>(1)</sup>	\$ 610,099	\$ 632,022	\$ 607,605	\$ 591,473	\$ 570,264
Stockholders' equity to assets	9.22%	9.38%	9.14%	9.17%	9.04%
Tangible common equity to tangible assets <sup>(1)</sup>	9.07%	9.23%	8.98%	9.01%	8.87%
Common shares outstanding	30,468,458	30,407,261	30,441,601	30,697,652	30,682,533
Tangible common equity per common share	\$ 20.02	\$ 20.79	\$ 19.96	\$ 19.27	\$ 18.59

(1) There were no preferred shares outstanding at the periods indicated

# Non-GAAP Reconciliation – Pretax Pre-Provision Income

(\$ in millions)	1Q22	4Q21	3Q21	2Q21	1Q21
<b>Pretax income</b>	\$ 29.2	\$ 43.1	\$ 37.2	\$ 31.0	\$ 24.2
less credit loss expense	(1.4)	(16.0)	(7.2)	(3.3)	2.1
Pretax, Pre-provision, income	\$ 27.8	\$ 27.2	\$ 30.0	\$ 27.7	\$ 26.3
less income from PPP gains	-	-	(0.3)	(0.2)	(2.5)
less income from legal settlement	-	-	-	(0.1)	(0.3)
(gain) less securities gain	-	0.6	-	-	(0.1)
less PPP capitalized cost	-	-	-	-	(1.4)
<b>Adjusted pretax, pre-provision, income</b>	\$ 27.8	\$ 27.8	\$ 29.7	\$ 27.4	\$ 22.1
<b>Operating revenue</b>	\$ 59.5	\$ 58.8	\$ 62.5	\$ 58.5	\$ 55.8
less income from PPP gains	-	-	(0.3)	(0.2)	(2.5)
less income from legal settlement	-	-	-	(0.1)	(0.3)
(gain) less securities gain	-	0.6	-	-	(0.1)
<b>Adjusted operating revenue</b>	\$ 59.5	\$ 59.4	\$ 62.2	\$ 58.2	\$ 53.0
<b>Noninterest income</b>	\$ 8.5	\$ 9.3	\$ 12.5	\$ 8.9	\$ 9.8
less income from PPP gains	-	-	(0.3)	(0.2)	(2.5)
less income from legal settlement	-	-	-	(0.1)	(0.3)
(gain) less securities gain	-	0.6	-	-	(0.1)
<b>Adjusted noninterest income</b>	\$ 8.5	\$ 9.9	\$ 12.2	\$ 8.6	\$ 7.0
<b>Noninterest expense</b>	\$ 31.7	\$ 31.6	\$ 32.5	\$ 30.8	\$ 29.5
less PPP capitalized cost	-	-	-	-	1.4
<b>Adjusted noninterest expense</b>	\$ 31.7	\$ 31.6	\$ 32.5	\$ 30.8	\$ 30.9

Note: Numbers may not add due to rounding

# Non-GAAP Reconciliation – PPP (FY 2021)

(\$ in thousands, except share and per share data)

	For the Twelve Months Ended December 31, 2021	
<b>Net Interest Margin</b>		
Net interest income	\$	195,050
Less PPP loan interest income		(5,593)
Net interest income adjusted for PPP loans	\$	189,057
Average interest-earning assets	\$	6,340,769
Less average PPP loans		(142,646)
Average interest-earning assets adjusted for PPP loans	\$	6,198,123
<b>NIM<sup>(1)</sup></b>		<b>3.08%</b>
<b>NIM adjusted for PPP loans <sup>(1)</sup></b>		<b>3.05%</b>
<b>Efficiency Ratio</b>		
Noninterest expense	\$	124,455
Add back PPP deferred origination costs		1,403
Noninterest expense adjusted for PPP loans	\$	125,858
Net interest income plus noninterest income	\$	235,546
Less net gain on sales of securities		(2,498)
Net interest income plus noninterest income adjusted for securities gains	\$	233,048
<b>Efficiency ratio <sup>(2)</sup></b>		<b>52.84%</b>
<b>Efficiency ratio adjusted for PPP loans and securities gains <sup>(2)</sup></b>		<b>54.01%</b>

(1) Net interest income (as applicable) divided by average interest-earning assets (as applicable), annualized

(2) Noninterest expense (as applicable) divided by the sum of net interest income and noninterest income (as applicable)

In response to the COVID-19 pandemic, the Coronavirus Aid, Relief and Economic Security Act (the “CARES Act”) was adopted, which included authorization for the U.S. Small Business Administration (the “SBA”) to introduce a new program, entitled the “Paycheck Protection Program,” which provides loans for eligible businesses through the SBA’s 7(a) loan guaranty program. These loans are fully guaranteed and available for loan forgiveness of up to the full principal amount so long as certain employee and compensation levels of the business are maintained and the proceeds of the loan are used as required under the program. The Paycheck Protection Program (“PPP”) and loan forgiveness provide economic relief to small businesses nationwide adversely impacted under the COVID-19 pandemic.

Hanmi participated in this program and the financial information for the 2021 fourth quarter reflects this participation. This table shows financial information excluding the effect of the origination of the PPP loans, including the corresponding interest income earned and non-interest expense incurred on such loans, which constitutes a non-GAAP measure. Management believes the presentation of certain financial measures excluding the effect of PPP loans provides useful supplemental information that is essential to a proper understanding of the financial condition and results of operations 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 financial measures that may be used by other companies.

# Non-GAAP Reconciliation – PPP (4Q21)

(\$ in thousands, except share and per share data)

	As of December 31, 2021		Three Months Ended December 31, 2021
<b>Tangible Common Equity to Tangible Assets</b>		<b>Net Interest Margin</b>	
Tangible assets	\$ 6,847,192	Net interest income	\$ 49,496
Less first and second draw PPP loans	(2,976)	Less PPP loan interest income	(100)
Tangible assets adjusted for PPP loans	<u>\$ 6,844,216</u>	Net interest income adjusted for PPP loans	<u>\$ 49,396</u>
 Tangible stockholders' equity <sup>(1)</sup>	 \$ 632,022	 Average interest-earning assets	 \$ 6,630,386
 TCE / TA Ratio <sup>(1)</sup>	 9.23%	Less average PPP loans	(5,883)
TCE / TA Ratio adjusted for PPP loans <sup>(1)</sup>	9.23%	Average interest-earning assets adjusted for PPP loans	<u>\$ 6,624,503</u>
 <b>Allowance for Credit Losses to Loans Receivable</b>		 NIM <sup>(2)</sup>	 2.96%
Allowance for credit losses	\$ 72,557	NIM adjusted for PPP loans <sup>(2)</sup>	2.96%
Loans receivable	\$ 5,151,541	 <b>Efficiency Ratio</b>	
Less first draw PPP loans	(2,976)	Noninterest expense	\$ 31,636
Loans receivable adjusted for PPP loans	<u>\$ 5,148,565</u>	Add back PPP deferred origination costs	-
 ACL / Loans Receivable	 1.41%	Noninterest expense adjusted for PPP loans	<u>\$ 31,636</u>
ACL / Loans Receivable adjusted for PPP loans	1.41%	Net interest income plus noninterest income	\$ 58,791
		Plus securities losses	598
		Net interest income plus noninterest income adjusted for securities losses	<u>\$ 59,389</u>
		 Efficiency ratio <sup>(3)</sup>	 53.81%
		Efficiency ratio adjusted for PPP loans and securities losses <sup>(3)</sup>	53.27%

(1) There were no preferred shares outstanding at December 31, 2021

(2) Net interest income (as applicable) divided by average interest-earning assets (as applicable), annualized

(3) Noninterest expense (as applicable) divided by the sum of net interest income and noninterest income (as applicable)

In response to the COVID-19 pandemic, the Coronavirus Aid, Relief and Economic Security Act (the "CARES Act") was adopted, which included authorization for the U.S. Small Business Administration (the "SBA") to introduce a new program, entitled the "Paycheck Protection Program," which provides loans for eligible businesses through the SBA's 7(a) loan guaranty program. These loans are fully guaranteed and available for loan forgiveness of up to the full principal amount so long as certain employee and compensation levels of the business are maintained and the proceeds of the loan are used as required under the program. The Paycheck Protection Program ("PPP") and loan forgiveness provide economic relief to small businesses nationwide adversely impacted under the COVID-19 pandemic.

Hanmi participated in this program and the financial information for the 2021 fourth quarter reflects this participation. This table shows financial information excluding the effect of the origination of the PPP loans, including the corresponding interest income earned and non-interest expense incurred on such loans, which constitutes a non-GAAP measure. Management believes the presentation of certain financial measures excluding the effect of PPP loans provides useful supplemental information that is essential to a proper understanding of the financial condition and results of operations 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 financial measures that may be used by other companies.

# Non-GAAP Reconciliation – PPP (3Q21)

(\$ in thousands, except share and per share data)

	As of September 30, 2021		Three Months Ended September 30, 2021
<b>Tangible Common Equity to Tangible Assets</b>		<b>Net Interest Margin</b>	
Tangible assets	\$ 6,765,083	Net interest income	\$ 49,980
Less first and second draw PPP loans	(21,895)	Less PPP loan interest income	(1,564)
Tangible assets adjusted for PPP loans	<u>\$ 6,743,188</u>	Net interest income adjusted for PPP loans	<u>\$ 48,416</u>
 Tangible stockholders' equity <sup>(1)</sup>	 \$ 607,605	 Average interest-earning assets	 \$ 6,452,604
 TCE / TA Ratio <sup>(1)</sup>	 8.98%	Less average PPP loans	(55,831)
TCE / TA Ratio adjusted for PPP loans <sup>(1)</sup>	9.01%	Average interest-earning assets adjusted for PPP loans	<u>\$ 6,396,773</u>
<b>Allowance for Credit Losses to Loans Receivable</b>		<b>NIM <sup>(2)</sup></b>	<b>3.07%</b>
Allowance for credit losses	\$ 76,613	<b>NIM adjusted for PPP loans <sup>(2)</sup></b>	<b>3.00%</b>
Loans receivable	\$ 4,858,865	<b>Efficiency Ratio</b>	
Less first draw PPP loans	(21,895)	Noninterest expense	\$ 32,502
Loans receivable adjusted for PPP loans	<u>\$ 4,836,970</u>	Add back PPP deferred origination costs	-
 ACL / Loans Receivable	 1.58%	Noninterest expense adjusted for PPP loans	<u>\$ 32,502</u>
ACL / Loans Receivable adjusted for PPP loans	1.58%	Net interest income plus noninterest income	\$ 62,489
		Less securities and PPP gains	(339)
		Net interest income plus noninterest income adjusted for securities and PPP gains	<u>\$ 62,150</u>
		<b>Efficiency ratio <sup>(3)</sup></b>	<b>52.01%</b>
		<b>Efficiency ratio adjusted for PPP loans and securities gains <sup>(3)</sup></b>	<b>52.30%</b>

(1) There were no preferred shares outstanding at September 30, 2021

(2) Net interest income (as applicable) divided by average interest-earning assets (as applicable), annualized

(3) Noninterest expense (as applicable) divided by the sum of net interest income and noninterest income (as applicable)

In response to the COVID-19 pandemic, the Coronavirus Aid, Relief and Economic Security Act (the "CARES Act") was adopted, which included authorization for the U.S. Small Business Administration (the "SBA") to introduce a new program, entitled the "Paycheck Protection Program," which provides loans for eligible businesses through the SBA's 7(a) loan guaranty program. These loans are fully guaranteed and available for loan forgiveness of up to the full principal amount so long as certain employee and compensation levels of the business are maintained and the proceeds of the loan are used as required under the program. The Paycheck Protection Program ("PPP") and loan forgiveness provide economic relief to small businesses nationwide adversely impacted under the COVID-19 pandemic.

Hanmi participated in this program and the financial information for the 2021 third quarter reflects this participation. This table shows financial information excluding the effect of the origination of the PPP loans, including the corresponding interest income earned and non-interest expense incurred on such loans, which constitutes a non-GAAP measure. Management believes the presentation of certain financial measures excluding the effect of PPP loans provides useful supplemental information that is essential to a proper understanding of the financial condition and results of operations 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 financial measures that may be used by other companies.



# Non-GAAP Reconciliation – PPP (2Q21)

(\$ in thousands, except share and per share data)

	As of June 30, 2021		Three Months Ended June 30, 2021
<b>Tangible Common Equity to Tangible Assets</b>		<b>Net Interest Margin</b>	
Tangible assets	\$ 6,567,352	Net interest income	\$ 49,572
Less first and second draw PPP loans	(158,134)	Less PPP loan interest income	(2,680)
Tangible assets adjusted for PPP loans	<u>\$ 6,409,218</u>	Net interest income adjusted for PPP loans	<u>\$ 46,892</u>
 Tangible stockholders' equity <sup>(1)</sup>	 \$ 591,473	 Average interest-earning assets	 6,242,421
 TCE / TA Ratio <sup>(1)</sup>	 9.01%	Less average PPP loans	(220,965)
TCE / TA Ratio adjusted for PPP loans <sup>(1)</sup>	9.23%	Average interest-earning assets adjusted for PPP loans	<u>\$ 6,021,456</u>
 <b>Allowance for Credit Losses to Loans Receivable</b>			
Allowance for credit losses	\$ 83,372	<b>NIM <sup>(2)</sup></b>	<b>3.19%</b>
Loans receivable	\$ 4,820,092	<b>NIM adjusted for PPP loans <sup>(2)</sup></b>	<b>3.12%</b>
Less first draw PPP loans	(144,077)	 <b>Efficiency Ratio</b>	
Loans receivable adjusted for PPP loans	<u>\$ 4,676,015</u>	Noninterest expense	\$ 30,783
 <b>ACL / Loans Receivable</b>	 1.73%	Add back PPP deferred origination costs	13
<b>ACL / Loans Receivable adjusted for PPP loans</b>	<b>1.78%</b>	Noninterest expense adjusted for PPP loans	<u>\$ 30,796</u>
		Net interest income plus noninterest income	\$ 58,458
		Less securities and PPP gains	(203)
		Net interest income plus noninterest income adjusted for securities and PPP gains	<u>\$ 58,255</u>
		 <b>Efficiency ratio <sup>(3)</sup></b>	 <b>52.66%</b>
		<b>Efficiency ratio adjusted for PPP loans and securities gains <sup>(3)</sup></b>	<b>52.86%</b>

(1) There were no preferred shares outstanding at June 30, 2021

(2) Net interest income (as applicable) divided by average interest-earning assets (as applicable), annualized

(3) Noninterest expense (as applicable) divided by the sum of net interest income and noninterest income (as applicable)

In response to the COVID-19 pandemic, the Coronavirus Aid, Relief and Economic Security Act (the "CARES Act") was adopted, which included authorization for the U.S. Small Business Administration (the "SBA") to introduce a new program, entitled the "Paycheck Protection Program," which provides loans for eligible businesses through the SBA's 7(a) loan guaranty program. These loans are fully guaranteed and available for loan forgiveness of up to the full principal amount so long as certain employee and compensation levels of the business are maintained and the proceeds of the loan are used as required under the program. The Paycheck Protection Program ("PPP") and loan forgiveness provide economic relief to small businesses nationwide adversely impacted under the COVID-19 pandemic.

Hanmi participated in this program and the financial information for the 2021 second quarter reflects this participation. This table shows financial information excluding the effect of the origination of the PPP loans, including the corresponding interest income earned and non-interest expense incurred on such loans, which constitutes a non-GAAP measure. Management believes the presentation of certain financial measures excluding the effect of PPP loans provides useful supplemental information that is essential to a proper understanding of the financial condition and results of operations 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 financial measures that may be used by other companies.

# Non-GAAP Reconciliation – PPP (1Q21)

(\$ in thousands, except share and per share data)

	As of March 31, 2021		Three Months Ended March 31, 2021
<b>Tangible Common Equity to Tangible Assets</b>		<b>Net Interest Margin</b>	
Tangible assets	\$ 6,426,843	Net interest income	\$ 46,001
Less first and second draw PPP loans	(278,200)	Less PPP loan interest income	(1,865)
Tangible assets adjusted for PPP loans	<u>\$ 6,148,643</u>	Net interest income adjusted for PPP loans	<u>\$ 44,136</u>
Tangible stockholders' equity <sup>(1)</sup>	\$ 570,264	Average interest-earning assets	6,029,834
TCE / TA Ratio <sup>(1)</sup>	8.87%	Less average PPP loans	(308,543)
TCE / TA Ratio adjusted for PPP loans <sup>(1)</sup>	9.27%	Average interest-earning assets adjusted for PPP loans	<u>\$ 5,721,291</u>
<b>Allowance for Credit Losses to Loans Receivable</b>		NIM <sup>(2)</sup>	3.09%
Allowance for credit losses	\$ 88,392	NIM adjusted for PPP loans <sup>(2)</sup>	3.13%
Loans receivable	\$ 4,817,151	<b>Efficiency Ratio</b>	
Less first draw PPP loans	(256,457)	Noninterest expense	\$ 29,535
Loans receivable adjusted for PPP loans	<u>\$ 4,560,694</u>	Add back PPP deferred origination costs	1,390
ACL / Loans Receivable	1.83%	Noninterest expense adjusted for PPP loans	<u>\$ 30,925</u>
ACL / Loans Receivable adjusted for PPP loans	1.94%	Net interest income plus noninterest income	\$ 55,809
		Less securities and PPP gains	(2,553)
		Net interest income plus noninterest income adjusted for securities and PPP gains	<u>\$ 53,256</u>
		Efficiency ratio <sup>(3)</sup>	52.92%
		Efficiency ratio adjusted for PPP loans and securities gains <sup>(3)</sup>	58.07%

(1) There were no preferred shares outstanding at March 31, 2021

(2) Net interest income (as applicable) divided by average interest-earning assets (as applicable), annualized

(3) Noninterest expense (as applicable) divided by the sum of net interest income and noninterest income (as applicable)

In response to the COVID-19 pandemic, the Coronavirus Aid, Relief and Economic Security Act (the "CARES Act") was adopted, which included authorization for the U.S. Small Business Administration (the "SBA") to introduce a new program, entitled the "Paycheck Protection Program," which provides loans for eligible businesses through the SBA's 7(a) loan guaranty program. These loans are fully guaranteed and available for loan forgiveness of up to the full principal amount so long as certain employee and compensation levels of the business are maintained and the proceeds of the loan are used as required under the program. The Paycheck Protection Program ("PPP") and loan forgiveness provide economic relief to small businesses nationwide adversely impacted under the COVID-19 pandemic.

Hanmi participated in this program and the financial information for the 2021 first quarter reflects this participation. This table shows financial information excluding the effect of the origination of the PPP loans, including the corresponding interest income earned and non-interest expense incurred on such loans, which constitutes a non-GAAP measure. Management believes the presentation of certain financial measures excluding the effect of PPP loans provides useful supplemental information that is essential to a proper understanding of the financial condition and results of operations 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 financial measures that may be used by other companies.

# Non-GAAP Reconciliation – PPP (FY 2020)

(\$ in thousands, except share and per share data)

	For the Twelve Months Ended December 31, 2020	
<b>Net Interest Margin</b>		
Net interest income	\$	180,898
Less PPP loan interest income		(4,593)
Net interest income adjusted for PPP loans	\$	176,305
Average interest-earning assets	\$	5,671,265
Less average PPP loans		(217,999)
Average interest-earning assets adjusted for PPP loans	\$	5,453,266
<b>NIM<sup>(1)</sup></b>		<b>3.19%</b>
<b>NIM adjusted for PPP loans <sup>(1)</sup></b>		<b>3.23%</b>
<b>Efficiency Ratio</b>		
Noninterest expense	\$	119,053
Less PPP deferred origination costs		3,064
Noninterest expense adjusted for PPP loans	\$	122,117
Net interest income plus noninterest income	\$	224,002
Less net gain on sales of securities		(15,712)
Net interest income plus noninterest income adjusted for securities gains	\$	208,290
<b>Efficiency ratio <sup>(2)</sup></b>		<b>53.15%</b>
<b>Efficiency ratio adjusted for PPP loans and securities gains <sup>(2)</sup></b>		<b>58.63%</b>

(1) Net interest income (as applicable) divided by average interest-earning assets (as applicable), annualized

(2) Noninterest expense (as applicable) divided by the sum of net interest income and noninterest income (as applicable)

In response to the COVID-19 pandemic, the Coronavirus Aid, Relief and Economic Security Act (the “CARES Act”) was adopted, which included authorization for the U.S. Small Business Administration (the “SBA”) to introduce a new program, entitled the “Paycheck Protection Program,” which provides loans for eligible businesses through the SBA’s 7(a) loan guaranty program. These loans are fully guaranteed and available for loan forgiveness of up to the full principal amount so long as certain employee and compensation levels of the business are maintained and the proceeds of the loan are used as required under the program. The Paycheck Protection Program (“PPP”) and loan forgiveness provide economic relief to small businesses nationwide adversely impacted under the COVID-19 pandemic.

Hanmi participated in this program and the financial information for the 2021 fourth quarter reflects this participation. This table shows financial information excluding the effect of the origination of the PPP loans, including the corresponding interest income earned and non-interest expense incurred on such loans, which constitutes a non-GAAP measure. Management believes the presentation of certain financial measures excluding the effect of PPP loans provides useful supplemental information that is essential to a proper understanding of the financial condition and results of operations 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 financial measures that may be used by other companies.