# Hanmi Financial Corporation Reports Fourth-Quarter and Fiscal Year 2008 Financial Results 

LOS ANGELES--(BUSINESS WIRE)-- Hanmi Financial Corporation (NASDAQ:HAFC) ("we," "our" or "Hanmi"), the holding company for Hanmi Bank (the "Bank"), reported a fourthquarter net loss of $\$ 3.8$ million, or ( $\$ 0.08$ ) per share, compared to a net loss of $\$ 100.0$ million, or (\$2.15) per share, in the comparable period a year ago; the fourth-quarter 2007 net loss included a non-cash goodwill impairment charge of $\$ 102.9$ million.

For the year ended December 31, 2008, Hanmi reported a net loss of $\$ 102.1$ million, or (\$2.23) per share, which includes a second-quarter non-cash goodwill impairment charge of $\$ 107.4$ million, compared to a net loss of $\$ 60.8$ million, or ( $\$ 1.27$ ) per share, for the year ended December 31, 2007, which included the aforementioned fourth-quarter non-cash goodwill impairment charge of $\$ 102.9$ million. Excluding the goodwill impairment charges, for the year ended December 31, 2008 and 2007, non-GAAP net income was $\$ 5.3$ million, or $\$ 0.12$ per diluted share, and $\$ 42.1$ million, or $\$ 0.88$ per diluted share, respectively.
"Our financial results for 2008 reflect the difficult environment in which we continue to operate," said Jay S. Yoo, Hanmi's President and Chief Executive Officer. "The economic downturn has adversely affected many of our customers, both small businesses and larger commercial borrowers, and this in turn has led to higher delinquency rates and an increase in non-performing loans. Current indications are that this economic situation will persist well into 2009. In short, we believe that two of our biggest challenges of 2009 will be comparable to challenges we faced in 2008 -- namely, credit quality and liquidity.
"With that in mind, our focus in 2009 will be on improving the credit profile of the existing portfolio while increasing our customer deposit base. We are seeking to replace wholesale borrowings and broker deposits with reasonably priced retail core deposits, which are the foundation of our business. Similarly, we continue to work diligently to address the unacceptably high default and charge-off rates that we have experienced in the past several quarters. As we have noted in the past, we believe that the key to minimizing future loan losses is the early identification and aggressive resolution of problematic loans."

Results of Operations
At the end of this release is a table titled "Reconciliation of GAAP to Non-GAAP." The table provides reconciliations between various GAAP and non-GAAP metrics -- including noninterest expense, net income and earnings per share -- that exclude the effects of the second-quarter 2008 goodwill impairment charge of $\$ 107.4$ million and the fourth-quarter 2007 goodwill impairment charge of $\$ 102.9$ million. We have provided it in the belief that it can be useful in evaluating our core operating performance. All references to non-GAAP metrics are to this table. These non-GAAP disclosures supplement our GAAP disclosures and should not be considered an alternative to the GAAP disclosures.

Fourth-quarter 2008 net interest income before provision for credit losses decreased by $\$ 5.1$ million, or 14.2 percent, to $\$ 30.5$ million, compared to $\$ 35.6$ million in the third quarter of 2008. For the full year 2008, net interest income before provision for credit losses decreased by $\$ 17.4$ million, or 11.5 percent, to $\$ 134.4$ million, compared to $\$ 151.8$ million in the prior year.

The average yield on the loan portfolio was 6.06 percent in the fourth quarter of 2008, a decrease of 62 basis points compared to 6.68 percent in the third quarter. The cost of average interest-bearing deposits was 3.38 percent in the fourth quarter of 2008, a decrease of 5 basis points compared to 3.43 percent in the third quarter. Net interest margin was 3.34 percent in the fourth quarter of 2008, a decrease of 56 basis points compared to 3.90 percent in the third quarter. The rather sharp decline in net interest margin was due to multiple Fed rate cuts totaling 175 basis points in the fourth quarter of 2008 and our inability to match our asset yield declines with a like decrease in liability costs substantially caused by the overall liquidity crunch in the current economy. We believe that we may see some margin expansion in the latter part of 2009 considering the recent decrease of deposit costs in our niche market and the government actions to speed the end of the liquidity crisis which continues to damage the economy.

The provision for credit losses in the fourth quarter of 2008 substantially increased to $\$ 25.5$ million compared to $\$ 13.2$ million in the preceding quarter, and the provision for the full year 2008 almost doubled to $\$ 75.7$ million compared to $\$ 38.3$ million in 2007. Such increases were made to keep pace with increases in non-performing loans and charge-offs. Fourthquarter charge-offs, net of recoveries, were $\$ 18.6$ million compared to $\$ 11.8$ million in the prior quarter and $\$ 11.6$ million in the fourth quarter of 2007 . Included in fourth-quarter 2008 charge-offs was a $\$ 6.5$ million charge-off related to a condominium project in Northern California and a $\$ 4.9$ million charge-off related to a low-income housing project in Los Angeles. The remaining balance of our charge-offs related primarily to a number of small business loans that have been adversely affected by the economic downturn. For the full year 2008, charge-offs, net of recoveries, were $\$ 46.0$ million compared to $\$ 22.6$ million in 2007.

Total non-interest income in the fourth quarter of 2008 was $\$ 7.4$ million compared to $\$ 5.3$ million in the third quarter of 2008 and $\$ 9.8$ million in the fourth quarter of 2007. The increase in non-interest income from the third quarter is largely attributable to the third quarter's other-than-temporary impairment ("OTTI") losses of $\$ 2.6$ million on a Lehman Brothers corporate bond and a Community Reinvestment Act ("CRA") equity investment. In the fourth quarter the OTTI loss was relatively small at $\$ 494,000$ attributable to the same CRA equity investment. For the full year 2008, total non-interest income decreased to $\$ 32.1$ million from $\$ 40.0$ million in 2007, due mainly to the increased OTTI losses on securities and the reduction in gain on sales of loans. In addition, the depressed international trading activities in this recessionary economy decreased our trade finance fee income from $\$ 4.5$ million for 2007 to $\$ 3.1$ million in 2008.

Total non-interest expense in the fourth quarter of 2008 was $\$ 21.1$ million compared to $\$ 22.2$ million in the third quarter, a decrease of $\$ 1.2$ million, or 5.3 percent. In the fourth quarter of 2007, total non-interest expense was $\$ 126.2$ million, which included the aforementioned noncash goodwill impairment charge of $\$ 102.9$ million; excluding the goodwill impairment charge, fourth-quarter 2007 non-GAAP total non-interest expense was $\$ 23.3$ million. The
$\$ 1.2$ million sequential decline in total non-interest expense is largely attributable to a $\$ 1.9$ million reduction in salaries and employee benefits (the result of our previously announced third-quarter staff reductions) and a decrease of $\$ 429,000$ in data processing expense, offset by an increase of $\$ 1.1$ million in other operating expenses. For the full year 2008, total non-interest expense was $\$ 194.3$ million compared to $\$ 189.9$ million in 2007, an increase of $\$ 4.4$ million, or 2.3 percent. However, excluding the goodwill impairment charges, 2008 nonGAAP total non-interest expense was essentially unchanged at $\$ 86.9$ million, compared to $\$ 87.0$ million for 2007. With our ongoing efforts to streamline our operations, we expect improvement in our overall level of non-interest expense.

For the fourth quarter of 2008, the efficiency ratio (non-interest expense divided by the sum of net interest income before provision for credit losses and non-interest income) was 55.49 percent, compared to 54.33 percent in the third quarter and 266.31 percent in the comparable period a year ago.

Balance Sheet and Asset Quality
At December 31, 2008, total assets were $\$ 3.88$ billion compared to $\$ 3.77$ billion at September 30, 2008, an increase of $\$ 109.8$ million, or 2.9 percent, and $\$ 3.98$ billion at December 31, 2007, a decrease of $\$ 107.8$ million, or 2.7 percent. At $\$ 3.36$ billion, gross Ioans at December 31, 2008 were essentially unchanged from $\$ 3.35$ billion at September 30, 2008, and increased by $\$ 77.4$ million, or 2.4 percent, compared to $\$ 3.28$ billion at December 31, 2007.

Total deposits increased by $\$ 270.7$ million, or 9.7 percent, to $\$ 3.07$ billion at December 31, 2008 compared to $\$ 2.80$ billion at September 30, 2008, and increased by $\$ 68.4$ million, or 2.3 percent, compared to $\$ 3.00$ billion at December 31, 2007. The increase in deposits in the fourth quarter of 2008 reflects our utilization of broker deposits. Our broker deposits increased to $\$ 818.0$ million at December 31, 2008 from $\$ 265.4$ million at September 30, 2008 and $\$ 31.8$ million at December 31, 2007. FHLB advances and other borrowings decreased by $\$ 162.0$ million, or 27.7 percent, to $\$ 423.0$ million at December 31, 2008 compared to $\$ 585.0$ million at September 30, 2008, and decreased by $\$ 64.2$ million, or 13.2 percent, compared to $\$ 487.2$ million at December 31, 2007. Because of the extreme liquidity conditions that continue to exist, we aggressively chose to raise broker deposits during the fourth quarter. Even though we plan to replace them with customer deposits, broker deposits continue to be readily available as necessary.

Delinquent loans were $\$ 128.5$ million ( 3.82 percent of total gross loans) at December 31, 2008, compared to $\$ 102.9$ million ( 3.08 percent of total gross loans) at September 30, 2008, and $\$ 45.1$ million ( 1.37 percent of total gross loans) at December 31, 2007; the largest contributor to the increase in delinquent loans was an $\$ 8.5$ million loan to a private golf course near San Diego. Non-performing loans at December 31, 2008 were $\$ 121.9$ million ( 3.62 percent of total gross loans), compared to $\$ 111.9$ million ( 3.34 percent of gross loans) at September 30, 2008, and $\$ 54.5$ million ( 1.66 percent of total gross loans) at December 31,2007 . As credit monitoring and risk management continue to be our highest priorities in 2009, we will work diligently to improve our asset quality with heightened collection efforts and other workout processes.

At December 31, 2008, the allowance for loan losses was $\$ 71.0$ million, or 2.11 percent of gross loans ( 58.23 percent of total non-performing loans), compared to $\$ 63.9$ million, or 1.91
percent of gross loans ( 57.16 percent of total non-performing loans), at September 30, 2008, and $\$ 43.6$ million, or 1.33 percent of gross loans ( 80.05 percent of total non-performing loans), at December 31, 2007.

## Capital Adequacy

The Bank's capital ratios exceed levels defined as "well-capitalized" by our regulators. At December 31, 2008, the Bank's Tier 1 Leverage, Tier 1 Risk-Based Capital and Total RiskBased Capital ratios were 8.85 percent, 9.44 percent and 10.70 percent, respectively, compared to 8.94 percent, 9.57 percent and 10.84 percent, respectively, at September 30, 2008.

## About Hanmi Financial Corporation

Headquartered in Los Angeles, Hanmi Bank, a wholly owned subsidiary of Hanmi Financial Corporation, provides services to the multi-ethnic communities of California, with 26 fullservice offices in Los Angeles, Orange, San Bernardino, San Francisco, Santa Clara and San Diego counties, and six loan production offices in Colorado, Georgia, Illinois, Texas, Virginia and Washington. Hanmi Bank specializes in commercial, Small Business Administration ("SBA") and trade finance lending, and is a recognized community leader. Hanmi Bank's mission is to provide a full range of quality products and premier services to its customers and to maximize shareholder value. Additional information is available at www.hanmifinancial.com.

This release includes non-GAAP net income, non-GAAP earnings per share data, non-GAAP performance ratios, shares used in non-GAAP earnings per share calculation and non-GAAP total non-interest expense. These non-GAAP measures are not in accordance with, or an alternative for, measures prepared in accordance with GAAP and may be different from nonGAAP measures used by other companies. In addition, these non-GAAP measures are not based on any comprehensive set of accounting rules or principles. We believe that nonGAAP measures have limitations in that they do not reflect all of the amounts associated with our results of operations as determined in accordance with GAAP and that these measures should be used only to evaluate our results of operations in conjunction with the corresponding GAAP measures.

We believe that the presentation of non-GAAP net income, non-GAAP earnings per share data, non-GAAP performance ratios, shares used in non-GAAP earnings per share calculation, and non-GAAP total non-interest expense, when shown in conjunction with the corresponding GAAP measures, provides useful information to investors and management regarding financial and business trends relating to our financial condition and results of operations. In addition, we believe that the presentation of non-GAAP measures provides useful information to investors and management regarding operating activities for the periods presented.

For our internal budgeting process, our management uses financial statements that do not include impairment losses on goodwill. Our management also uses the foregoing non-GAAP measures, in addition to the corresponding GAAP measures, in reviewing our financial results.

Forward-Looking Statements

This release contains forward-looking statements, which are included in accordance with the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. In some cases, you can identify forward-looking statements by terminology such as "may," "will," "should," "could," "expects," "plans," "intends," "anticipates," "believes," "estimates," "predicts," "potential," or "continue," or the negative of such terms and other comparable terminology. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance or achievements. These statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, levels of activity, performance or achievements to differ from those expressed or implied by the forwardlooking statement. These factors include the following: general economic and business conditions internationally, nationally and in those areas in which we operate; volatility and deterioration in the credit and equity markets; changes in consumer spending, borrowing and savings habits; availability of capital from private and government sources; demographic changes; competition for loans and deposits; fluctuations in interest rates; risks of natural disasters related to our real estate portfolio; risks associated with SBA loans; changes in governmental regulation, including, but not limited to, any increase in FDIC insurance premiums; ability to receive regulatory approval for Hanmi Bank to declare dividends to Hanmi Financial; adequacy of our allowance for loan losses, credit quality and the effect of credit quality on our provision for credit losses and allowance for loan losses; changes in the financial performance and/or condition of our borrowers and the ability of our borrowers to perform under the terms of their loans and other terms of credit agreements; our ability to successfully integrate acquisitions we may make; our ability to control expenses; the availability of capital to fund the expansion of our business; and changes in securities markets. In addition, we set forth certain risks in our reports filed with the Securities and Exchange Commission, including our Annual Report on Form 10-K for the fiscal year ended December 31, 2007 and Quarterly Reports on Form 10-Q filed thereafter, which could cause actual results to differ from those projected. You should understand that it is not possible to predict or identify all such risks. Consequently, you should not consider such disclosures to be a complete discussion of all potential risks or uncertainties. We undertake no obligation to update such forward-looking statements except as required by law.

HANMI FINANCIAL CORPORATION AND SUBSIDIARIES

CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED)
(Dollars in Thousands)

| December 31, September 30, $\%$ | December 31, | \% |  |
| :--- | :--- | :--- | :--- |
| 2008 | 2008 | Change | 2007 |

ASSETS
Cash and Due from $\$ 85,188 \quad \$ 81,640 \quad 4.3$ \% $105,898 \quad(19.6) \%$

Banks

| Federal Funds Sold | 130,000 | 5,000 | $2,500.0$ | 16,500 | 687.9 | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Cash and Cash | 215,188 | 86,640 | 148.4 | $\%$ | 122,398 | 75.8 |

Equivalents



HANMI FINANCIAL CORPORATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)
(Dollars in Thousands, Except Per Share Data)
Three Months Ended Year Ended
December 31, September 30, D December 31, December 31,
2008 Change 2008 Change 20072

INTEREST AND
DIVIDEND INCOME:



NON-INTEREST
EXPENSE:



Equity

| Efficiency Ratio |  | 55.49 | \% |  | 54.33 | \% |  |  |  | 266.31 | \% |  |  |  | 116.67 | \% |  | 99.03 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest |  | 2.70 | \% |  | 3.17 | \% |  |  |  | 2.99 | \% |  |  |  | 2.91 | \% |  | 3.16 |
| Spread |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest |  | 3.34 | \% |  | 3.90 | \% |  |  |  | 4.06 | \% |  |  |  | 3.68 | \% |  | 4.34 |
| Margin |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ALLOWANCE FOR |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| LOAN LOSSES: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at the |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning of | \$ | 63,948 |  | \$ | 62,977 |  | 1.5 | \% | \$ | 34,503 |  | 85.3 | \% | \$ | 43,611 |  | \$ | 27,557 |
| Period |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Charged to |  | 25,660 |  |  | 12,802 |  | 100.4 | \% |  | 20,736 |  | 23.7 | \% |  | 73,345 |  |  | 38,688 |
| Operating |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Charge-Offs, Net of Recoveries |  | $(18,622$ | ) |  | $(11,831$ | ) | 57.4 | \% |  | (11, 628 | ) | 60.1 | \% |  | (45,970 | ) |  | $(22,634$ |
| Balance at End of Period | \$ | 70,986 |  | \$ | 63,948 |  | 11.0 | \% | \$ | 43,611 |  | 62.8 | \% | \$ | 70,986 |  | \$ | 43,611 |
| Allowance for |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loan Losses to |  | 2.11 | \% |  | 1.91 | \% |  |  |  | 1.33 | \% |  |  |  | 2.11 | \% |  | 1.33 |
| Total Gross |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

Allowance for
Loan Losses to


Non-Performing Loans

ALLOWANCE FOR
OFF-BALANCE
SHEET ITEMS:

Balance at the
Beginning of
$\$ 4,306$
$\$ 3,932$
$9.5 \%$ 1,797
$139.6 \% \$ 1,765$
\$ 2,130
Period

Provision
Charged to
(210 ) 374
$(156.1) \% \quad(32$
32 387.8 \%

2,331
(365
Operating
Expense

Balance at End
\$4,096
$\$ 4,306$
$(4.9) \% \$ 1,765$
132.1 \% $\$ 4,096$
\$ 1,765

```
SELECTED FINANCIAL DATA(UNAUDITED) (Continued)
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(Dollars in Thousands)

| December 31, September 30, \% | December 31, $\%$ |  |  |
| :--- | :--- | :--- | :--- | :--- |
| 2008 | 2008 | Change 2007 | Change |

NON-PERFORMING
ASSETS:

| Non-Accrual Loans | \$ | 120,823 |  | \$ | 111,335 |  | 8.5 | \% | \$ | 54,252 |  | 122.7 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans 90 Days or |  |  |  |  |  |  |  |  |  |  |  |  |
| More Past Due and |  | 1,075 |  |  | 535 |  | 100.9 | \% |  | 227 |  | 373.6 \% |
| Still Accruing |  |  |  |  |  |  |  |  |  |  |  |  |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-Performing |  | 121,898 |  |  | 111,870 |  | 9.0 | \% |  | 54,479 |  | 123.8 \% |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Other Real Estate |  | 823 |  |  | 2,988 |  | (72.5 | ) $\%$ |  | 287 |  | 186.8 \% |
| Owned |  |  |  |  |  |  |  |  |  |  |  |  |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-Performing | \$ | 122,721 |  | \$ | 114,858 |  | 6.8 | \% | \$ | 54,766 |  | 124.1 \% |
| Assets |  |  |  |  |  |  |  |  |  |  |  |  |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-Performing |  | 3.62 | \% |  | 3.34 | \% |  |  |  | 1.66 | \% |  |
| Loans/Total Gross |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-Performing |  | 3.17 | \% |  | 3.05 | \% |  |  |  | 1.37 | \% |  |
| Assets/Total Assets |  |  |  |  |  |  |  |  |  |  |  |  |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-Performing |  | 172.9 | \% |  | 179.6 | \% |  |  |  | 125.6 | \% |  |
| Assets/Allowance |  |  |  |  |  |  |  |  |  |  |  |  |
| for Loan Losses |  |  |  |  |  |  |  |  |  |  |  |  |
| DELINQUENT LOANS | \$ | 128,469 |  | \$ | 102,917 |  | 24.8 | \% | \$ | 45,086 |  | 184.9 응 |
| Delinquent |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans/Total Gross |  | 3.82 | \% |  | 3.08 | \% |  |  |  | 1.37 | \% |  |

LOAN PORTFOLIO:


Deferred Loan Fees
Allowance for Loan $(70,986)(63,948) 11.0 \%(43,611) 62.8 \%$
Losses

Loans Receivable, $\$ 3,291,125 \quad \$ 3,281,101 \quad 0.3 \%$ 3,241,097 $1.5 \%$
Net

LOAN MIX:

| Real Estate Loans |  | 35.1 | \% |  | 34.9 | \% |  |  |  | 33.5 | \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and |  | 62.4 | \% |  | 62.6 | \% |  |  |  | 63.7 | \% |  |
| Industrial Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer Loans |  | 2.5 | \% |  | 2.5 | \% |  |  |  | 2.8 | \% |  |
| Total Gross Loans |  | 100.0 | \% |  | 100.0 | \% |  |  |  | 100.0 | \% |  |
| DEPOSIT PORTFOLIO: |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-Bearing | \$ | 536,944 |  | \$ | 634,593 |  | (15.4 | ) \% | \$ | 680,282 |  | (21.1) \% |
| Savings |  | 81,869 |  |  | 86,157 |  | ( 5.0 | 1) |  | 93,099 |  | (12.1) \% |
| Money Market |  |  |  |  |  |  |  |  |  |  |  |  |
| Checking and NOW |  | 370,401 |  |  | 597,065 |  | $(38.0$ | ) \% |  | 445,806 |  | (16.9) \% |
| Accounts |  |  |  |  |  |  |  |  |  |  |  |  |
| Time Deposits of |  | 849,800 |  |  | 863,034 |  | (1.5 | ) \% |  | 1,441,683 |  | $(41.1) \%$ |
| \$100,000 or More |  |  |  |  |  |  |  |  |  |  |  |  |
| Other Time Deposits |  | 1,231,066 |  |  | 618,528 |  | 99.0 | \% |  | 340,829 |  | 261.2 \% |
| Total Deposits | \$ | 3,070,080 |  | \$ | 2,799,377 |  | 9.7 | \% | \$ | 3,001,699 |  | $2.3 \%$ |


| Noninterest-Bearing | 17.5 | $\%$ | 22.7 | $\%$ | 22.7 | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Savings | 2.7 | $\%$ | 3.1 | $\%$ | 3.1 | $\%$ |


| Checking and Now | 12.1 | \% | 21.3 | \% | 14.9 |
| :---: | :---: | :---: | :---: | :---: | :---: | Accounts


| Time Deposits of | 27.7 | $\%$ | 30.8 | $\%$ | 48.0 | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| \$100, 000 or More |  |  |  |  |  |  |

HANMI FINANCIAL CORPORATION AND SUBSIDIARIES

AVERAGE BALANCES, AVERAGE YIELDS EARNED AND AVERAGE RATES PAID (UNAUDITED)
(Dollars in Thousands)

Three Months Ended

| December 31, 2008 |  | September 30, 2008 | December 31, 2007 |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Average | Interest | Average | Average | Interest | Average Average | Interest |
| Balance | Income/ | Yield/ | Balance | Income/ | Yield/ | Balance | Income/


| INTEREST-EARNING |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 902,367 | \$ | 14,074 | 6.20 | \% | \$ | 867,684 | \$ | 14,604 | 6.70 | \% | \$ | 787,721 | \$ | 15,483 |
| Property |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Construction |  | 186,080 |  | 1,881 | 4.02 | \% |  | 199,969 |  | 2,539 | 5.05 | \% |  | 235,851 |  | 5,471 |
| Residential |  | 91,366 |  | 1,174 | 5.11 | \% |  | 90,739 |  | 1,209 | 5.30 | \% |  | 89,184 |  | 1,160 |
| Property |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Real |  | 1,179,813 |  | 17,129 | 5.78 | \% |  | 1,158,392 |  | 18,352 | 6.30 | \% |  | 1,112,756 |  | 22,114 |
| Estate Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and |  | 2,104,820 |  | 32,691 | 6.18 | \% |  | 2,099,708 |  | 36,128 | 6.85 | \% |  | 2,081,945 |  | 43,658 |
| Industrial Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer Loans |  | 83,411 |  | 1,353 | 6.45 | \% |  | 85,021 |  | 1,495 | 7.00 | \% |  | 91,378 |  | 1,624 |
| Total Gross |  | 3,368,044 |  | 51,173 | 6.04 | \% |  | 3,343,121 |  | 55,975 | 6.66 | \% |  | 3,286,079 |  | 67,396 |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prepayment |  | -- |  | 132 | -- |  |  | -- |  | 159 | -- |  |  | -- |  | 109 |
| Penalty Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Unearned Income <br> on Loans, Net of (1,443 -- -- $\quad$ (1,871 ) -- <br> Costs |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross Loans, Net |  | 3,366,601 |  | 51,305 | 6.06 | \% |  | 3,341,250 |  | 56,134 | 6.68 | \% |  | 3,284,222 |  | 67,505 |
| Investment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Securities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Municipal Bonds |  | 59,718 |  | 646 | 4.33 | \% |  | 60,979 |  | 650 | 4.26 | \% |  | 72,097 |  | 765 |
| U.S. Government |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agency |  | 21,720 |  | 201 | 3.70 | \% |  | 46,777 |  | 483 | 4.13 | \% |  | 110,194 |  | 1,188 |


| Mortgage-Backed |  | 79,821 |  | 971 | 4.87 | \% |  | 83,460 |  | 994 | 4.76 | \% |  | 97,566 |  | 1,190 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Collateralized |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mortgage |  | 37,853 |  | 403 | 4.26 | \% |  | 41,266 |  | 441 | 4.27 | \% |  | 52,883 |  | 570 |
| Obligations |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate Bonds |  | 1,688 |  | 46 | 10.90 | \% |  | 7,751 |  | 89 | 4.59 | \% |  | 12,709 |  | 154 |
| Other Securities |  | 4,505 |  | 23 | 2.04 | \% |  | 3,794 |  | 42 | 4.43 | \% |  | 4,698 |  | 84 |
| Total Investment |  | 205,305 |  | 2,290 | 4.46 | \% |  | 244,027 |  | 2,699 | 4.42 | \% |  | 350,147 |  | 3,951 |
| Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Earning |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity |  | 42,551 |  | 437 | 4.11 | \% |  | 39,929 |  | 581 | 5.82 | \% |  | 29,149 |  | 358 |
| Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sold |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Funds Sold |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Earning |  | 756 |  | 5 | 2.65 | \% |  | 752 |  | 4 | 2.13 | \% |  | -- |  | -- |
| Deposits |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Earning Assets |  | 65,326 |  | 514 | 3.15 | Assets |  |  |  | 608 | 5.35 | \% |  | 35,067 |  | 427 |
| TOTAL |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| INTEREST-EARNING ASSETS | ASSETS |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 71,883 |
| INTEREST-BEARING |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| LIABILITIES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Savings | \$ | 83,777 | \$ | 506 | 2.40 | \% | \$ | 91,465 | \$ | 533 | 2.32 | \% | \$ | 93,413 | \$ | 474 |
| Money Market |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Accounts |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 4,144 |
| Time Deposits of $\$ 100,000$ or More |  | 754,081 |  | 8,162 | 4.31 | \% |  | 973,752 |  | 8,709 | 3.56 | \% |  | 1,465,551 |  | 18,977 |
| Other Time Deposits |  | 966,965 |  | 7,023 | 2.89 | \% |  | 486,581 |  | 4,544 | 3.72 | \% |  | 311,797 |  | 3,949 |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits |  | 2,310,885 |  | 19,654 | 3.38 | \% |  | 2,245,516 |  | 19,365 | 3.43 | \% |  | 2,349,262 |  | 27,544 |

Borrowings:
FHLB Advances
and Other
Borrowings

HANMI FINANCIAL CORPORATION AND SUBSIDIARIES

RECONCILIATIONS OF GAAP TO NON-GAAP (UNAUDITED)
(Dollars in Thousands)


Excluding
Impairment
\$ 2,848
46,646,724
$\$ 0.06$
$\$ 5,300$
45,928,669
\$ 0.12
\$ 42,12s
Loss on
Goodwill
Three Months Ended December 31, 2007 Year Ended December 31, 2008 Enc


