

Hanmi Financial Corporation



Los Angeles

New York/
New Jersey

Virginia

Chicago

Dallas

Houston

San Francisco

San Diego



KEEFE, BRUYETTE & WOODS
A Stifel Company

KBW Virtual West Coast Bank Field Trip

November 2022

Forward-Looking Statements

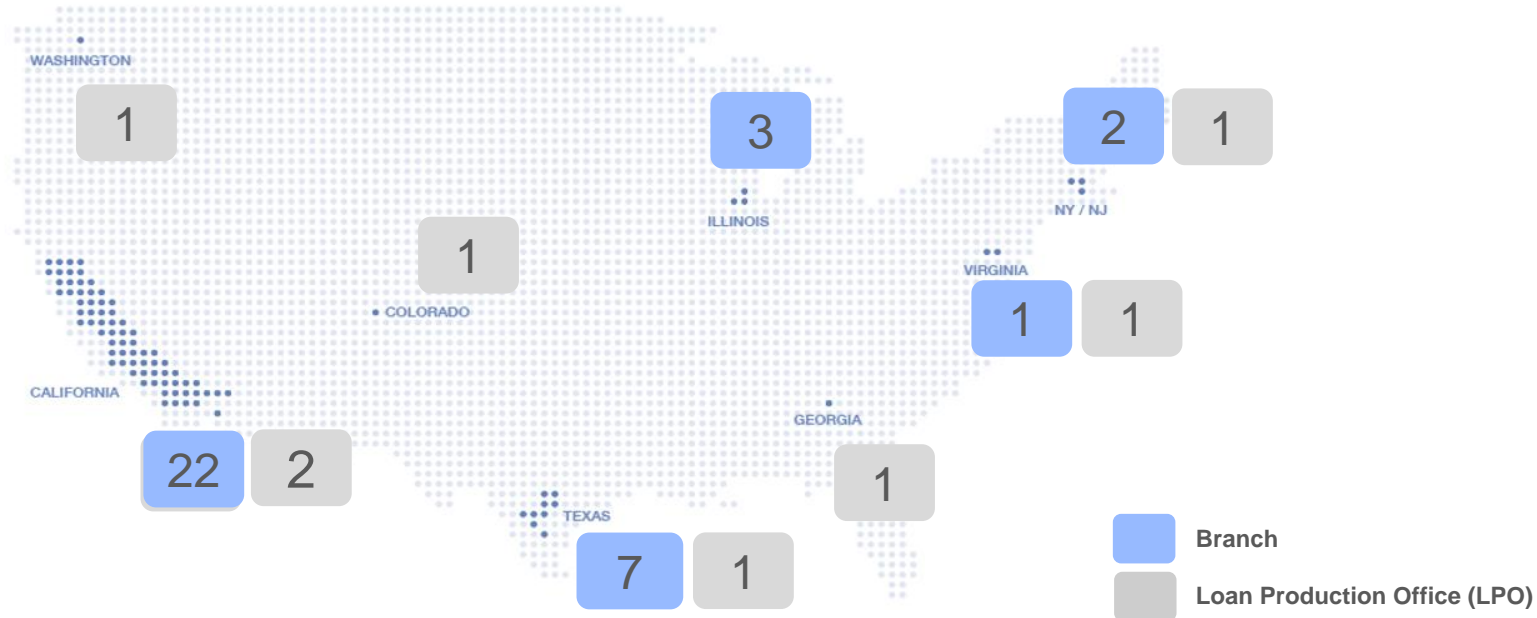
Hanmi Financial Corporation (the “Company”) cautions investors that any statements contained herein that are not historical facts are forward-looking statements within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, including, but not limited to, those 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 uncertainty, inflation, the continuing impact of the COVID-19 pandemic on our business and results of operations, 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.

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 October 25, 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 October 25, 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.

Non-GAAP Financial Information

This presentation contains financial information determined by methods other than in accordance with accounting principles generally accepted in the United States of America (“GAAP”). These non-GAAP measures include tangible common equity to tangible assets, allowance for credit losses to loans receivable adjusted for PPP loans, net interest margin adjusted for PPP loans, and efficiency ratio adjusted for PPP loans and securities losses. Management uses these “non-GAAP” measures in its analysis of the Company’s performance. Management believes these non-GAAP financial measures allow for better comparability of period to period operating performance. Additionally, the Company believes this information is utilized by regulators and market analysts to evaluate a company’s financial condition and therefore, such information is useful to investors. These disclosures should not be viewed as a substitute for operating results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies. A reconciliation of the non-GAAP measures used in this presentation to the most directly comparable GAAP measures is provided in the Appendix to this presentation.

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 executive management was appointed, and 3Q22

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

As of 3Q22
Total Assets
\$7.1B

Loans
\$5.8B

Deposits
\$6.2B

Loan Growth⁽¹⁾
11.3%

TBVPS⁽²⁾
\$19.60

TCE/TA⁽²⁾ Ratio
8.40%

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)
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 (\$228M in assets)
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 average deposit growth reflecting a 11% CAGR since 2013
- Average noninterest-bearing deposit at \$2.7 billion, represents 46% of average deposits as of September 30, 2022 year-to-date, and reflects a 16% CAGR since 2013
- Business deposits represent 55% of total deposits as of September 30, 2022

Premier Deposit Franchise

Diversified Loan Portfolio and Disciplined Credit Administration

- Strong average loan growth reflecting an 11% CAGR since 2013
- Significant progress reducing CRE concentration from 85% of the total portfolio, as of December 31, 2013 to 66%, as of September 30, 2022, through portfolio diversification that includes equipment finance, RRE, and multi-family
- Allowance for credit losses to loans was 1.23% at September 30, 2022 and nonperforming assets were 0.17% of total assets

- Cash dividend of \$0.25 per share, demonstrating management's confidence in the Company's performance
- Tangible common equity to tangible assets⁽¹⁾ was 8.40% at the end of the third quarter. Common equity tier 1 capital ratio was 11.19% and total capital ratio was 14.36%
- Bank remains well-capitalized and Company exceeds minimum capital requirements as of September 30, 2022

Prudent Capital Management

Strong Culture and Commitment to ESG⁽²⁾

- 89% ethnically diverse workforce and 67% female workforce⁽²⁾
- 354 Hanmi Bank Dream Scholarships awarded to support at-risk youth program⁽²⁾
- \$7.5 million long-term commitment to a Community Reinvestment Act fund⁽²⁾

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

(2) Based on the 2022 Hanmi ESG Report

3Q22 Highlights

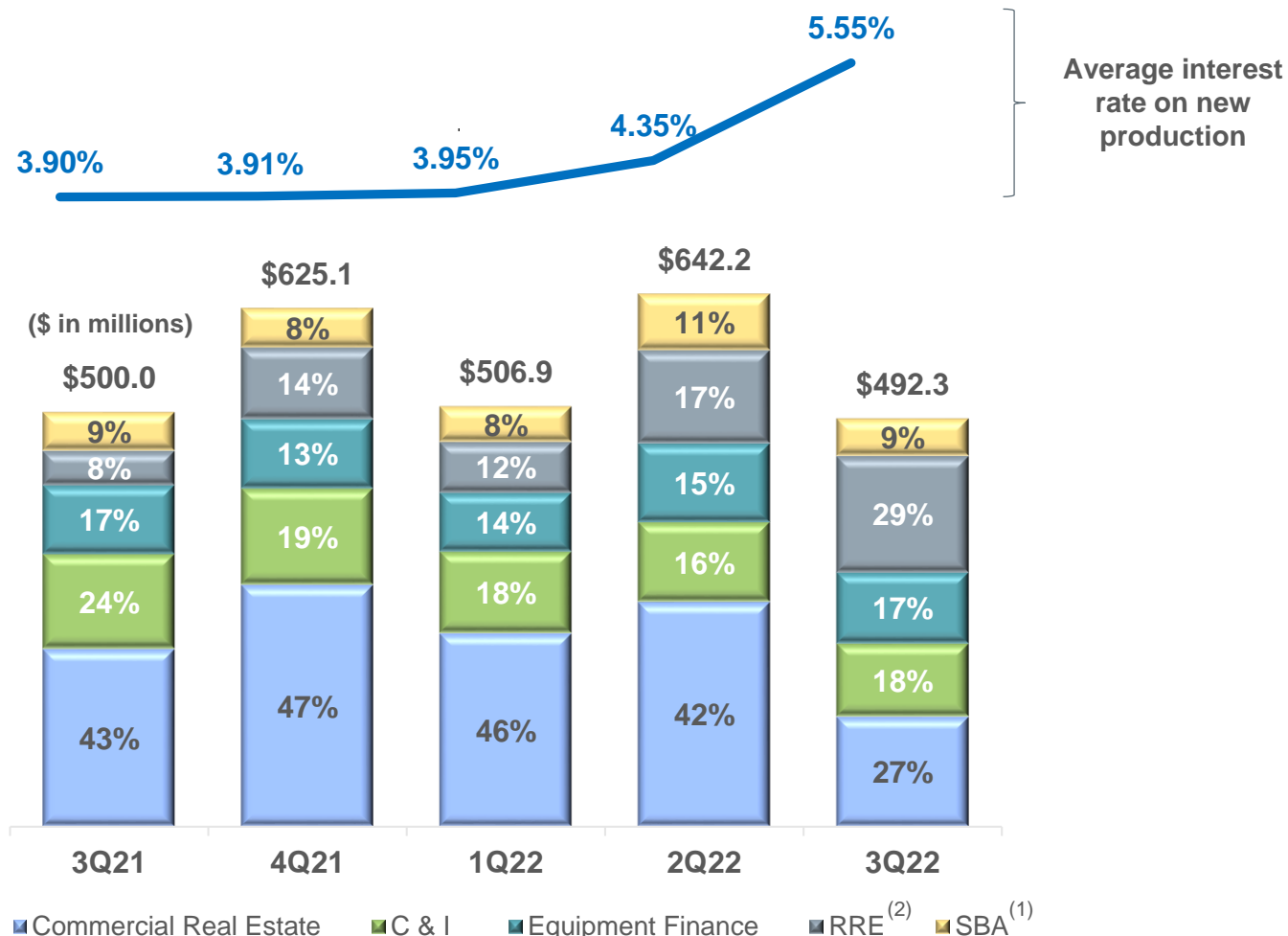
Net Income	Diluted EPS	ROAA	ROAE	NIM	Efficiency Ratio	TBVPS ⁽¹⁾
\$27.2M	\$0.89	1.52%	15.58%	3.66%	46.22%	\$19.60

- **Net income** was \$27.2 million, or \$0.89 per diluted share, up 8.5% from \$25.1 million, or \$0.82 per diluted share, for the prior quarter and up 2.3% from \$26.6 million, or \$0.86 per diluted share, for the third quarter in 2021
 - **Net interest income** was \$63.1 million, up 6.8% from the prior quarter; net interest margin of 3.66%
 - **Noninterest income** decreased by 4.3% from the prior quarter to \$8.9 million primarily due to lower SBA gain on sale income
 - **Noninterest expense** was \$33.3 million, up 5.7% from the prior quarter
 - **Efficiency ratio** was 46.22%, compared with 46.05% for the prior quarter
- **Loans receivable** increased by 2.6% from the prior quarter to \$5.80 billion
 - **Loan production** was \$492.3 million with an average rate of 5.55%
- **Deposits** increased by 3.7% from the prior quarter to \$6.20 billion with noninterest-bearing demand deposits remained relatively unchanged
 - **Cost of interest-bearing deposits** increased 47 basis points from the prior quarter to 0.78%
- **Credit loss expense** was \$0.6 million; allowance for credit losses to loans was 1.23% at September 30, 2022
- **Tangible common equity to tangible assets⁽¹⁾** was 8.40% at the end of the third quarter. Common equity tier 1 capital ratio was 11.19% and total capital ratio was 14.36%

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

Loan Production

Loan production returned to more historical levels at \$492.3 million in 3Q22.



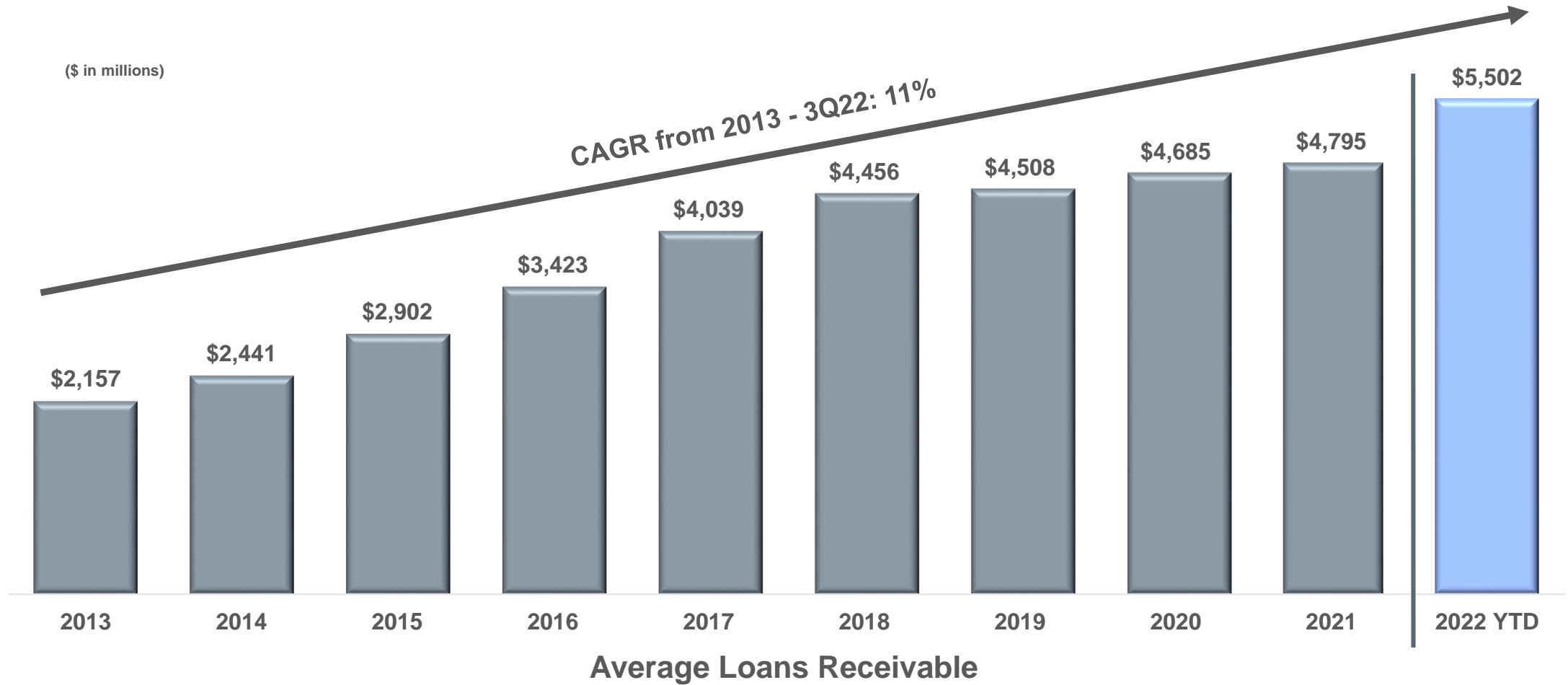
- Average interest rate on new production up 120 basis points sequentially.
- Residential mortgage⁽²⁾ loan production was \$140.4 million and commercial real estate loan production for the third quarter was \$132.9 million.
- Commercial and industrial loan production was \$88.0 million and equipment finance production was \$86.1 million.
- SBA⁽¹⁾ loan production was \$44.9 million.

(1) \$46.3M, \$47.4M, \$42.6M, \$67.9M, and \$44.9M of SBA loan production includes \$29.3M, \$21.7M, \$26.9M, \$47.3M, and \$27.1M of loans secured by CRE and the remainder representing C&I as of 3Q21, 4Q21, 1Q22, 2Q22, and 3Q22 respectively

(2) Residential mortgage includes \$0.8M, \$1.2M, \$1.1M, \$0.3M, and nil of consumer loans for 3Q21, 4Q21, 1Q22, 2Q22, and 3Q22 respectively

Average Loan Trend

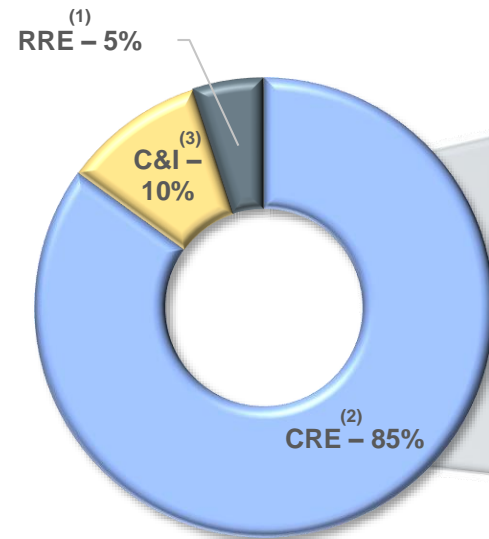
Strong average loan growth reflecting an 11% CAGR since 2013.



Successful Portfolio Diversification Strategy

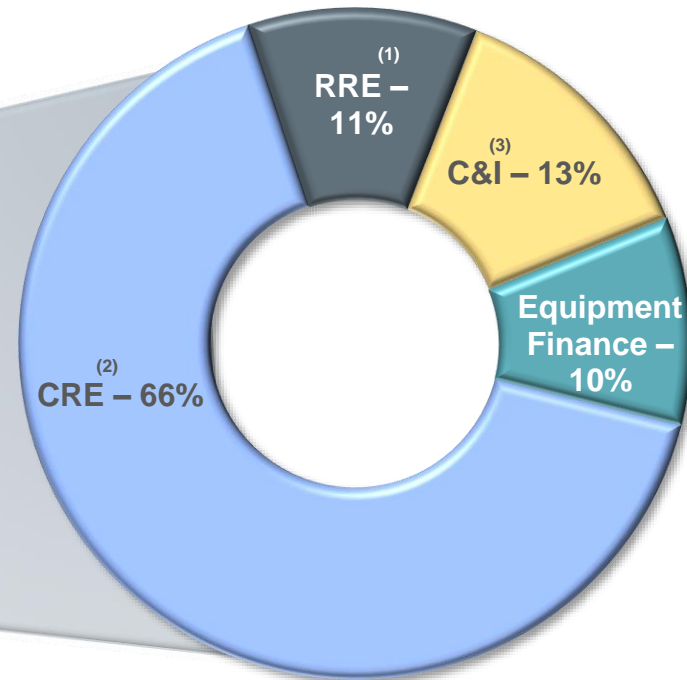
Significant progress reducing CRE concentration from 85% of total portfolio to 66%.

**Loan Composition
12/31/2013**



\$2.23 Billion

**Loan Composition
9/30/2022**



\$5.80 Billion

(1) RRE includes Consumer loans

(2) \$144.5M or 7.6% and \$102.9M or 2.7% of the CRE portfolio is unguaranteed SBA loans for December 2013 and September 2022, respectively

(3) \$7.0M or 3.1% and \$46.7M or 6.3% of the C&I portfolio is unguaranteed SBA loans for December 2013 and September 2022, respectively

\$5.80 Billion Loan Portfolio (as of 09/30/22)

Commercial Real Estate⁽¹⁾ Portfolio

Outstanding (\$ in millions)	\$3,854
Median Balance (\$ in millions)	\$0.71
3Q22 Average Yield	4.57%

RRE⁽²⁾ Portfolio

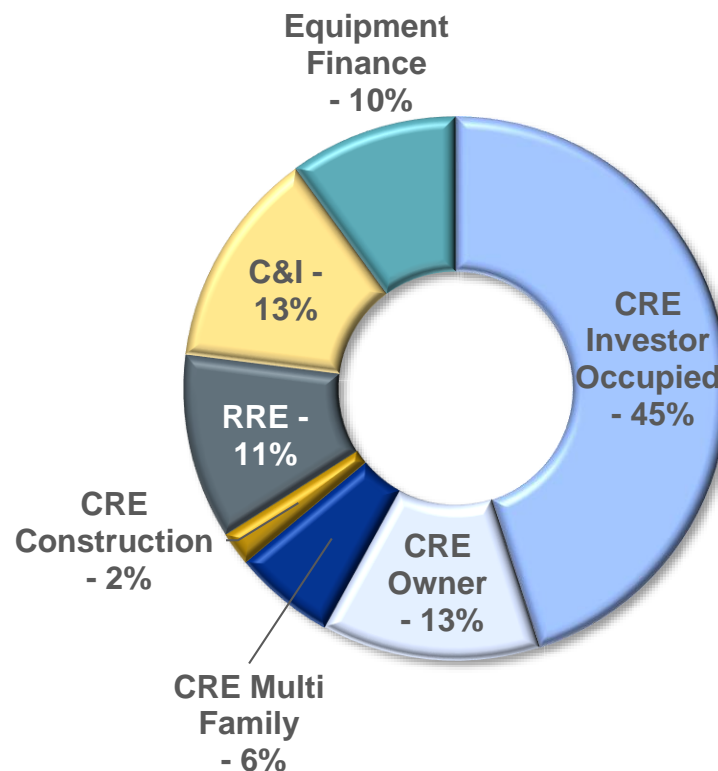
Outstanding (\$ in millions)	\$650
Median Balance (\$ in millions)	\$0.42
3Q22 Average Yield	3.89%

Commercial & Industrial Portfolio

Outstanding (\$ in millions)	\$732
Median Balance (\$ in millions)	\$0.06
3Q22 Average Yield	5.64%

Equipment Finance Portfolio

Outstanding (\$ in millions)	\$565
Median Balance (\$ in millions)	\$0.03
3Q22 Average Yield	4.94%



- (1) Commercial Real Estate (CRE) is a combination of Investor Occupied, Construction, Multi Family, and Owner Occupied
 (2) RRE includes \$2.4 million of HELOCs and \$5.6 million in consumer loans
 (3) Original LTV and weighted average DCR, when the loan was first underwritten

CRE Investor (Non-owner) Occupied

# of Loans	959
Median Balance (\$ in millions)	\$1.12
Weighted Average Loan-to-Value Ratio ⁽³⁾	51.5%
Weighted Average Debt Coverage Ratio	2.08x

CRE Owner Occupied

# of Loans	800
Median Balance (\$ in millions)	\$0.28
Weighted Average Loan-to-Value Ratio ⁽³⁾	48.5%
Weighted Average Debt Coverage Ratio	2.69x

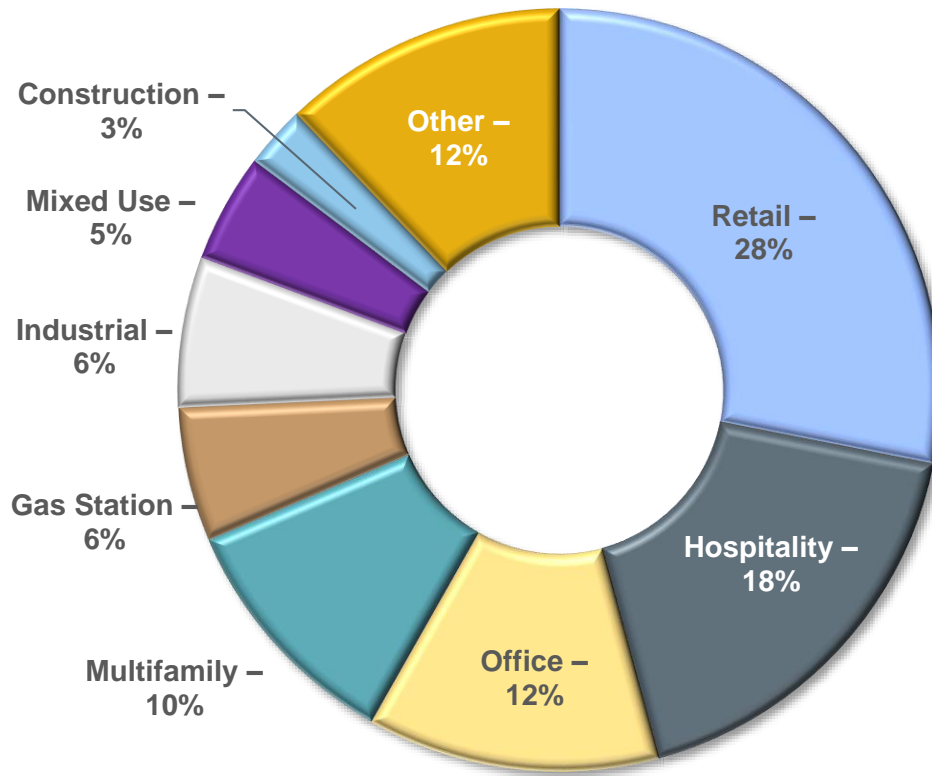
CRE Multifamily

# of Loans	162
Median Balance (\$ in millions)	\$1.05
Weighted Average Loan-to-Value Ratio ⁽³⁾	56.8%
Weighted Average Debt Coverage Ratio	1.66x

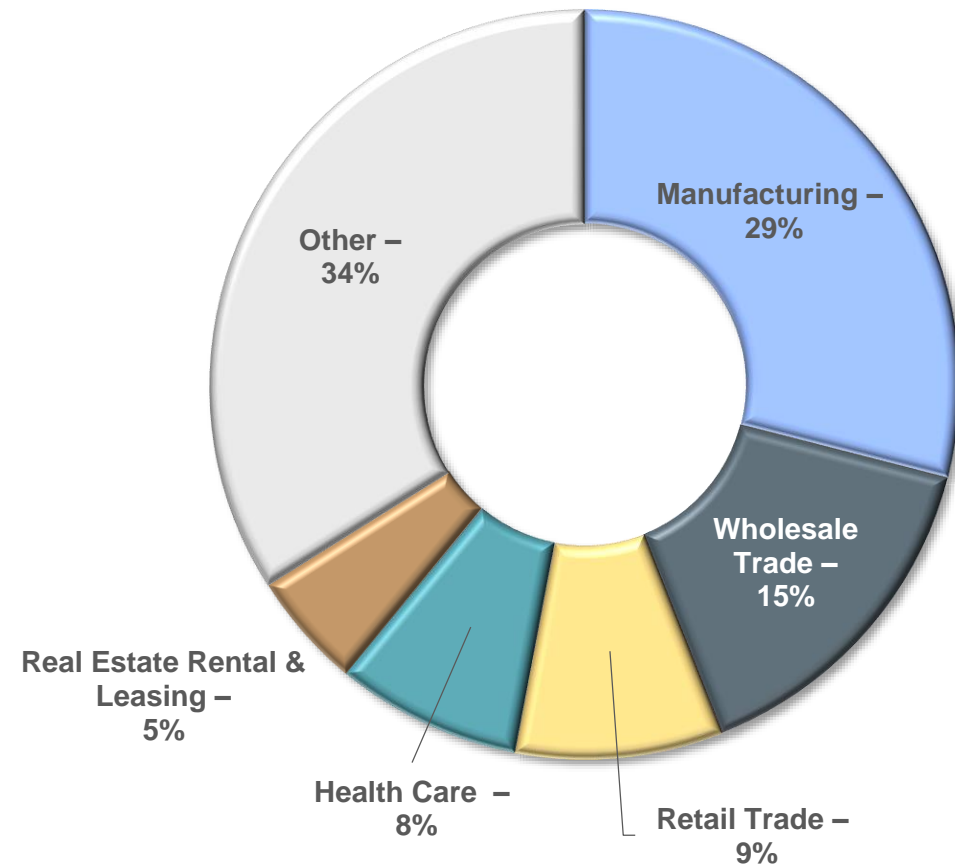
Loan Portfolio Diversification

Loan portfolio is well diversified across collateral types and industry types; CRE represents 66% of the total portfolio and C&I represents 13%.

CRE Portfolio⁽¹⁾
\$3.85B



C&I Portfolio⁽²⁾
\$732M



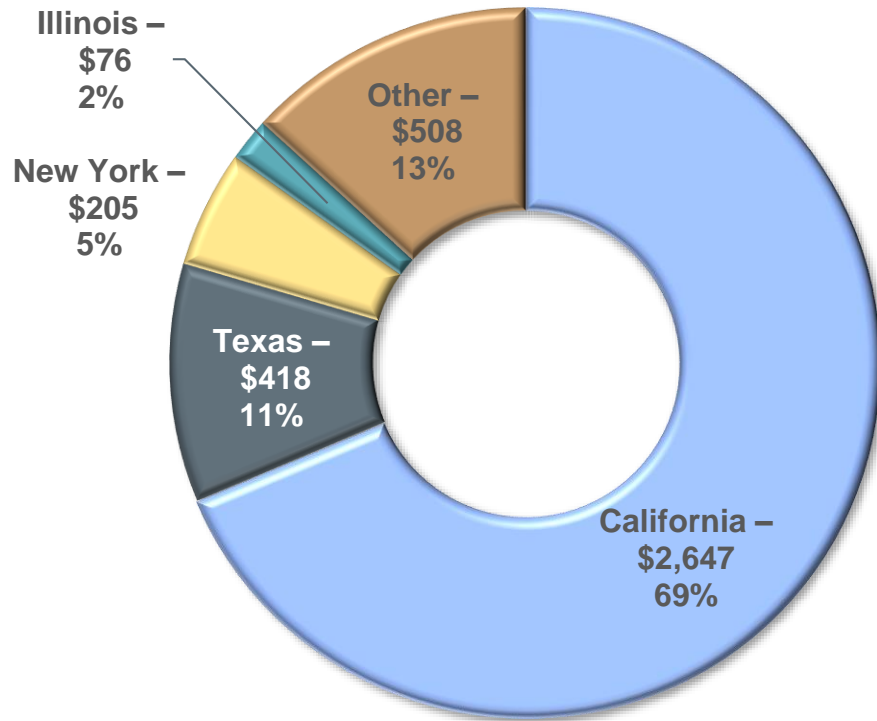
(1) \$102.9M or 2.7% of the CRE portfolio is unguaranteed SBA loans

(2) \$46.7M or 6.3% of the C&I portfolio is unguaranteed SBA loans

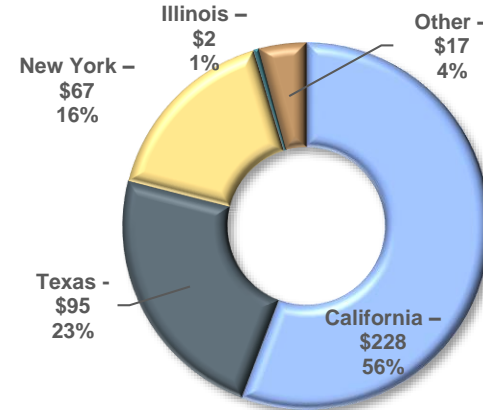
CRE Portfolio Geographical Exposure

(\$ in millions)

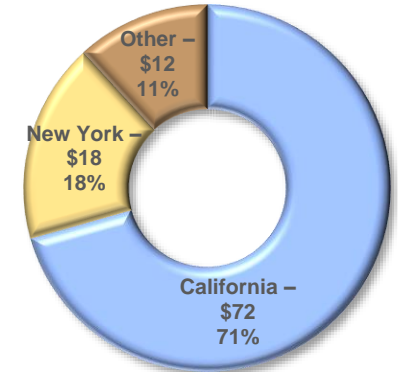
CRE Composition by State \$3,854M



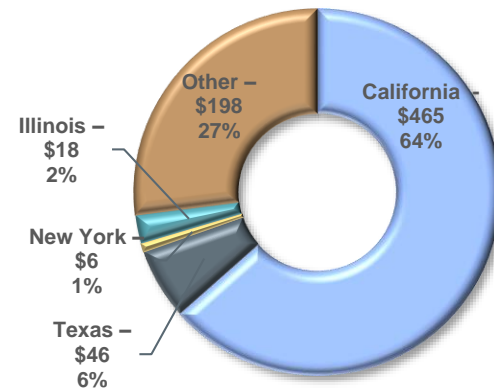
Multifamily by State \$409M



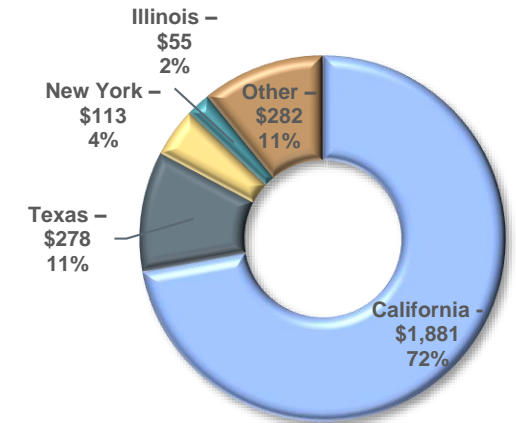
Construction by State \$102M



Owner Occupied by State \$732M

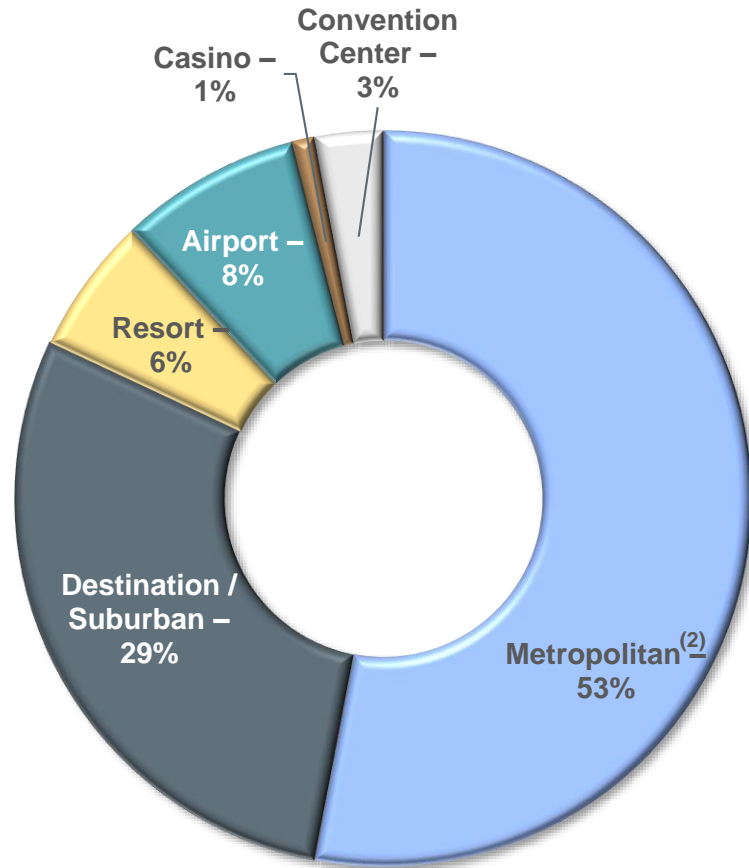


Investor Occupied by State \$2,610M



Hospitality Segment by Location Type

Hospitality segment⁽¹⁾ declined by 27% since 1Q20 to \$682.1 million at 3Q22, representing 12% of the loan portfolio.



- Average balance within the segment was \$3 million and the median balance was \$0.9 million
- Weighted average debt coverage ratio of the segment was 2.4x at origination
- Weighted average loan to value of the segment was 50.3% at origination
- \$54.1 million of the hospitality portfolio was criticized as of September 30, 2022, of which \$32 million stems from the metropolitan⁽²⁾ location category
- Single nonaccrual hospitality loan for \$91 thousand in the Texas metropolitan⁽²⁾ location

Total Hospitality Segment: \$682.1M

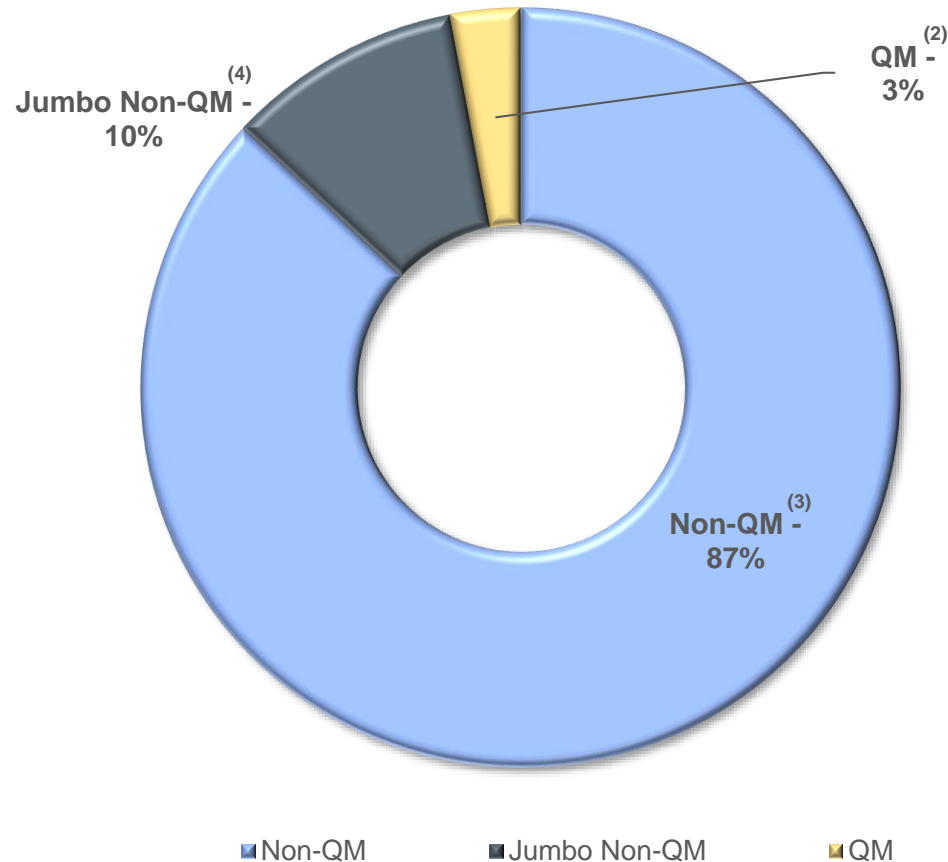
(1) Segment represents exposure in CRE

(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

Residential Real Estate Portfolio

The RRE⁽¹⁾ portfolio was \$649.6 million for the third quarter, representing 11% of the total loan portfolio.

Our conservative underwriting policy focuses on high-quality mortgage origination with maximum LTV between 60% and 70%, maximum DTI of 43% and minimum FICO scores of 680.



- 36% of the Residential Real Estate portfolio is fixed and 64% is variable. Of the variable mortgage portfolio, 86% is expected to reset after 12 months and 14% within the next 12 months
- Total delinquencies are 0.06%, all within the 30-59 days delinquency category

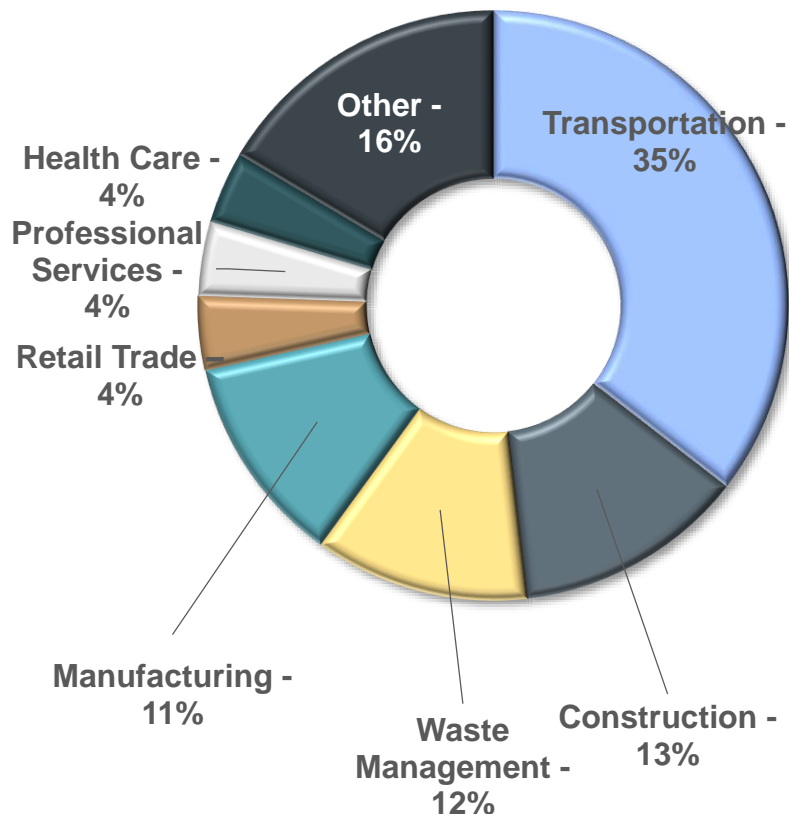
- (1) RRE includes \$2.4 million of HELOCs and \$5.6 million in consumer loans
(2) QM loans conform to the Ability-to-Repay (ATR) rules/requirements of CFPB
(3) Non-QM loans do not conform to the CFPB Dodd-Frank Act
(4) Jumbo Non-QM loan amounts exceed FHFA limits, but generally conform to the ATR/QM rules

Equipment Finance Portfolio

A \$565.4 million equipment finance portfolio, with an average size of \$46 thousand, is diversified by industry, equipment type and geography.

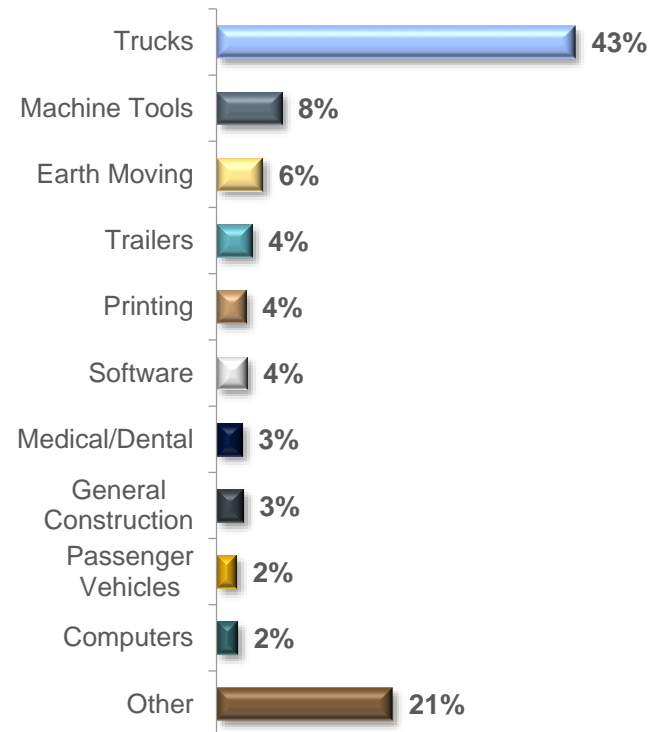
Portfolio by Industry

(As a % of total portfolio)



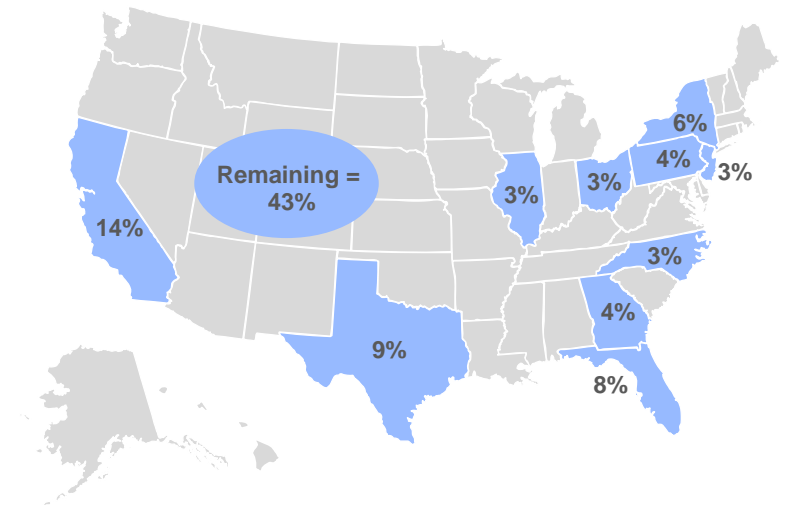
Portfolio by Equipment

(As a % of total portfolio)



Portfolio by State

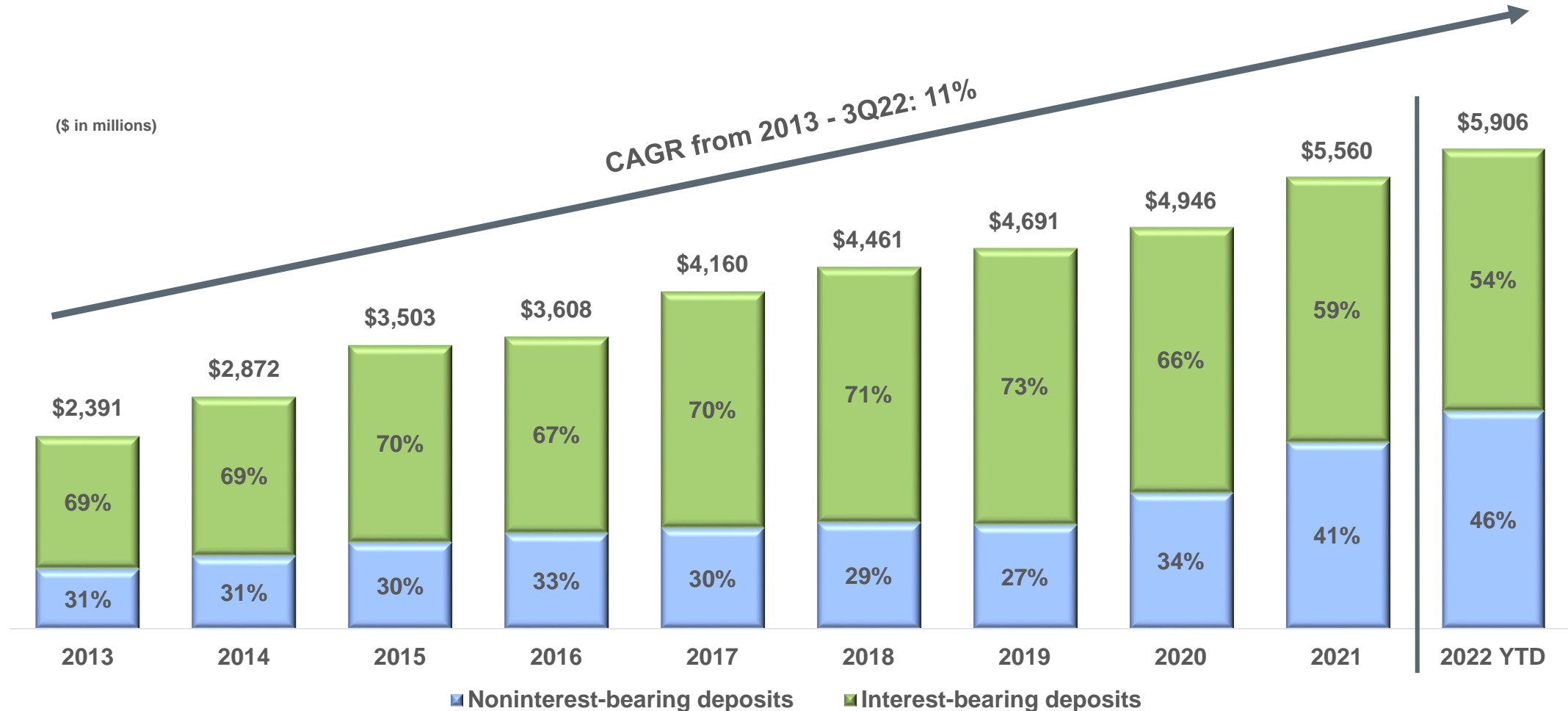
(As a % of total portfolio)



Average Deposit Trend

Strong deposit growth reflecting a 11% CAGR since 2013.

Noninterest-bearing deposits have grown by 16% CAGR since 2013, and now represents 46% of total deposits.



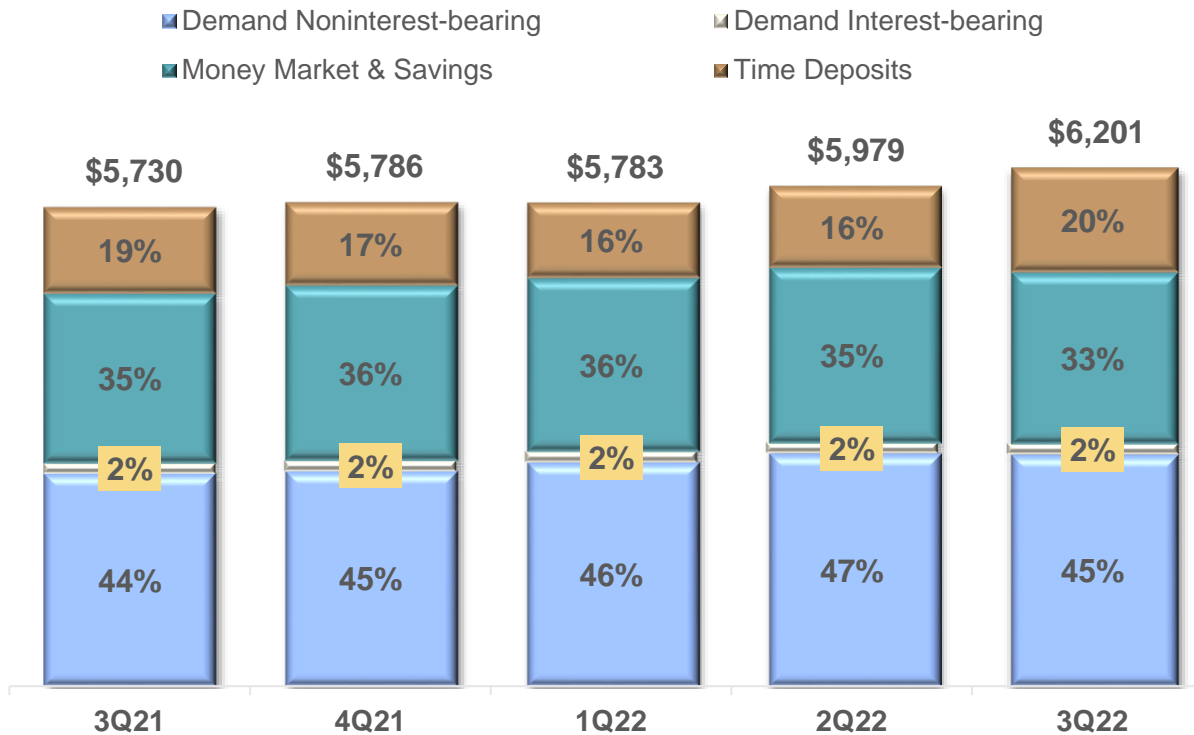
Deposit Base

Deposits increased to \$6.20 billion, up 4% from the prior quarter and up 8% from the same quarter last year.

- Noninterest-bearing demand deposits relatively unchanged from the prior quarter and increased 9% from the same quarter last year. Noninterest-bearing demand deposits represented 45% of total deposits at September 30, 2022

Deposits

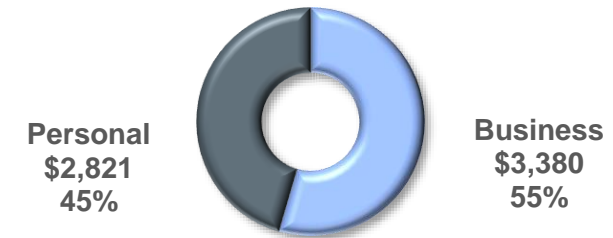
(\$ in millions)



Note: Numbers may not add due to rounding

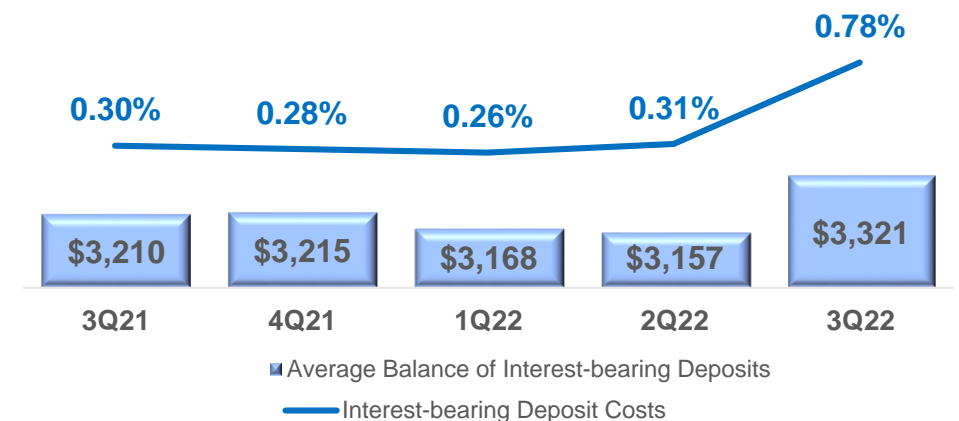
Deposits (as of 3Q22)

(\$ in millions)

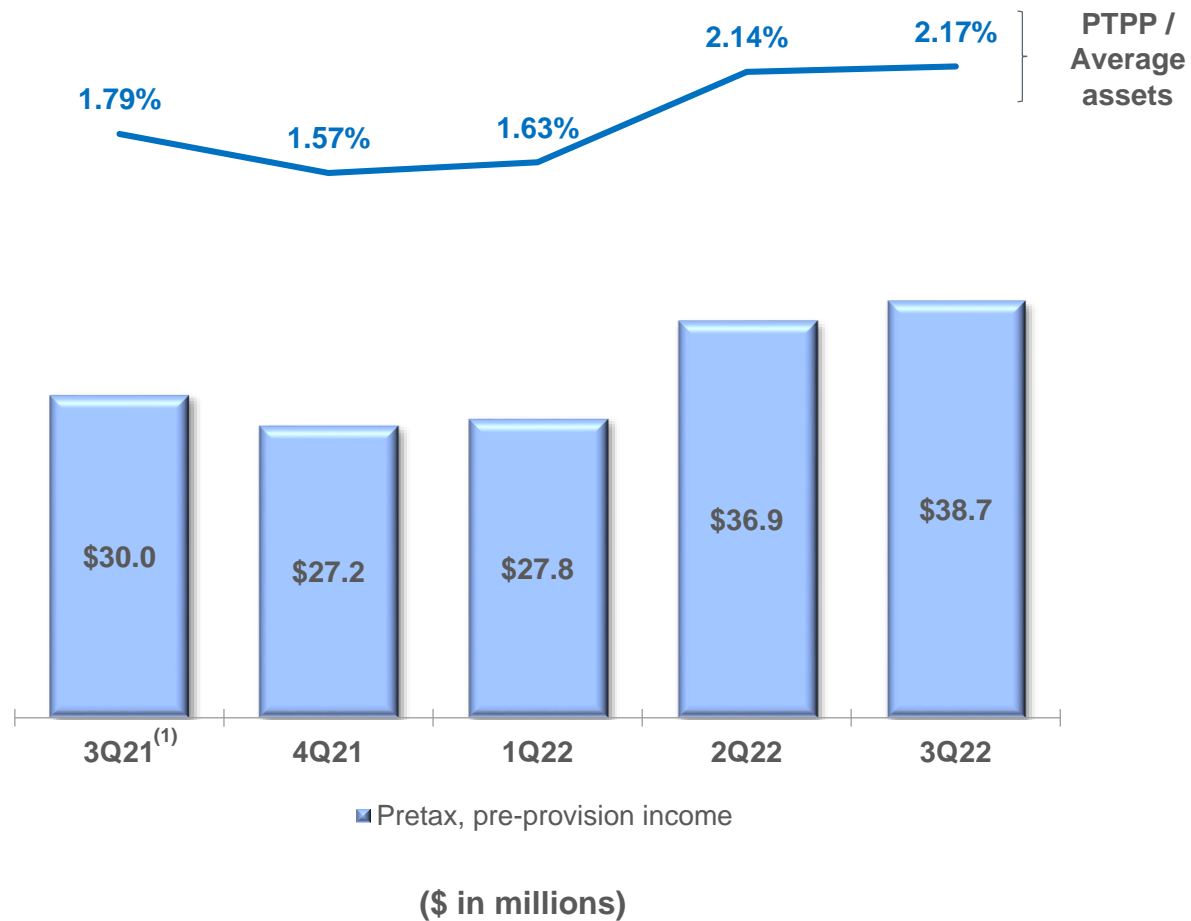


Average Interest-bearing Deposits

(\$ in millions)



Pretax Pre-Provision Income (PTPP)

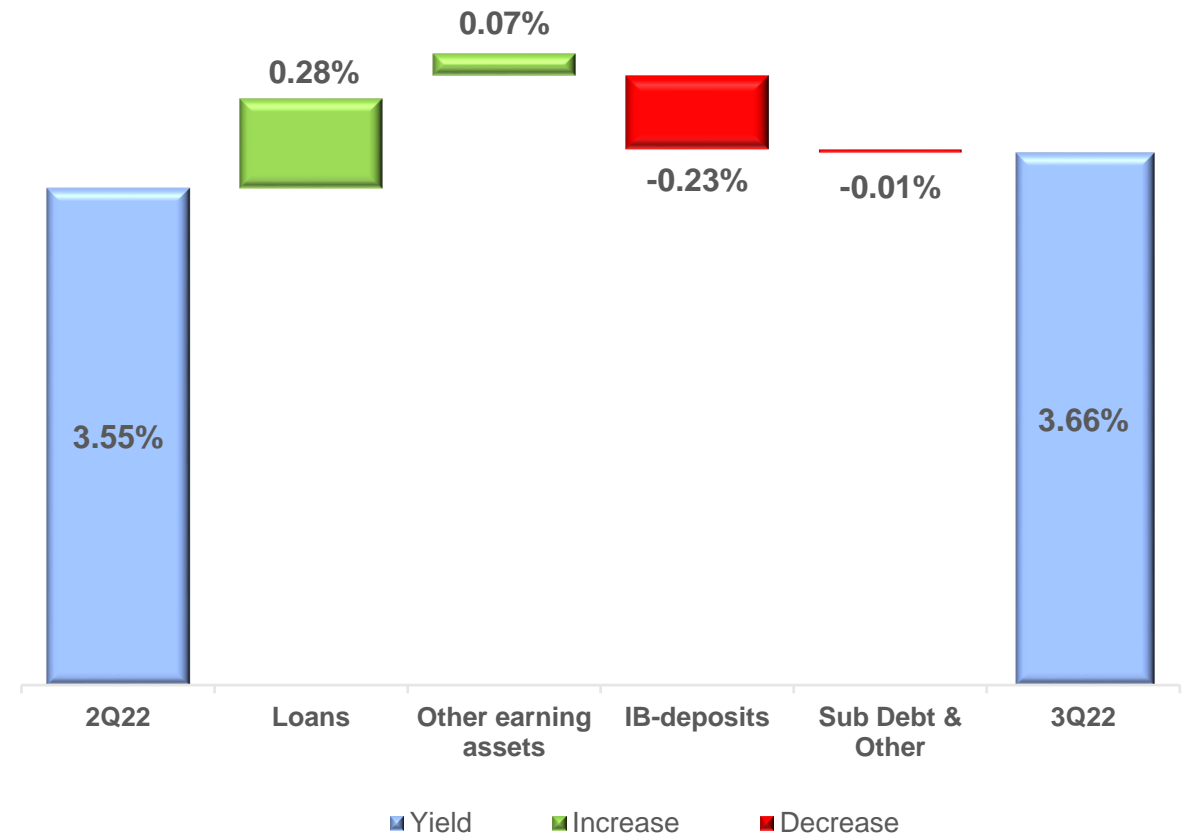
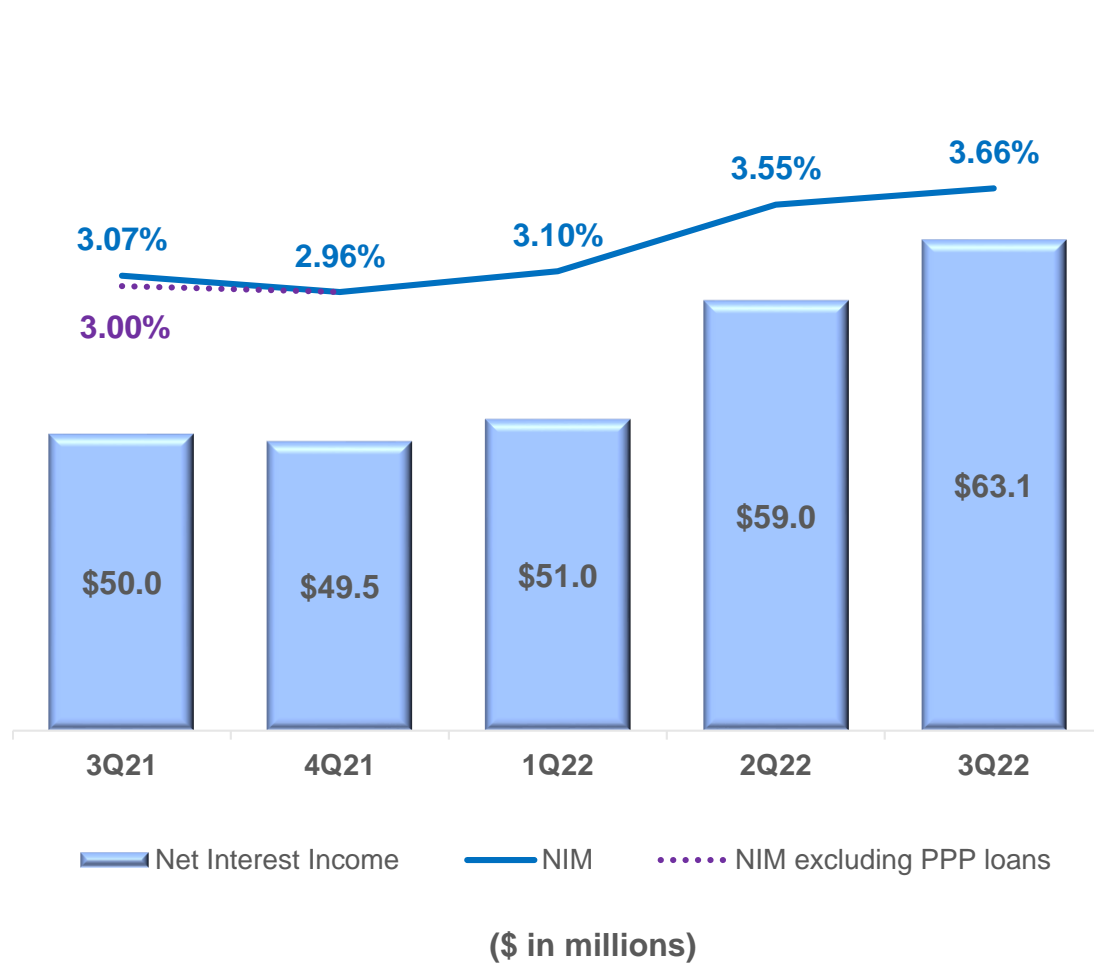


- Pretax, pre-provision income⁽¹⁾ was \$38.7 million for the third quarter, up 5.0% from the prior quarter and up 29.1% from the same quarter last year.
- PTPP over average assets for 3Q22 was 2.17% compared with 2.14% the prior quarter, an increase of 3 bps.

(1) Includes \$339 thousand of PPP gains in 3Q21

Net Interest Income | Net Interest Margin

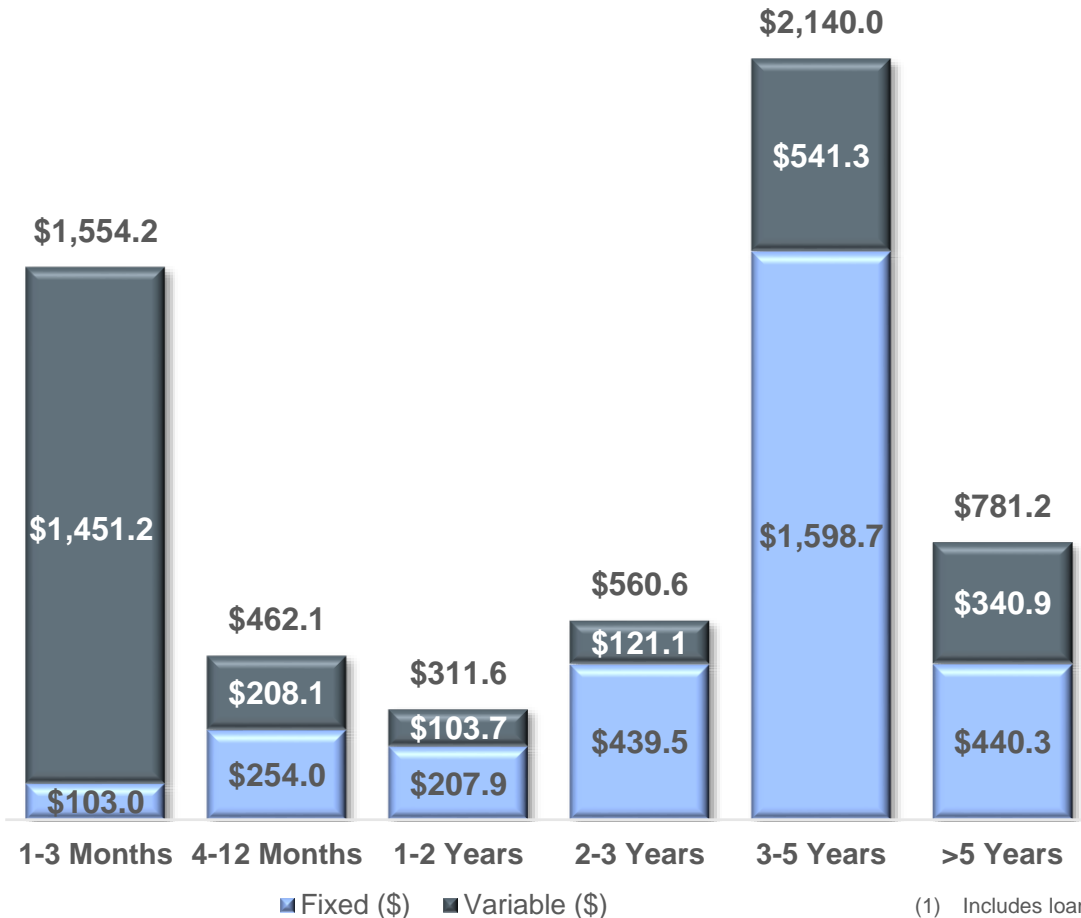
Net interest income was \$63.1 million for the third quarter compared with \$59.0 million for the prior quarter; net interest margin for the quarter was 3.66% compared with 3.55% for the prior quarter.



Net Interest Income Sensitivity

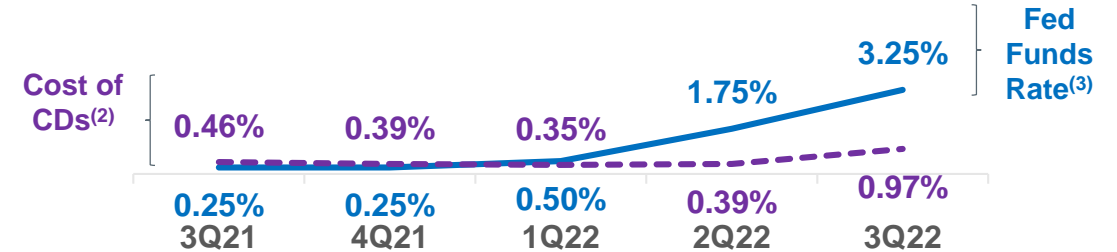
25% of the loan portfolio reprices within 1-3 months.

Loans – Months to Reset / Maturity⁽¹⁾
(\$ in millions)

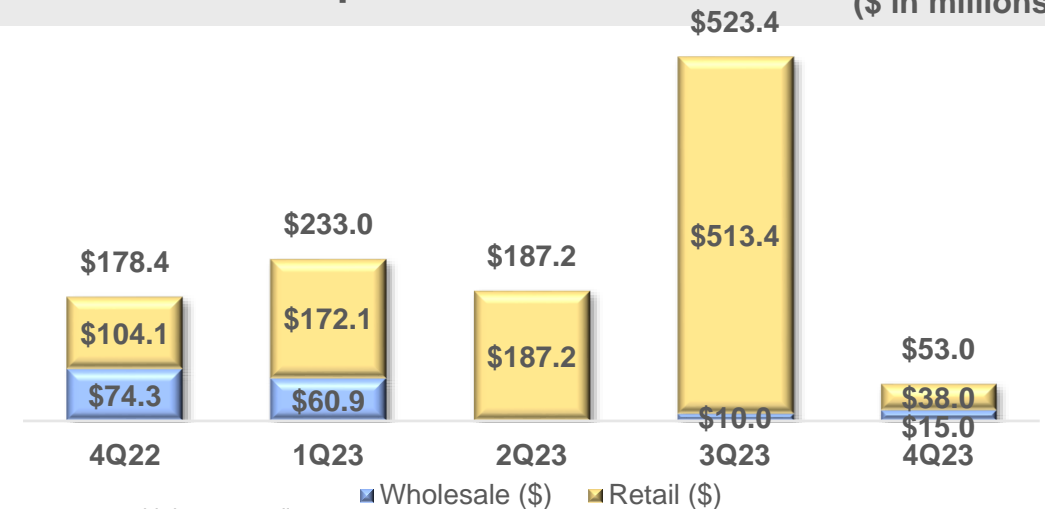


- (1) Includes loans held for sale; numbers may not add due to rounding
 (2) Cost of CDs as of September 2022 was 1.21%
 (3) Fed funds rate represent the rate at the end of quarter

Fed Funds Rate & Cost of CDs



Deposits – CD Maturities
(\$ in millions)

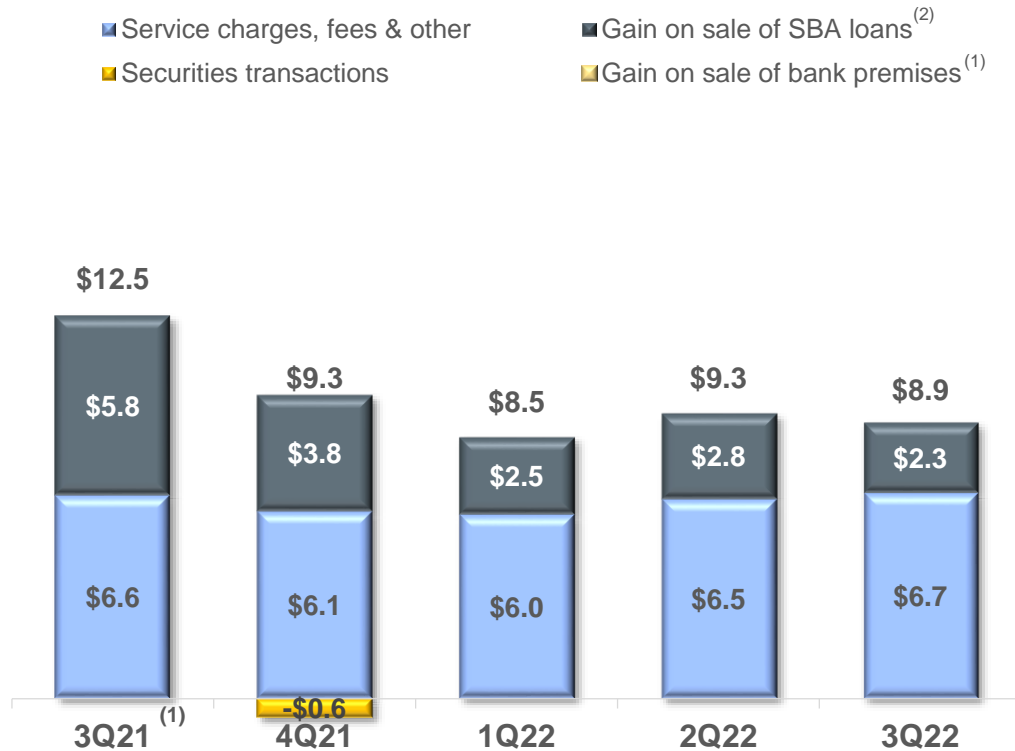


Noninterest Income

Noninterest income was \$8.9 million for the third quarter compared with \$9.3 million for the prior quarter largely due to lower SBA gain on sale income stemming from lower trade premiums.

Noninterest Income

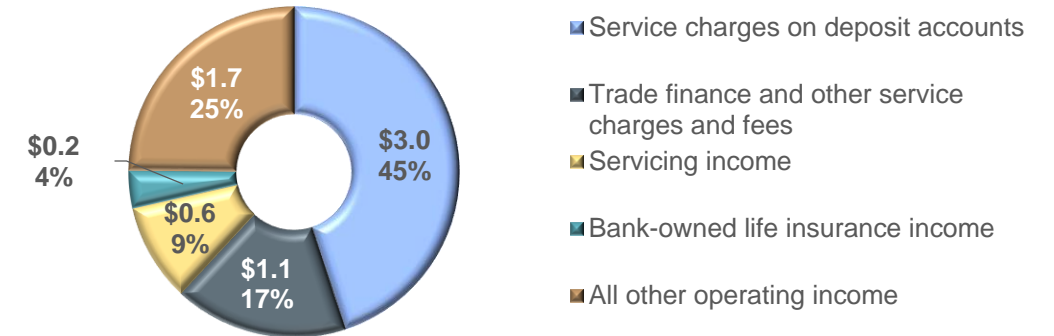
(\$ in millions)



(1) Includes gain on sale of bank premises of \$45 thousand for 3Q21
 (2) Includes gain on PPP loans of \$339 thousand for 3Q21

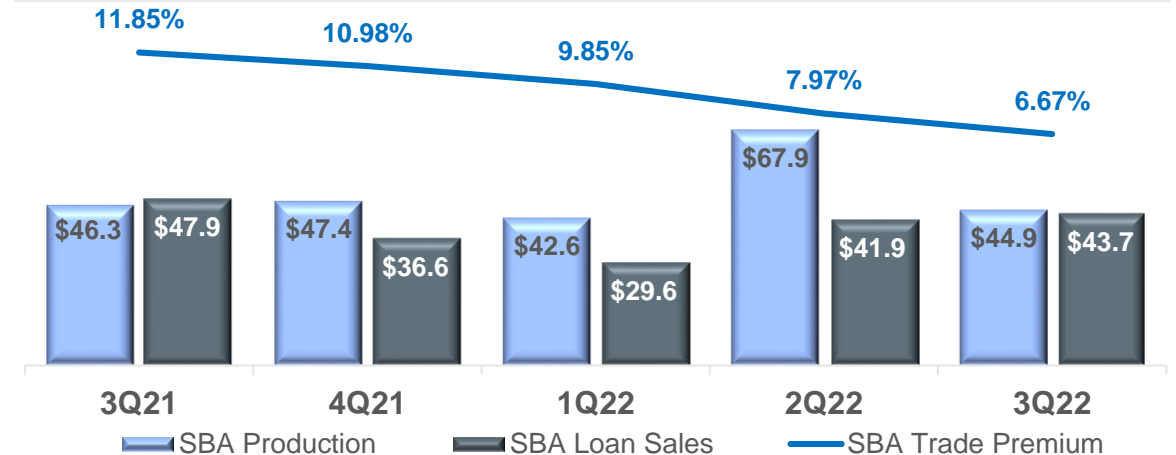
3Q22 Service Charges and Fees

(\$ in millions)



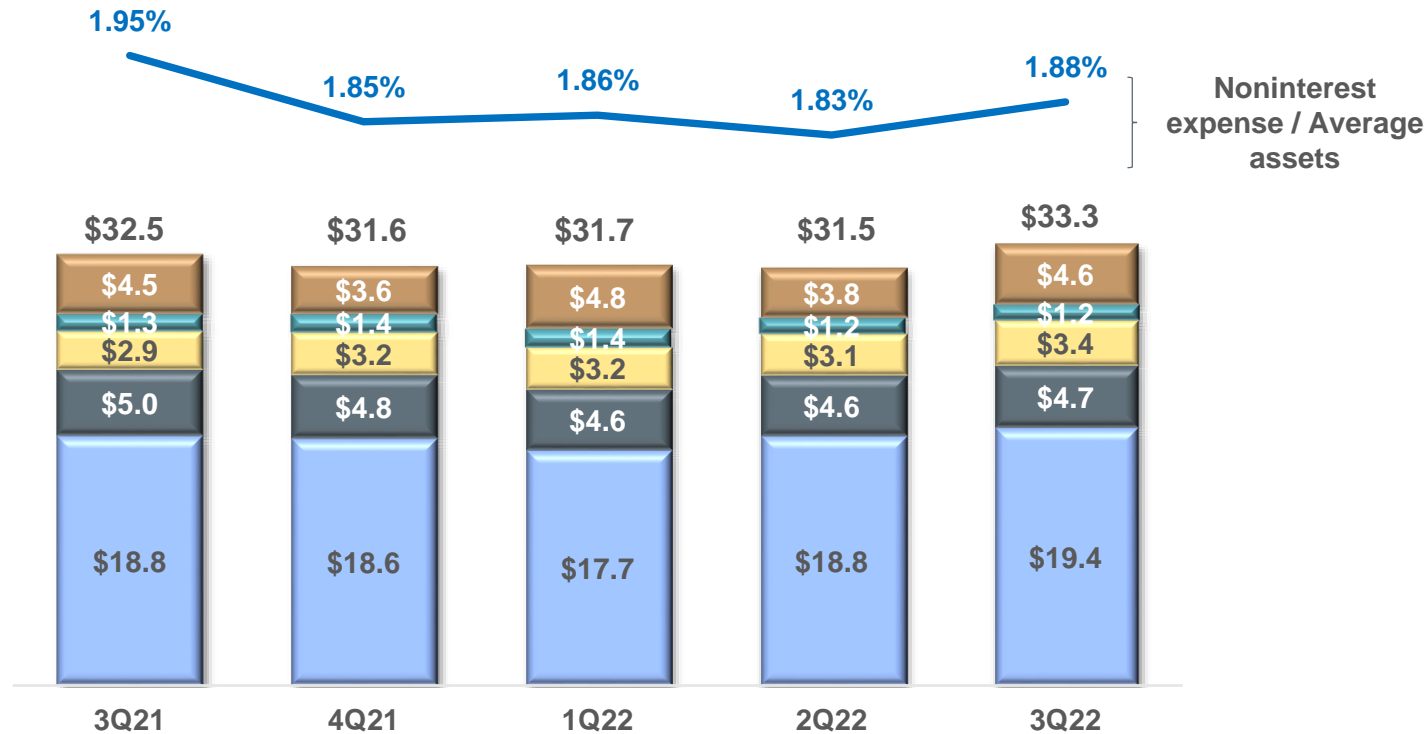
SBA 7(a) Loan Production and Sales

(\$ in millions)



Noninterest Expense

Continued focus on disciplined expense management.



- Noninterest expense was \$33.3 million in the third quarter, up 5.7% from the prior quarter
- The efficiency ratio for the third quarter was 46.22% compared to 46.05% for the prior quarter

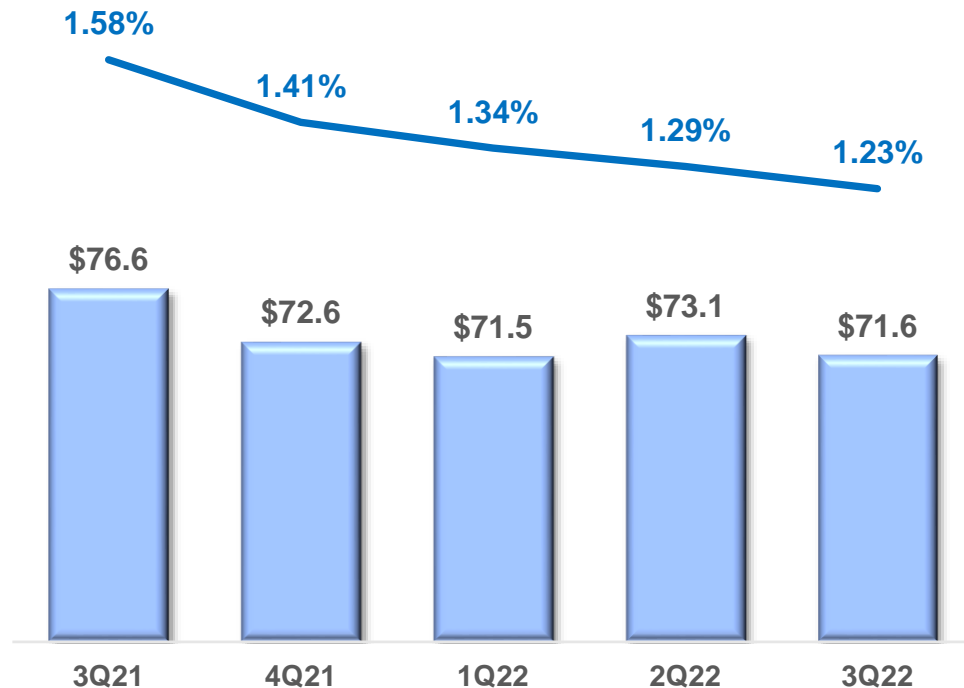
■ Salaries and employee benefits ■ Occupancy and equipment
■ Data Processing ■ Professional Fees
■ All other expenses

(\$ in millions)

ACL Trends

Allowance for credit losses was \$71.6 million as of September 30, 2022 generating an allowance for credit losses to loans of 1.23% compared with 1.29% at the end of the prior quarter.

Allowance for Credit Losses

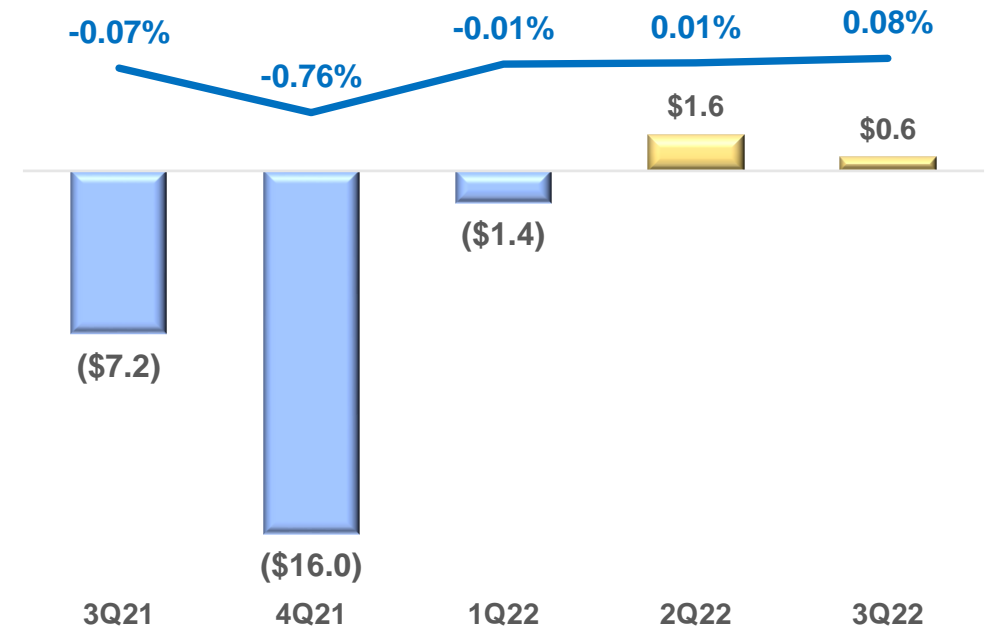


Allowance for credit losses

ACL to Loans

(\$ in millions)

Credit Loss Expense (Recovery)



Credit loss recovery

Credit loss expense

Net loan charge-offs (recoveries) to average loans

(\$ in millions)

ACL Analysis by Loan Type

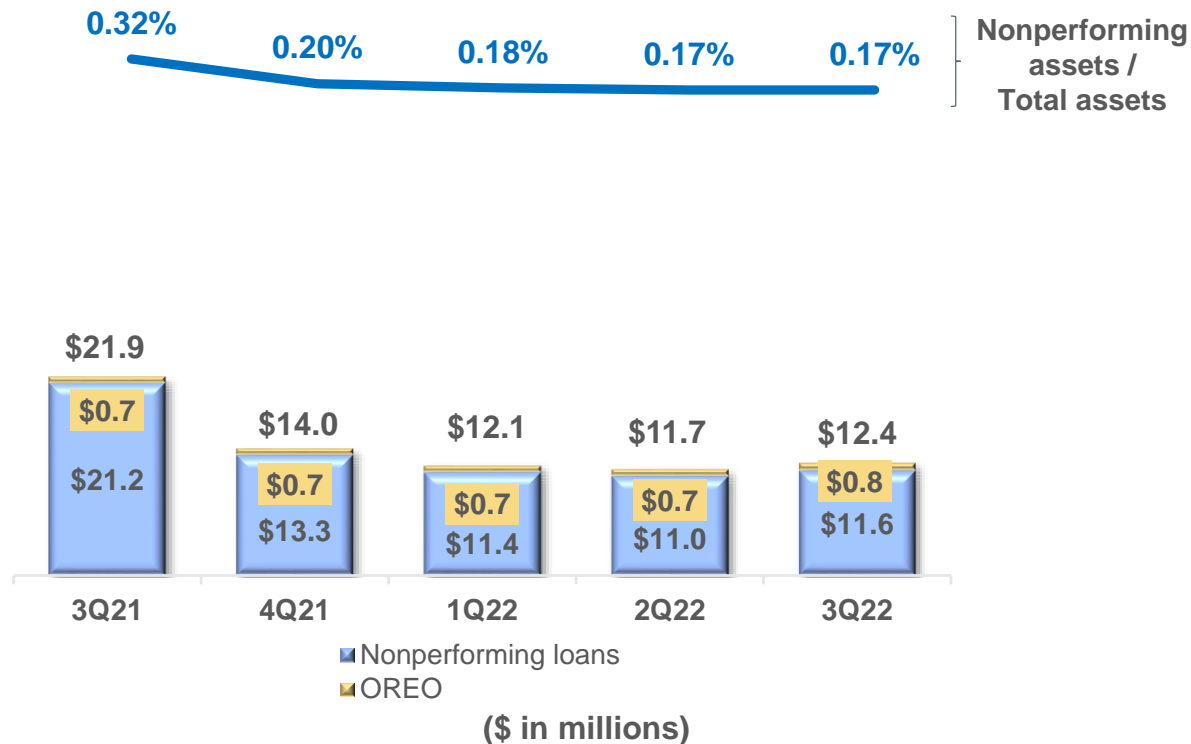
(\$ in millions)	September 30, 2022		June 30, 2022		March 31, 2022		December 31, 2021		September 30, 2021	
	Allowance	Loans	Allowance	Loans	Allowance	Loans	Allowance	Loans	Allowance	Loans
CRE	\$ 42.7	\$ 3,853.9	\$ 45.6	\$ 3,829.7	\$45.9	\$3,771.5	\$48.4	\$3,701.9	\$55.3	\$3,528.5
C&I	14.9	732.0	14.3	766.8	12.9	633.1	12.4	561.8	8.7	516.4
Equipment Finance	11.2	565.4	12.7	537.4	12.2	500.1	11.3	487.3	11.8	459.1
RRE & Consumer	2.9	649.6	0.5	521.6	0.5	432.8	0.5	400.5	0.8	354.9
Total	\$ 71.6	\$ 5,801.0	\$ 73.1	\$ 5,655.4	\$71.5	\$5,337.5	\$72.6	\$5,151.5	\$76.6	\$4,858.9

Note: Numbers may not add due to rounding

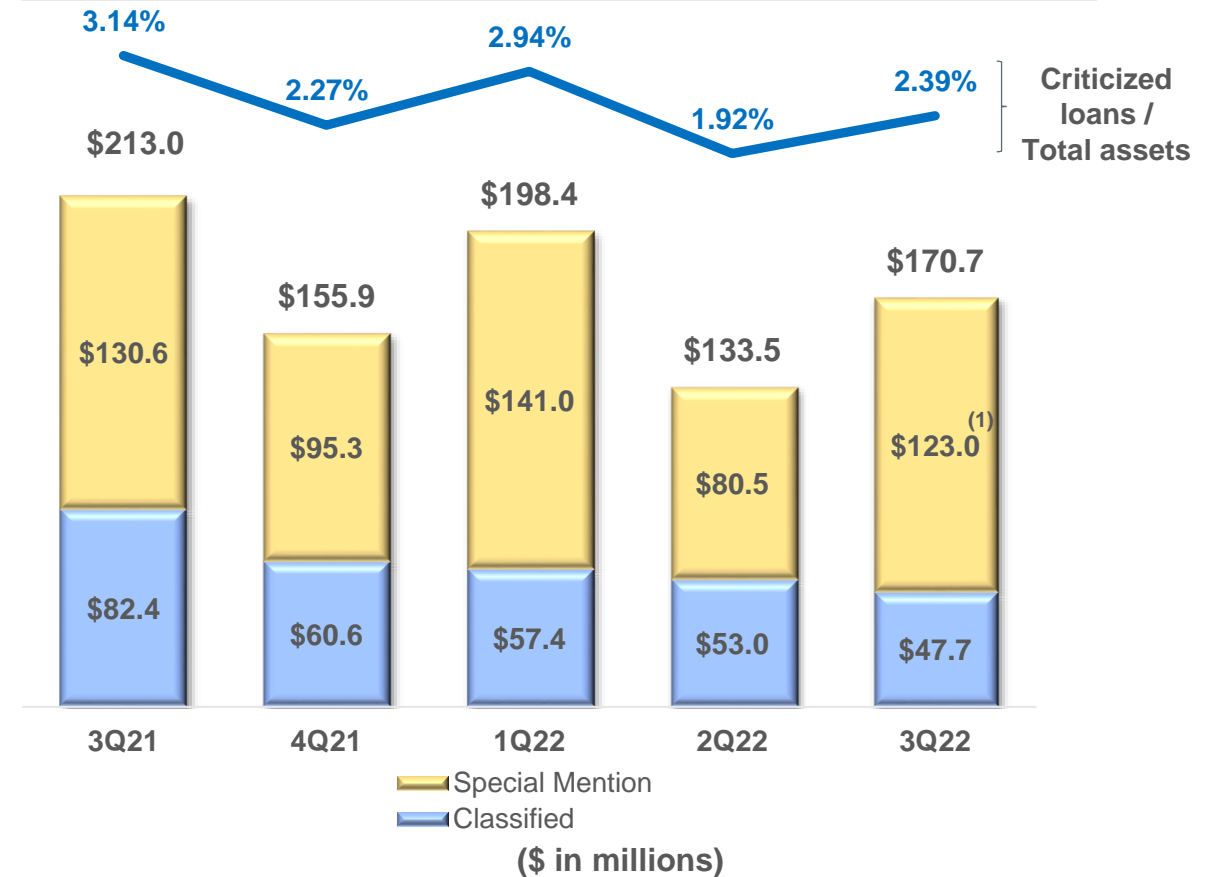
Asset Quality

Nonperforming assets to total assets remained unchanged quarter-over-quarter. Special mention loans were \$123.0⁽¹⁾ million at the end of the third quarter, up from \$80.5 million at June 30, 2022.

Nonperforming Assets



Criticized Loans

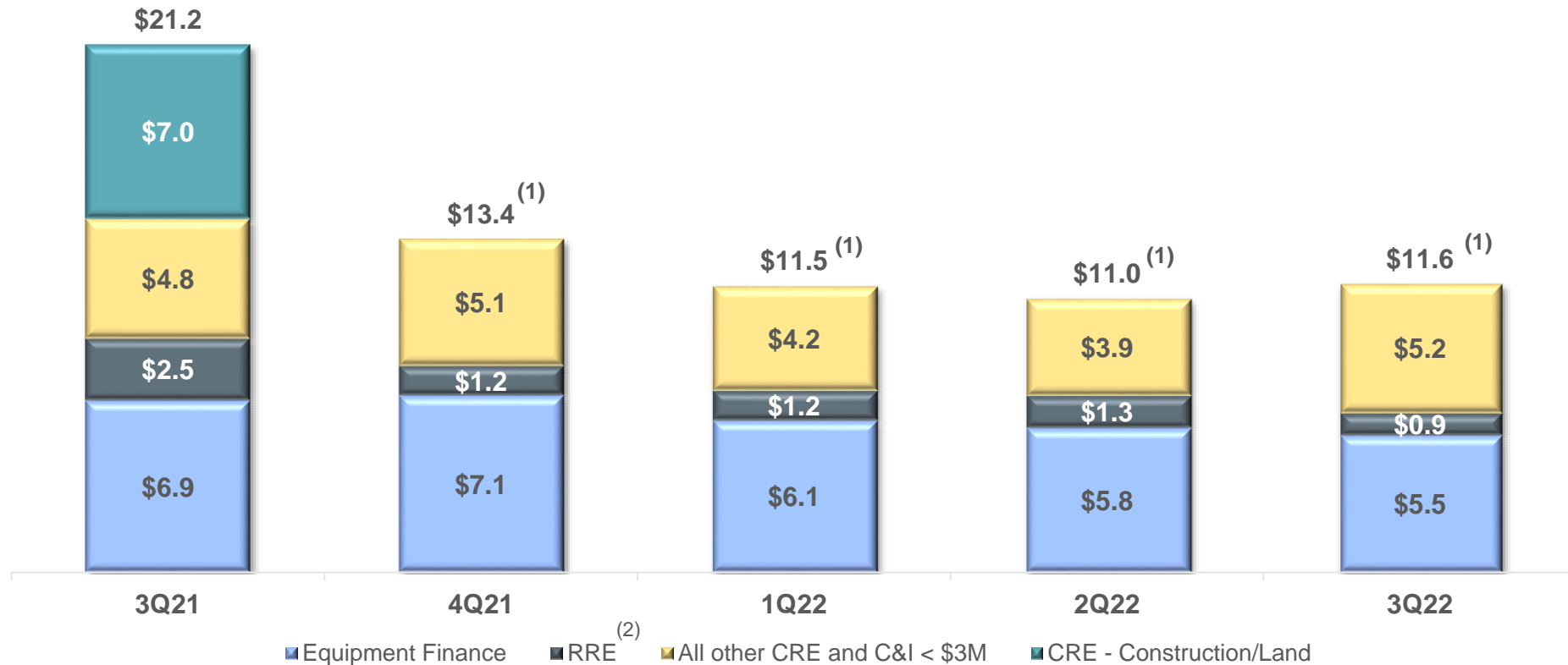


(1) Includes the 3Q22 addition of a \$41.1 million current loan relationship comprised of a \$25 million asset-based line of credit (\$18.0 million outstanding), a \$13.5 million commercial real estate loan and a \$9.6 million commercial term loan.

Asset Quality – Nonaccrual Loans

Nonaccrual loans were \$11.6 million and essentially unchanged from the end of the prior quarter.

(\$ in millions)



Note: Numbers may not add due to rounding

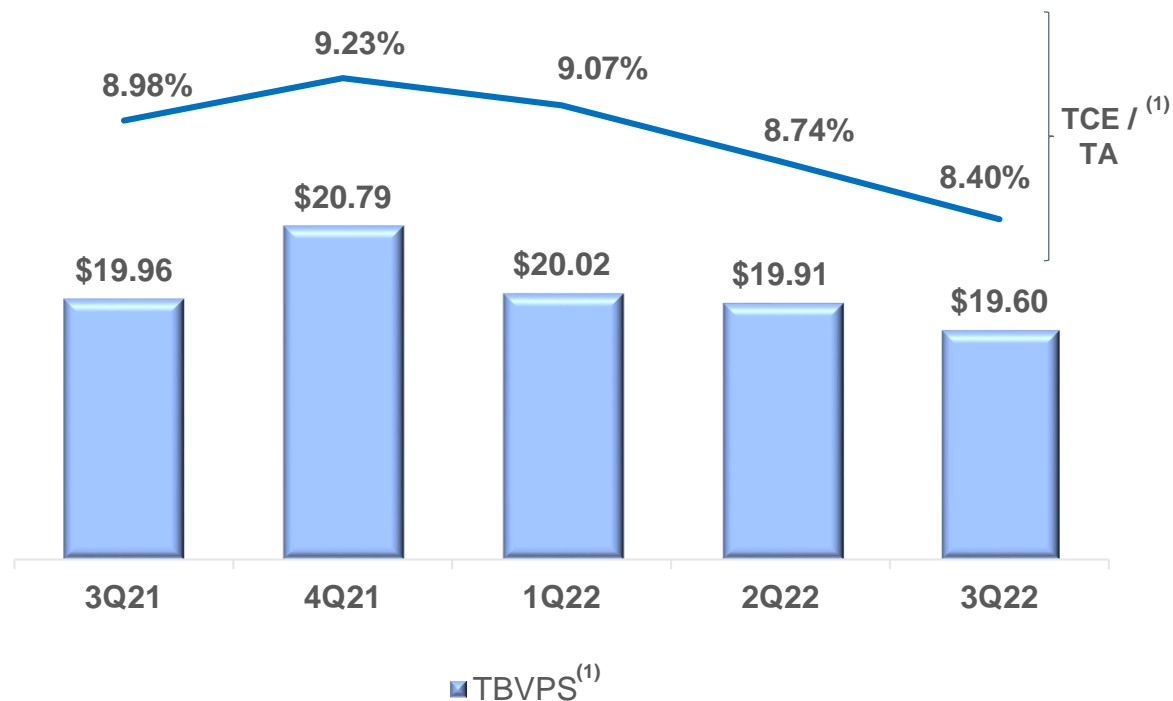
(1) Specific allowance for credit losses at December 31, 2021, March 31, 2022, June 30, 2022 and September 30, 2022 was \$2.8 million, \$2.2 million, \$2.0 million, and \$2.2 million, respectively

(2) RRE includes consumer loans

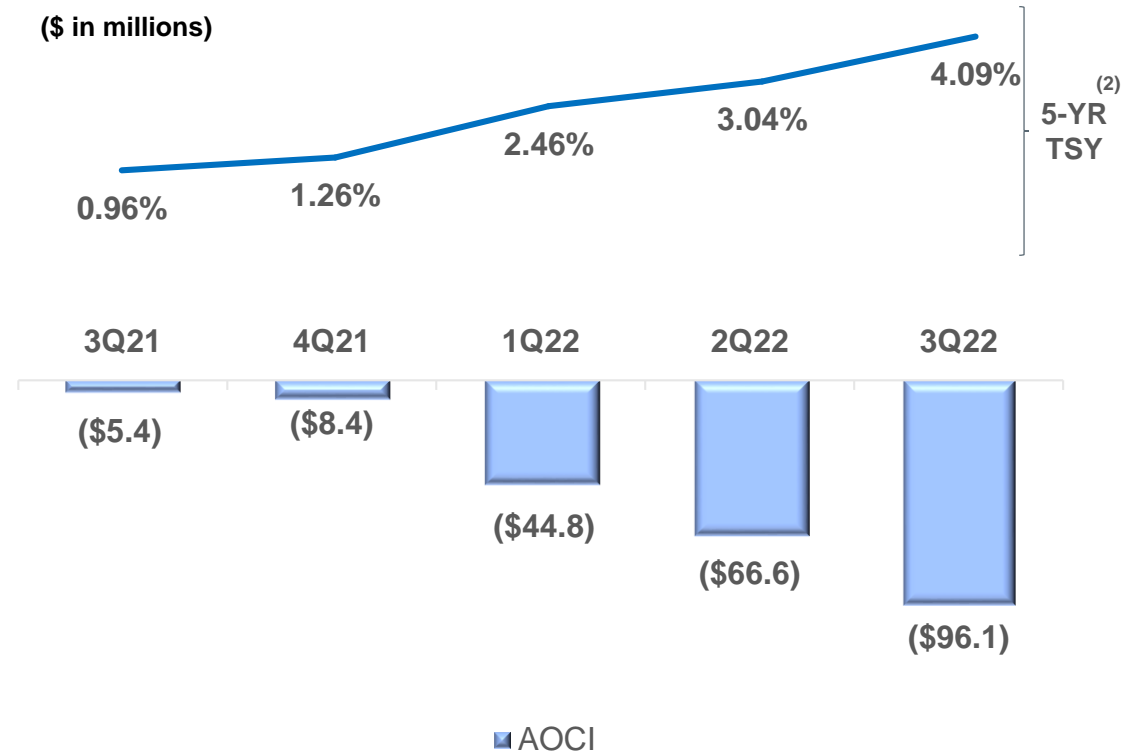
Capital Management

Tangible book value per share (TBVPS)⁽¹⁾ decreased to \$19.60 from \$19.91 at the end of the prior quarter. 3Q22 TBVPS⁽¹⁾ and TCE/TA⁽¹⁾ ratio were impacted by \$29.5 million unrealized after-tax loss recorded in AOCI due to changes in the value of the securities portfolio resulting from increased interest rates during the quarter.

TBVPS⁽¹⁾ & TCE/TA⁽¹⁾



AOCI & 5-YR TSY



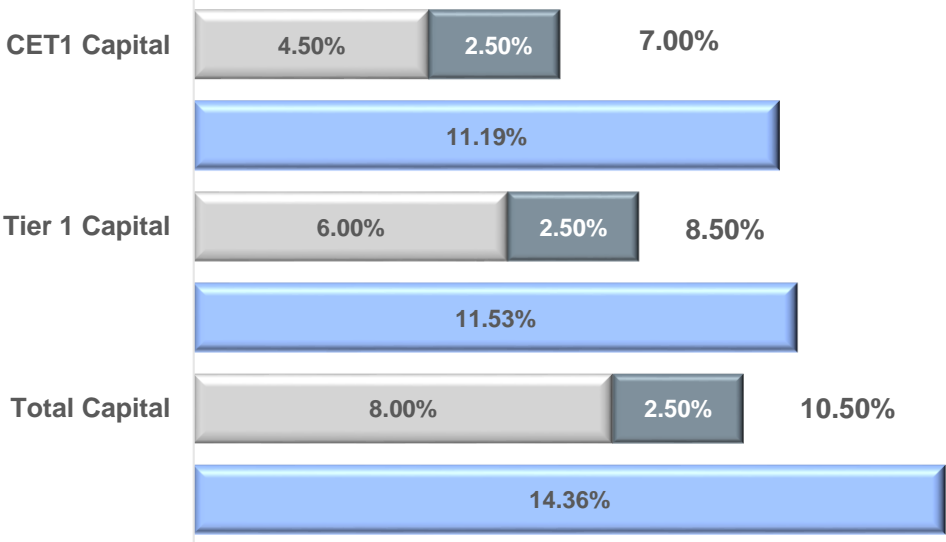
(1) Non-GAAP financial measure, refer to the non-GAAP reconciliation slides

(2) Rate at the end of the quarter

Regulatory Capital

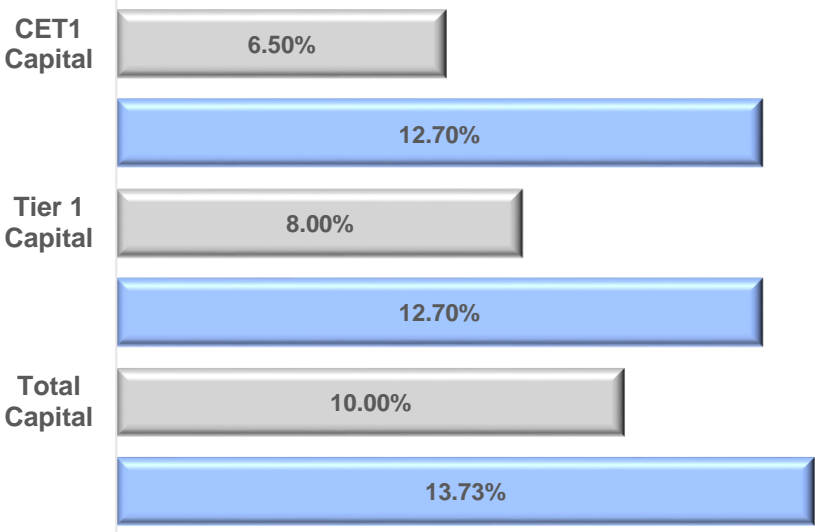
The Company exceeds regulatory minimum and the Bank remains well capitalized.

Company



■ Minimum Requirement ■ Capital Conservation Buffer ■ Company

Bank



■ Well Capitalized ■ Bank

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 ⁽¹⁾

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

(1) Based on the 2022 Hanmi ESG Report

Appendix

3Q22 Financial Summary

(\$ in millions, except EPS)

(\$ in millions, except EPS)					
	September 30, 2022	June 30, 2022	September 30, 2021	Change ⁽¹⁾	
				Q/Q	Y/Y
Income Statement Summary					
Net interest income	\$ 63.1	\$ 59.0	\$ 50.0	6.8%	26.2%
Noninterest income	8.9	9.3	12.5	-4.3%	-28.7%
Operating revenue	72.0	68.3	62.5	5.4%	15.2%
Noninterest expense	33.3	31.5	32.5	5.7%	2.4%
Credit loss (recovery) expense	0.6	1.6	(7.2)	64.7%	-107.8%
Pretax income	38.2	35.3	37.2	8.2%	2.5%
Income tax expense	11.0	10.2	10.7	7.4%	3.2%
Net income	\$ 27.2	\$ 25.1	\$ 26.6	8.5%	2.3%
EPS-Diluted	\$ 0.89	\$ 0.82	\$ 0.86		
Selected balance sheet items					
Loans receivable	\$ 5,801	\$ 5,655	\$ 4,859	2.6%	19.4%
Deposits	6,201	5,979	5,730	3.7%	8.2%
Total assets	7,129	6,956	6,777	2.5%	5.2%
Stockholders' equity	\$ 609	\$ 618	\$ 619	-1.5%	-1.6%
Profitability Metrics					
Return on average assets	1.52%	1.45%	1.58%	7	(6)
Return on average equity	15.58%	14.92%	17.13%	66	(155)
TCE/TA ⁽²⁾	8.40%	8.74%	8.98%	(34)	(58)
Net interest margin	3.66%	3.55%	3.07%	11	59
Efficiency ratio	46.22%	46.05%	52.01%	17	(579)

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

Non-GAAP Reconciliation: Tangible Common Equity to Tangible Asset Ratio

(\$ in thousands, except per share data)

Hanmi Financial Corporation

	September 30, 2022	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021
Assets	\$ 7,128,511	\$ 6,955,968	\$ 6,737,052	\$ 6,858,587	\$ 6,776,533
Less goodwill and other intangible assets	(11,267)	(11,310)	(11,353)	(11,395)	(11,450)
Tangible assets	<u>\$ 7,117,244</u>	<u>\$ 6,944,658</u>	<u>\$ 6,725,699</u>	<u>\$ 6,847,192</u>	<u>\$ 6,765,083</u>
Stockholders' equity ⁽¹⁾	\$ 608,893	\$ 618,296	\$ 621,452	\$ 643,417	\$ 619,055
Less goodwill and other intangible assets	(11,267)	(11,310)	(11,353)	(11,395)	(11,450)
Tangible stockholders' equity ⁽¹⁾	<u>\$ 597,626</u>	<u>\$ 606,986</u>	<u>\$ 610,099</u>	<u>\$ 632,022</u>	<u>\$ 607,605</u>
Stockholders' equity to assets	8.54%	8.89%	9.22%	9.38%	9.14%
Tangible common equity to tangible assets ⁽¹⁾	8.40%	8.74%	9.07%	9.23%	8.98%
Common shares outstanding	30,484,004	30,482,990	30,468,458	30,407,261	30,441,601
Tangible common equity per common share	\$ 19.60	\$ 19.91	\$ 20.02	\$ 20.79	\$ 19.96

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

Non-GAAP Reconciliation – PPP (FY 2021)

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

	For the Twelve Months Ended December 31, 2021	
Net Interest Margin		
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
NIM⁽¹⁾		3.08%
NIM adjusted for PPP loans ⁽¹⁾		3.05%
Efficiency Ratio		
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
Efficiency ratio ⁽²⁾		52.84%
Efficiency ratio adjusted for PPP loans and securities gains ⁽²⁾		54.01%

(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
Tangible Common Equity to Tangible Assets		Net Interest Margin	
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 ⁽¹⁾	 \$ 632,022	 Average interest-earning assets	 \$ 6,630,386
 TCE / TA Ratio ⁽¹⁾	 9.23%	Less average PPP loans	(5,883)
TCE / TA Ratio adjusted for PPP loans ⁽¹⁾	9.23%	Average interest-earning assets adjusted for PPP loans	<u>\$ 6,624,503</u>
Allowance for Credit Losses to Loans Receivable		NIM ⁽²⁾	2.96%
Allowance for credit losses	\$ 72,557	NIM adjusted for PPP loans ⁽²⁾	2.96%
Loans receivable	\$ 5,151,541	Efficiency Ratio	
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 ⁽³⁾	53.81%
		Efficiency ratio adjusted for PPP loans and securities losses ⁽³⁾	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.

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Non-GAAP Reconciliation – PPP (3Q21)

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

	As of September 30, 2021
Tangible Common Equity to Tangible Assets	
Tangible assets	\$ 6,765,083
Less first and second draw PPP loans	(21,895)
Tangible assets adjusted for PPP loans	<u>\$ 6,743,188</u>
 Tangible stockholders' equity ⁽¹⁾	 \$ 607,605
TCE / TA Ratio ⁽¹⁾	8.98%
TCE / TA Ratio adjusted for PPP loans ⁽¹⁾	9.01%
 Allowance for Credit Losses to Loans Receivable	
Allowance for credit losses	\$ 76,613
 Loans receivable	 \$ 4,858,865
Less first draw PPP loans	(21,895)
Loans receivable adjusted for PPP loans	<u>\$ 4,836,970</u>
 ACL / Loans Receivable	 1.58%
ACL / Loans Receivable adjusted for PPP loans	1.58%

	Three Months Ended September 30, 2021
Net Interest Margin	
Net interest income	\$ 49,980
Less PPP loan interest income	(1,564)
Net interest income adjusted for PPP loans	<u>\$ 48,416</u>
 Average interest-earning assets	 \$ 6,452,604
Less average PPP loans	(55,831)
Average interest-earning assets adjusted for PPP loans	<u>\$ 6,396,773</u>
 NIM ⁽²⁾	 3.07%
NIM adjusted for PPP loans ⁽²⁾	3.00%
 Efficiency Ratio	
Noninterest expense	\$ 32,502
Add back PPP deferred origination costs	-
Noninterest expense adjusted for PPP loans	<u>\$ 32,502</u>
 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>
 Efficiency ratio ⁽³⁾	 52.01%
Efficiency ratio adjusted for PPP loans and securities gains ⁽³⁾	52.30%

(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.

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