

# Hanmi Financial Corporation



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San Diego



KEEFE, BRUYETTE & WOODS  
*A Stifel Company*

## KBW Virtual West Coast Bank Field Trip

November 2024

# 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, 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 and changes in economic conditions, inflation, fluctuations in interest rate and credit risk, competitive pressures, our ability to access cost-effective funding, the ability to enter into new markets successfully and capitalize on growth opportunities, balance sheet management, liquidity and sources of funding, the size and composition of our deposit portfolio, and including the percentage of uninsured deposits in the portfolio, increased assessments by the Federal Deposit Insurance Corporation, risk of natural disasters, a failure in or breach of our operational or security systems or infrastructure, including cyberattacks, the adequacy of and changes in the methodology of calculating our allowance for credit losses, 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 22, 2024, 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”). The Company disclaims any obligation to update or revise the forward-looking statements herein.

# Non-GAAP Financial Information

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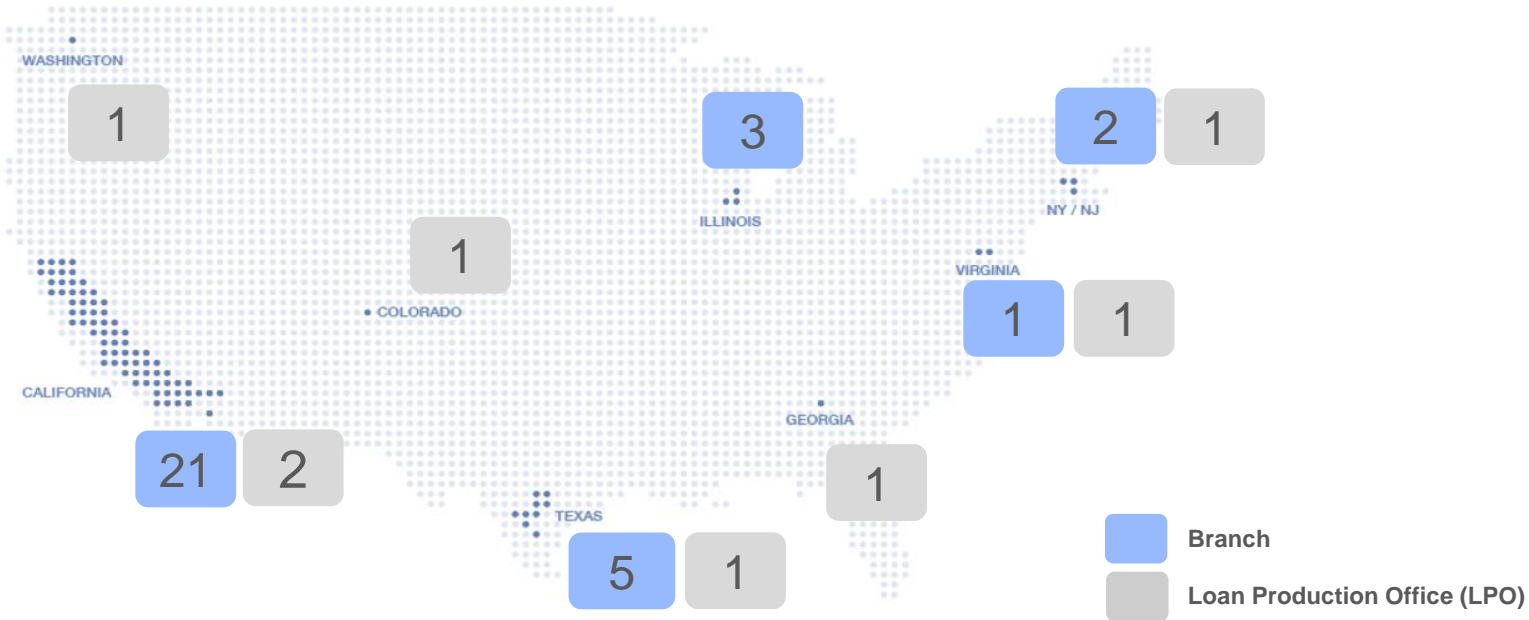
This presentation contains financial information determined by methods other than in accordance with accounting principles generally accepted in the United States of America (“GAAP”). These non-GAAP measures include tangible common equity to tangible assets, and tangible common equity per share. Management 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.

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# Hanmi Franchise at a Glance



As of 3Q24  
**Total Assets**  
**\$7.7B**

**Loans**  
**\$6.3B**

**Deposits**  
**\$6.4B**

**Loan Growth<sup>(1)</sup>**  
**10.2%**

**TBVPS<sup>(2)</sup>**  
**\$24.03**

**TCE/TA<sup>(2)</sup> Ratio**  
**9.42%**

## 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
- 32 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) CAGR based on the average loan growth between 2013, when new executive management was appointed, and 2023

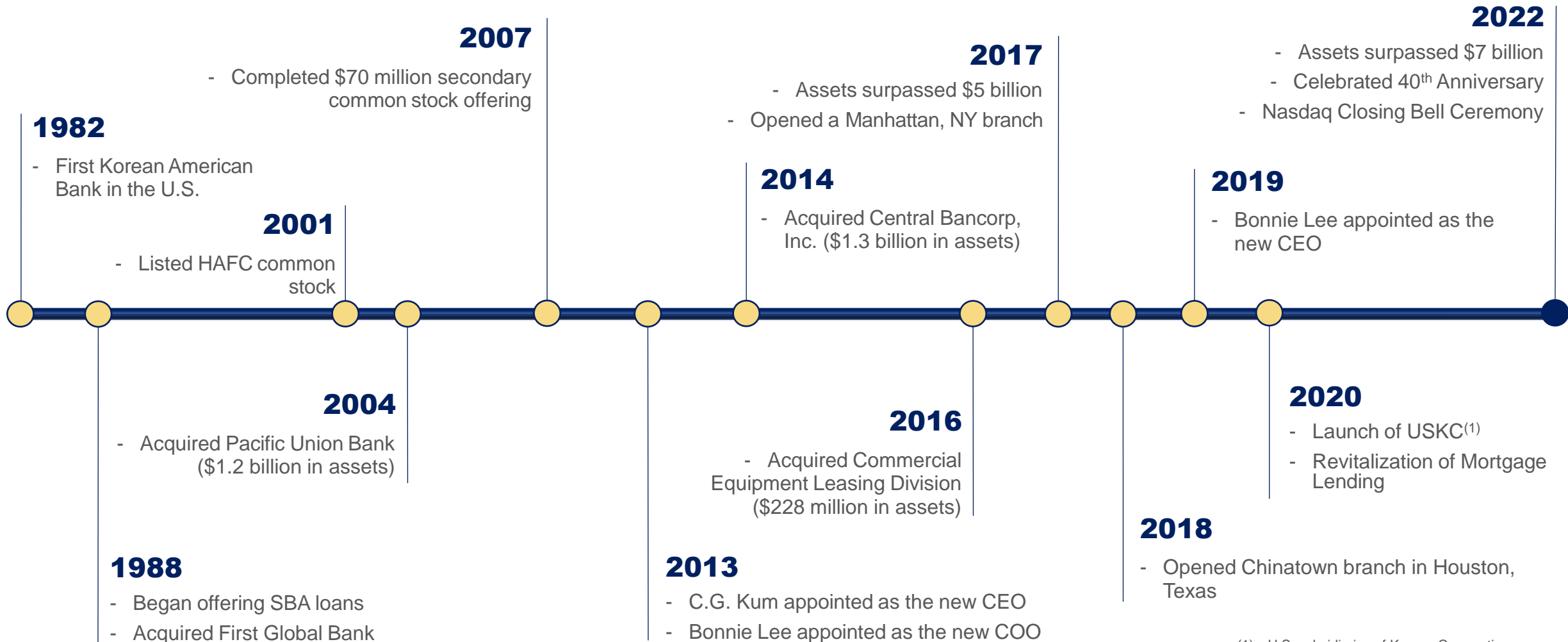
(2) Non-GAAP financial measure; refer to the non-GAAP reconciliation slide

# Management Team

Name	Position	Banking Experience (Years)	Hanmi Experience (Years)	Previous Experience
Bonnie Lee	President & CEO	38	11	BBCN Bancorp, Shinhan Bank America, Nara Bank
Romolo Santarosa	SEVP, Chief Financial Officer	33	9	Opus Bank, First California Financial Group
Anthony Kim	SEVP, Chief Banking Officer	30	11	BBCN Bancorp
Matthew Fuhr	EVP, Chief Credit Officer	28	9	Pacific Western Bank, FDIC
Larsen Lee	EVP, Head of Consumer Lending	28	4	Royal Business Bank, Pacific City Bank, Bank of America, Washington Mutual
Anna Chung	EVP, Chief SBA Lending Officer	41	10	East West Bank, Nara Bank, Wilshire Bank, First American Bank
Navneeth Naidu	EVP, Chief Technology Officer	22	6	Columbia Bank, American Marine Bank, First Capital Bank of Texas
Michael Du	EVP, Chief Risk Officer	25	5	Pacific Western Bank, Unify Financial Federal Credit Union
Joseph Pangrazio	SVP, Chief Accounting Officer	26	2	Bank of the West, Arthur Anderson

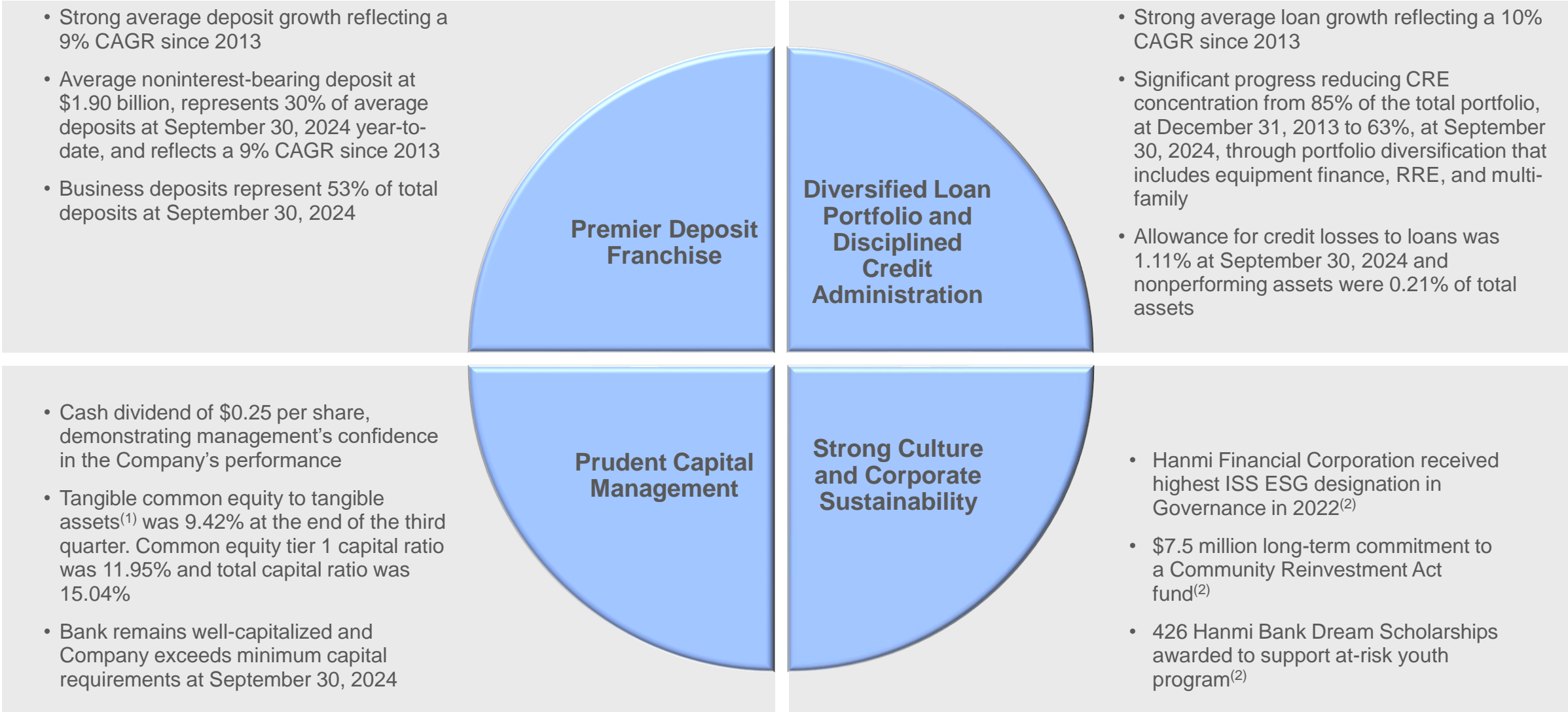
# The Hanmi Timeline

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



(1) U.S. subsidiaries of Korean Corporations

# Why Hanmi?



(1) Non-GAAP financial measure; refer to the non-GAAP reconciliation slide  
 (2) Based on the 2023 Hanmi ESG Report (published on April 2023)



# 3Q24 Highlights

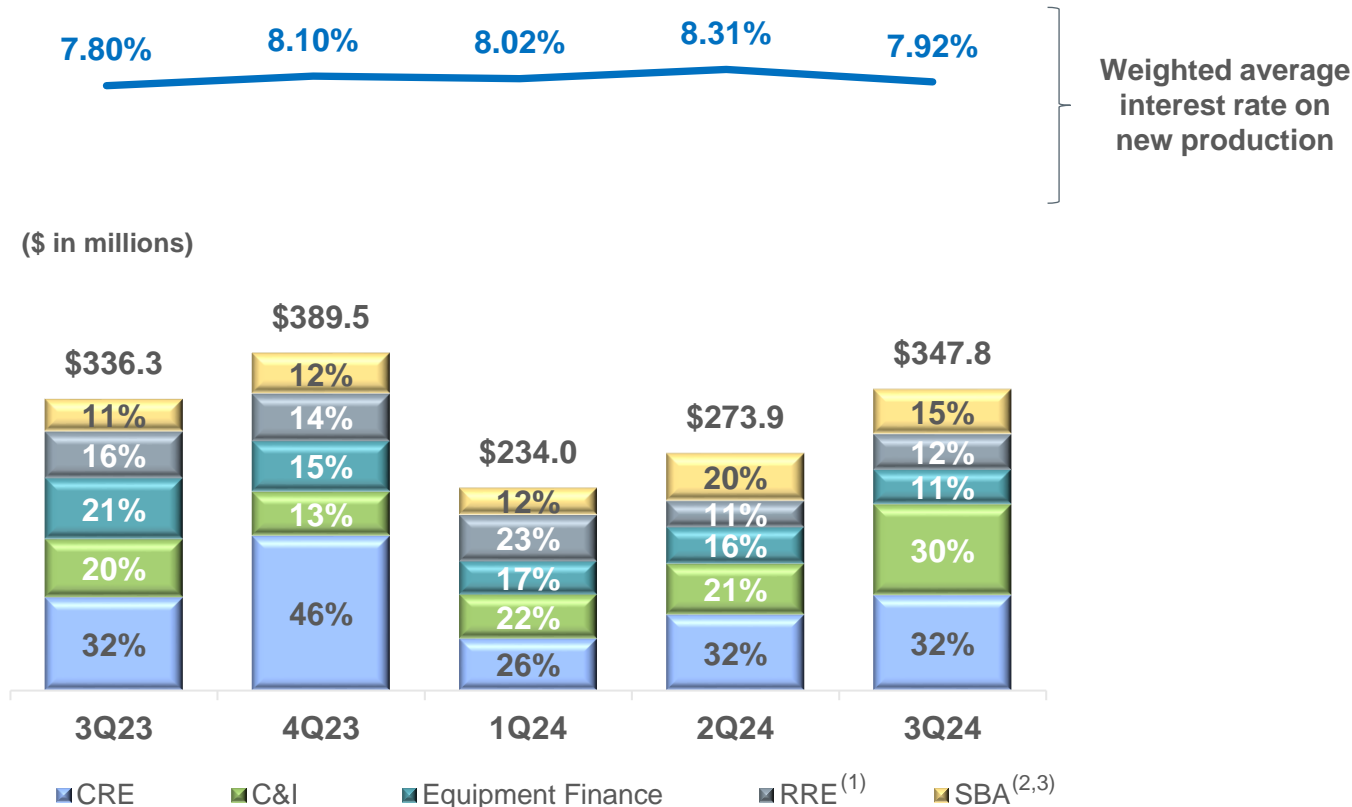
Net Income	Diluted EPS	ROAA	ROAE	NIM	Efficiency Ratio	TBVPS <sup>(1)</sup>
<b>\$14.9M</b>	<b>\$0.49</b>	<b>0.79%</b>	<b>7.55%</b>	<b>2.74%</b>	<b>59.98%</b>	<b>\$24.03</b>

- **Net income** was \$14.9 million, or \$0.49 per diluted share, up 3.1% from \$14.5 million, or \$0.48 per diluted share, for the prior quarter. The increase reflects a \$2.0 million, or 9.4%, increase in pretax, preprovision income, propelled by a 2.9% increase in net interest income.
  - **Net interest income** was \$50.1 million, up 2.9% from the prior quarter
  - **Noninterest income** was \$8.4 million, up 4.7% from the prior quarter
  - **Noninterest expense** was \$35.1 million, down 0.6% from the prior quarter; primarily reflecting the absence of the second quarter \$0.3 million branch consolidation charge
  - **Efficiency ratio** was 59.98%, compared with 62.24% for the prior quarter
- **Loans receivable** were \$6.26 billion, up 1.3% from the prior quarter
  - **Loan production** was \$347.8 million with a weighted average interest rate of 7.92%
- **Loans held for sale** were \$54.3 million, up 419.1% from the prior quarter
  - **Nonperforming loans** of \$27.2 million, subsequent to the end of the quarter, the Bank completed the sale
  - **Residential mortgage loans** were \$18.3 million
  - **SBA 7(a) loans** of \$8.8 million, down from \$10.5 million from the prior quarter
- **Deposits** were \$6.40 billion, up 1.2% from the prior quarter, with noninterest-bearing demand deposits representing 32.0% of total deposits
  - **Cost of interest-bearing deposits** was 4.27%, unchanged from the prior quarter
- **Credit loss expense** was \$2.3 million; allowance for credit losses to loans was 1.11%
- **Tangible common equity to tangible assets<sup>(1)</sup>** was 9.42%, Common equity tier 1 capital ratio was 11.95% and total capital ratio was 15.04%

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

# Loan Production

Loan production of \$347.8 million in the third quarter reflected meaningful contribution from CRE and C&I. CRE production increased by 26% to \$110.2 million and C&I production increased by 78% to \$105.1 million quarter-over-quarter.



- Commercial real estate loan production was \$110.2 million and Commercial and industrial loan production was \$105.1 million.
- Equipment finance production was \$40.1 million and Residential mortgage<sup>(1,4)</sup> production was \$40.8 million.
- SBA<sup>(2,3)</sup> loan production was \$51.6<sup>(3)</sup> million.

(1) Residential mortgage includes \$0.0, \$0.0, \$0.3 million, \$0.0, and \$0.0 of consumer loans for 3Q23, 4Q23, 1Q24, 2Q24, and 3Q24, respectively

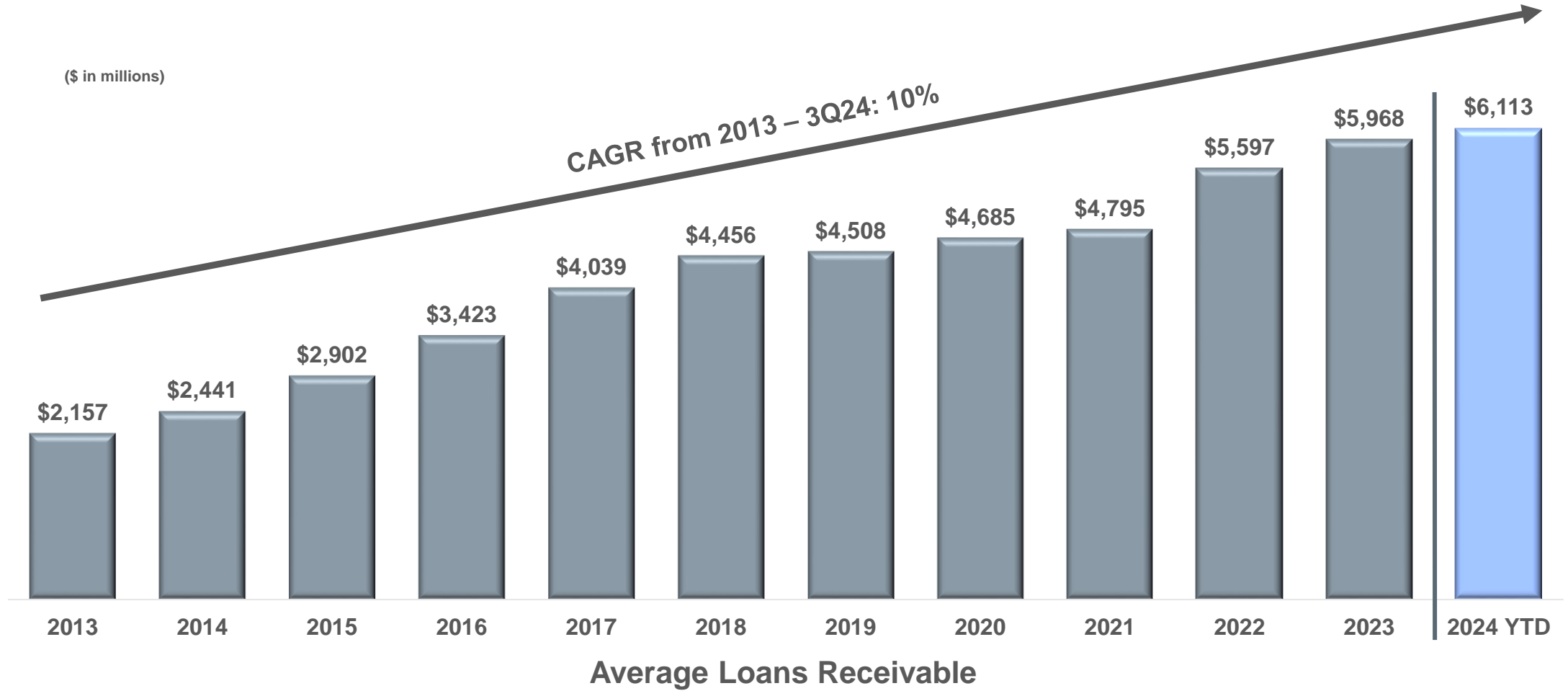
(2) \$36.1 million, \$48.4 million, \$30.8 million, \$54.5 million, and \$51.6 million of SBA loan production includes \$17.6 million, \$20.2 million, \$12.2 million, \$31.4 million, and \$25.6 million of loans secured by CRE and the remainder representing C&I as of 3Q23, 4Q23, 1Q24, 2Q24, and 3Q24, respectively

(3) Production includes purchases of guaranteed SBA loans of \$9.7 million, \$10.2 million, \$14.5 million, and \$13.7 million for 4Q23, 1Q24, 2Q24, and 3Q24, respectively

(4) Production includes purchased mortgage loans of \$5.2 million and \$10.7 million for 2Q24 and 3Q24, respectively

# Average Loan Trend

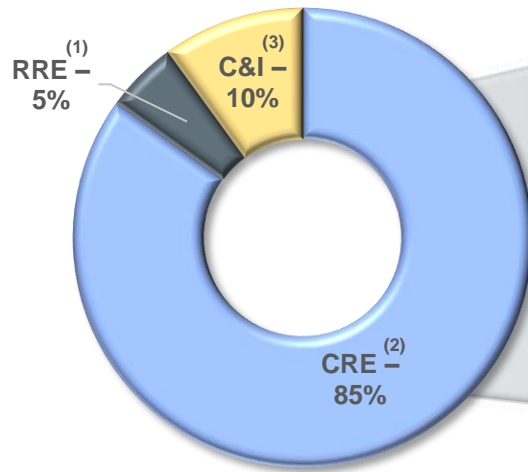
Strong average loan growth reflecting a 10% CAGR since 2013.



# Successful Portfolio Diversification Strategy

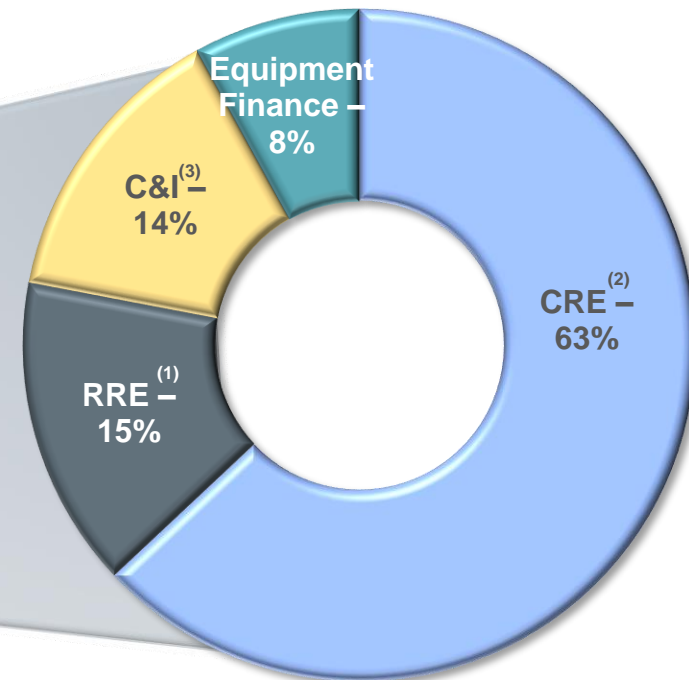
Significant progress reducing CRE concentration from 85% of total portfolio to 63%.

## Loan Composition (as of December 31, 2013)



**\$2.23 Billion**

## Loan Composition (as of September 30, 2024)



**\$6.26 Billion**

(1) RRE includes Consumer loans

(2) \$144.5 million or 7.6% and \$108.0 million or 2.7% of the CRE portfolio is unguaranteed SBA loans at December 31, 2013 and September 30, 2024, respectively

(3) \$7.0 million or 3.1% and \$50.3 million or 5.7% of the C&I portfolio is unguaranteed SBA loans at December 31, 2013 and September 30, 2024, respectively

## \$6.26 Billion Loan Portfolio (as of September 30, 2024)

### Commercial Real Estate (CRE)<sup>(1,2)</sup> Portfolio

Outstanding (\$ in millions)	\$3,932
3Q24 Average Yield	5.68%

### Residential Real Estate (RRE)<sup>(3)</sup> Portfolio

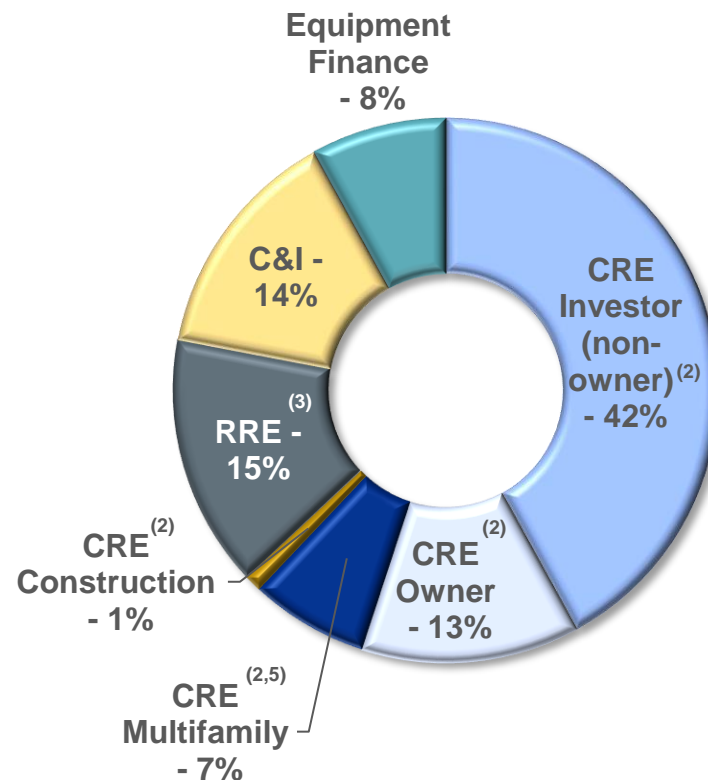
Outstanding (\$ in millions)	\$939
3Q24 Average Yield	5.19%

### Commercial & Industrial (C&I)<sup>(1)</sup> Portfolio

Outstanding (\$ in millions)	\$879
3Q24 Average Yield	8.57%

### Equipment Finance Portfolio

Outstanding (\$ in millions)	\$507
3Q24 Average Yield	6.18%



### CRE<sup>(2)</sup> Investor (non-owner)

# of Loans	865
Weighted Average Loan-to-Value Ratio <sup>(4)</sup>	49.4%
Weighted Average Debt Coverage Ratio <sup>(4)</sup>	2.04x

### CRE<sup>(2)</sup> Owner Occupied

# of Loans	718
Weighted Average Loan-to-Value Ratio <sup>(4)</sup>	47.5%
Weighted Average Debt Coverage Ratio <sup>(4)</sup>	2.73x

### CRE<sup>(2)</sup> Multifamily

# of Loans	149
Weighted Average Loan-to-Value Ratio <sup>(4)</sup>	54.6%
Weighted Average Debt Coverage Ratio <sup>(4)</sup>	1.58x

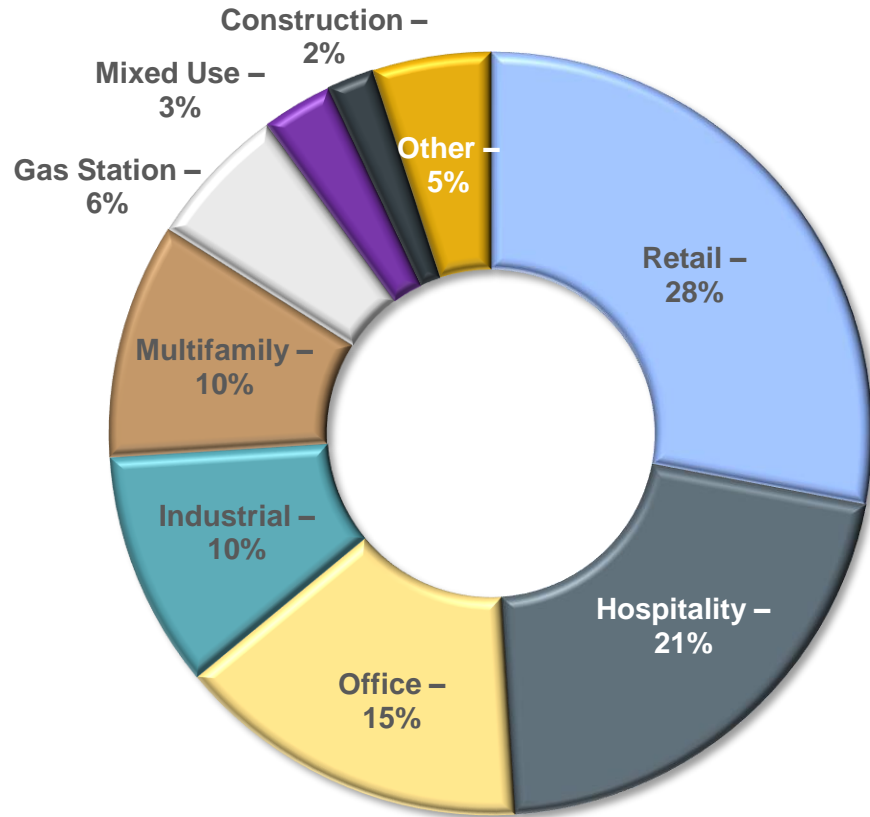
Note: Numbers may not add due to rounding

- (1) Includes syndicated loans of \$278.2 million in total commitments (\$228.3 million disbursed) across C&I (\$214.3 million committed and \$164.4 million disbursed) and CRE (\$63.9 million committed and disbursed)
- (2) Commercial Real Estate (CRE) is a combination of Investor (non-owner), Owner Occupied, Multifamily, and Construction. Investor (or non-owner occupied) property is where the investor does not occupy the property. The primary source of repayment stems from the rental income associated with the respective properties. Owner occupied property is where the borrower owns the property and also occupies it. The primary source of repayment is the cash flow from the ongoing operations and activities conducted by the borrower/owner. Multifamily real estate is a residential property that has 5 or more housing units.
- (3) Residential real estate is a loan (mortgage) secured by a single family residence, including one to four units (duplexes, triplexes, and fourplexes). RRE also includes \$1.5 million of HELOCs and \$8.3 million in consumer loans
- (4) Weighted average DCR and weighted average LTV calculated when the loan was first underwritten or renewed subsequently
- (5) \$80.4 million, or 19.0%, of the CRE multifamily loans are rent-controlled in New York City

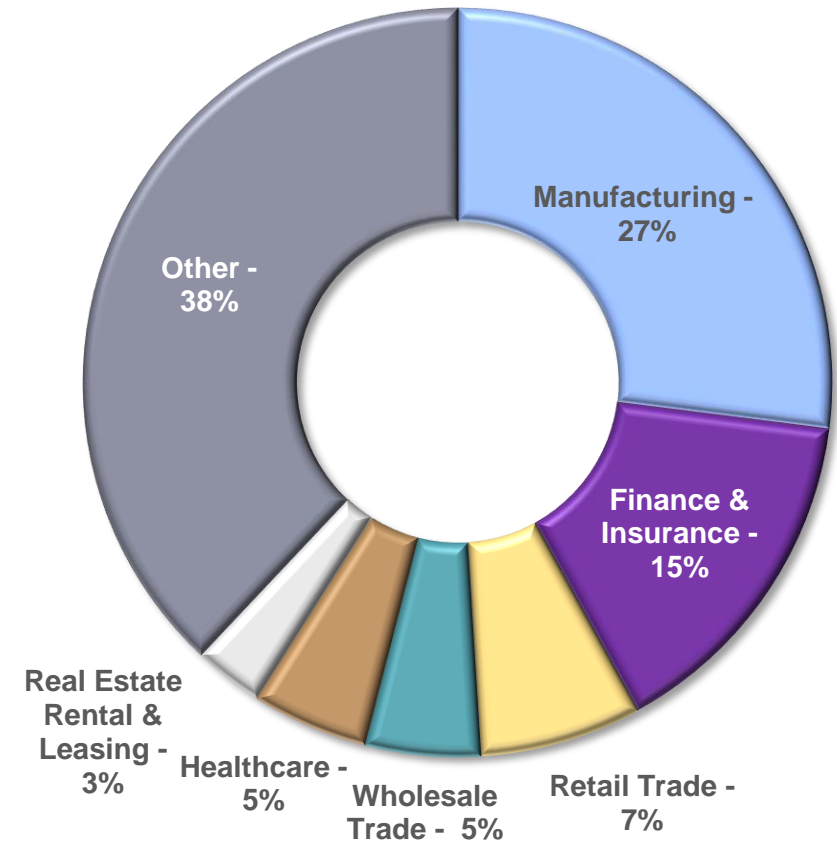
# Loan Portfolio Diversification

Loan portfolio is well diversified across collateral and industry types; CRE represents 63% of the total portfolio and C&I, excluding Equipment Finance Agreements, represents 14%.

**CRE Portfolio<sup>(1)</sup>**  
\$3,932M



**C&I Portfolio<sup>(2)</sup>**  
\$879M



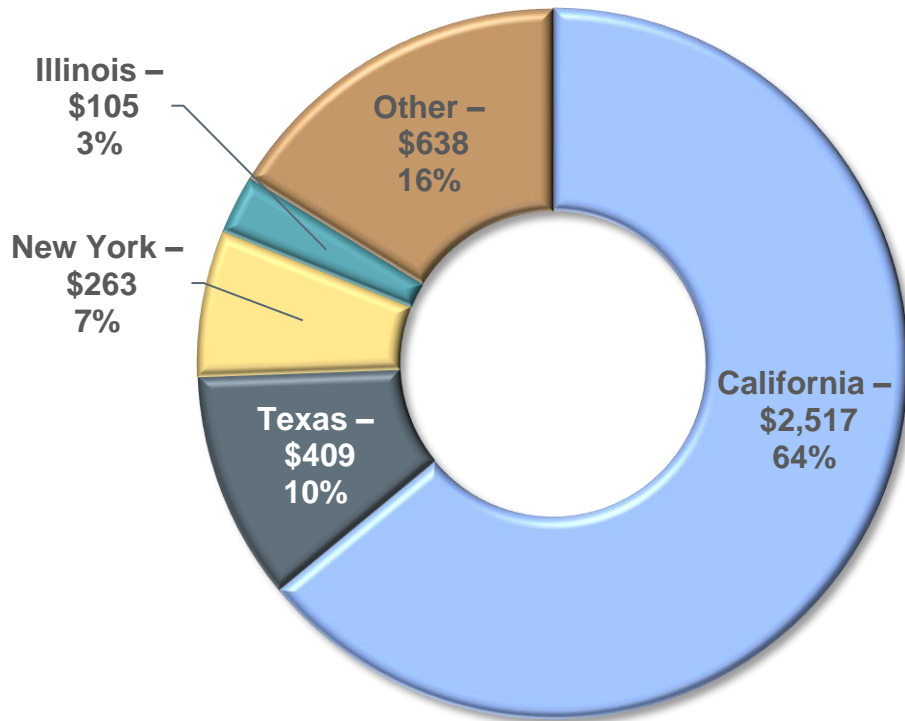
(1) \$108.0 million, or 2.7%, of the CRE portfolio are unguaranteed SBA loans

(2) \$50.3 million, or 5.7%, and \$45.7 million, or 5.2%, of the C&I portfolio are unguaranteed and guaranteed SBA loans, respectively

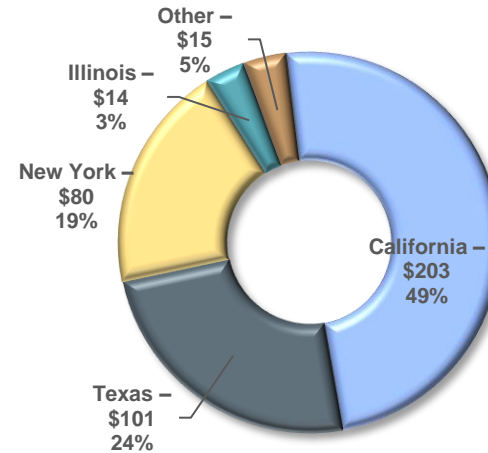
# CRE Portfolio Geographical Exposure

(\$ in millions)

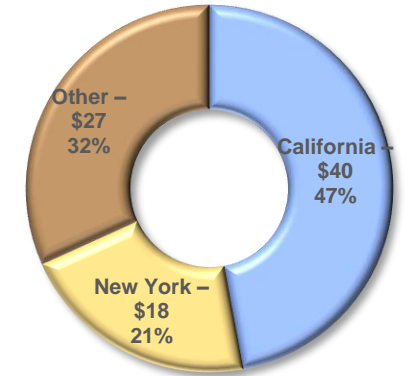
**CRE Composition by State**  
**\$3,932**



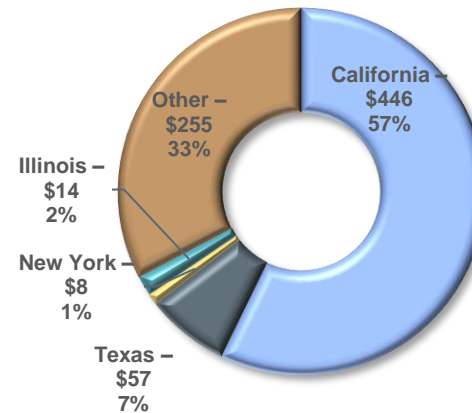
**Multifamily by State**  
**\$413**



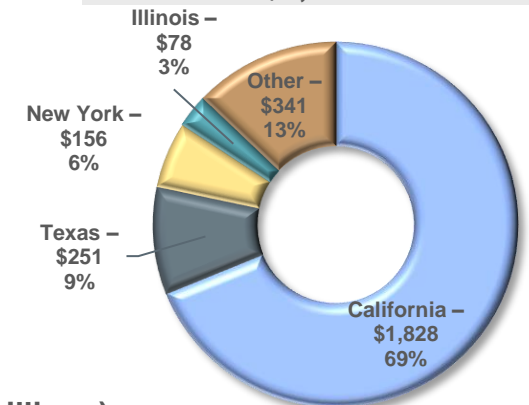
**Construction by State**  
**\$85**



**Owner Occupied by State**  
**\$780**



**Investor (Non-owner Occupied) by State**  
**\$2,654**



(\$ in millions)

# Loan Portfolio Distribution

## CRE (\$ in millions)

	Owner Occupied	Non-owner Occupied	Multifamily	Construction <sup>(1)</sup>
<b>Total Balance</b>	\$780	\$2,654	\$413	\$85
<i>Average</i>	\$1.09	\$3.07	\$2.77	\$7.71
<i>Median</i>	\$0.34	\$1.11	\$1.10	\$2.64
<b>Top Quintile Balance <sup>(3)</sup></b>	\$589	\$1,904	\$298	\$49
<i>Top Quintile Loan Size</i>	\$1.2 or more	\$3.7 or more	\$2.6 or more	\$15.6 or more
<i>Top Quintile Average</i>	\$4.12	\$11.13	\$9.95	\$24.73
<i>Top Quintile Median</i>	\$2.24	\$7.00	\$4.73	\$24.73

## C&I (\$ in millions)

	Term <sup>(2)</sup>	Lines of Credit <sup>(2)</sup>
<b>Total Balance</b>	\$378	\$502
<i>Average</i>	\$0.34	\$0.90
<i>Median</i>	\$0.06	\$0.15
<b>Top Quintile Balance <sup>(3)</sup></b>	\$327	\$416
<i>Top Quintile Loan Size</i>	\$0.2 or more	\$0.9 or more
<i>Top Quintile Average</i>	\$1.51	\$5.40
<i>Top Quintile Median</i>	\$0.36	\$2.29

## Residential Real Estate & Equipment Finance

(\$ in millions)

	Residential Real Estate	Equipment Finance
<b>Total Balance</b>	\$939	\$507
<i>Average</i>	\$0.53	\$0.04
<i>Median</i>	\$0.45	\$0.03
<b>Top Quintile Balance <sup>(3)</sup></b>	\$400	\$259
<i>Top Quintile Loan Size</i>	\$0.7 or more	\$0.1 or more
<i>Top Quintile Average</i>	\$1.14	\$0.12
<i>Top Quintile Median</i>	\$0.91	\$0.10

(1) Represents the total outstanding amount. Advances require authorization and disbursement requests, depending on the progress of the project and inspections. Advances are non-revolving and are made throughout the term, up to the original commitment amount

(2) Term loans are a commitment for a specified term. Majority of the Lines of Credit are revolving, including commercial revolvers, with some non-revolvers (sub-notes and working capital tranches)

(3) Top quintile represents top 20% of the loans



# Loan Portfolio Maturities

(\$ in millions)	<1 Year	1-3 Years	>3 Years	Total
Real estate loans				
Retail	\$ 145.0	\$ 366.0	\$ 576.4	\$ 1,087.4
Hospitality	208.2	259.9	350.9	819.0
Office	166.9	270.2	134.5	571.6
Other	229.2	512.4	627.8	1,369.4
<b>Commercial Property</b>	<b>749.3</b>	<b>1,408.5</b>	<b>1,689.6</b>	<b>3,847.4</b>
Construction	70.9	13.9	-	84.8
RRE / Consumer	6.7	0.1	932.5	939.3
<b>Total Real Estate Loans</b>	<b>826.9</b>	<b>1,422.5</b>	<b>2,622.1</b>	<b>4,871.5</b>
C&I <sup>(1)</sup>	424.4	176.7	278.0	879.1
Equipment Finance	29.7	223.7	253.9	507.3
<b>Loans receivable</b>	<b>\$ 1,281.0</b>	<b>\$ 1,822.9</b>	<b>\$ 3,154.0</b>	<b>\$ 6,257.9</b>

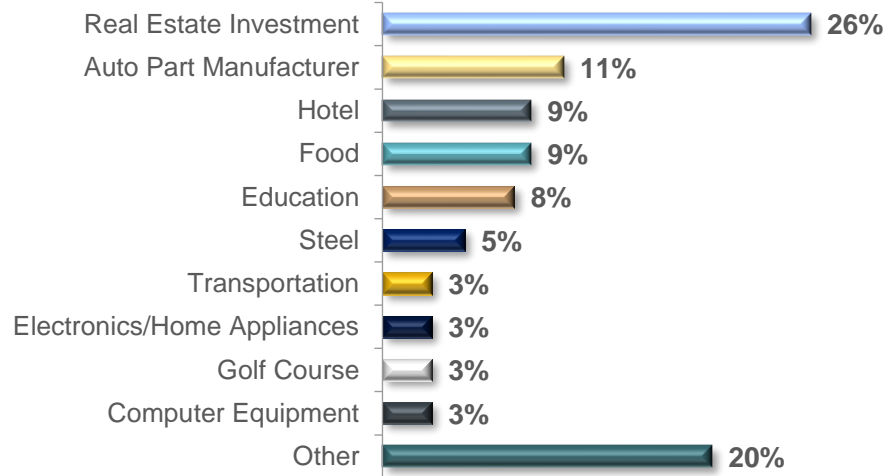
Note: numbers may not add due to rounding

(1) \$395.7 million of C&I are lines of credit expected to be renewed and maintain a maturity of less than one year

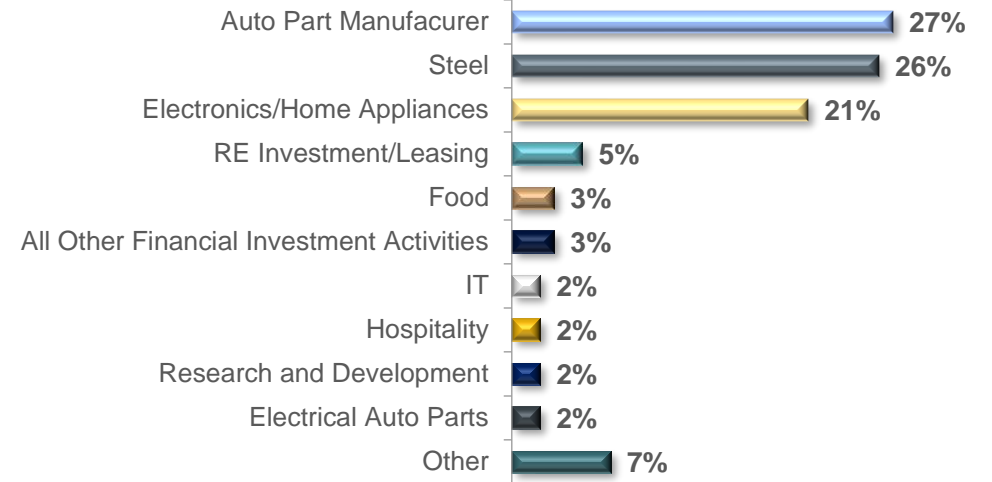
# USKC<sup>(1)</sup> Loans & Deposits

USKC portfolio represented \$917.6 million, or 15%, of the loan portfolio, and \$798.0 million, or 12%, of the deposit portfolio. USKC CRE portfolio had a weighted average debt coverage ratio<sup>(2)</sup> of 1.92x and weighted average loan-to-value<sup>(2)</sup> of 55.9%.

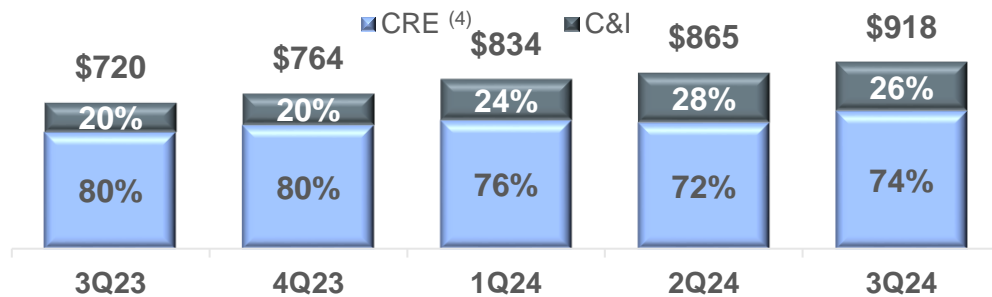
## USKC Loans – Top 10 Industries (as of 3Q24)



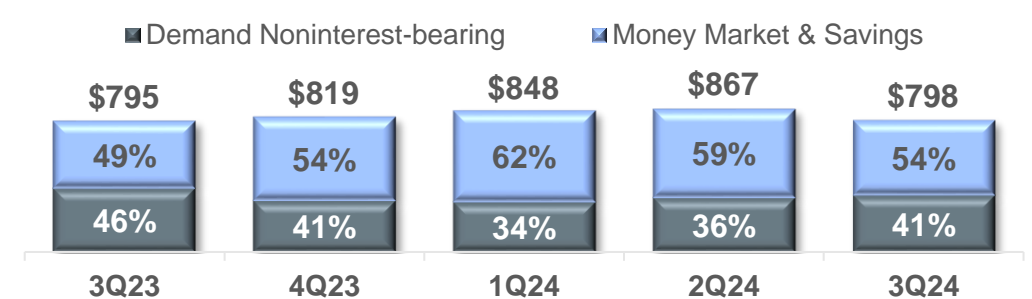
## USKC Deposits – Top 10 Industries (as of 3Q24)



## USKC Loans by Product (\$ in millions)



## USKC Deposits by Product<sup>(3)</sup> (\$ in millions)



(1) U.S. subsidiaries of Korean Corporations

(2) Weighted average DCR and weighted average LTV calculated when the loan was first underwritten or renewed subsequently

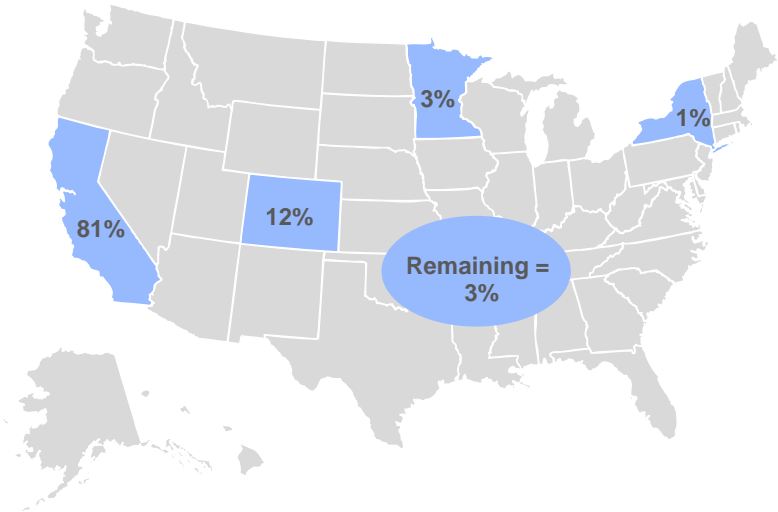
(3) Time deposits, not illustrated, represent the remainder to add to 100%.

(4) Criticized loans represent 11.96% of the USKC loan portfolio stemming from two special mention loans of \$109.7 million in the hospitality industry

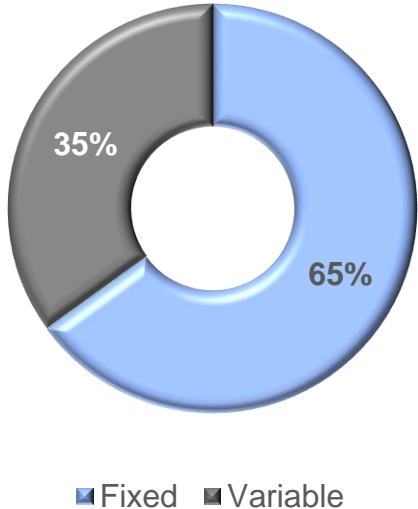
# Office Loan Portfolio

The CRE office portfolio<sup>(1)</sup> was \$571.6 million<sup>(2)</sup> at September 30, 2024, representing 9% of the total loan portfolio.

## Portfolio by State



## Rate Distribution

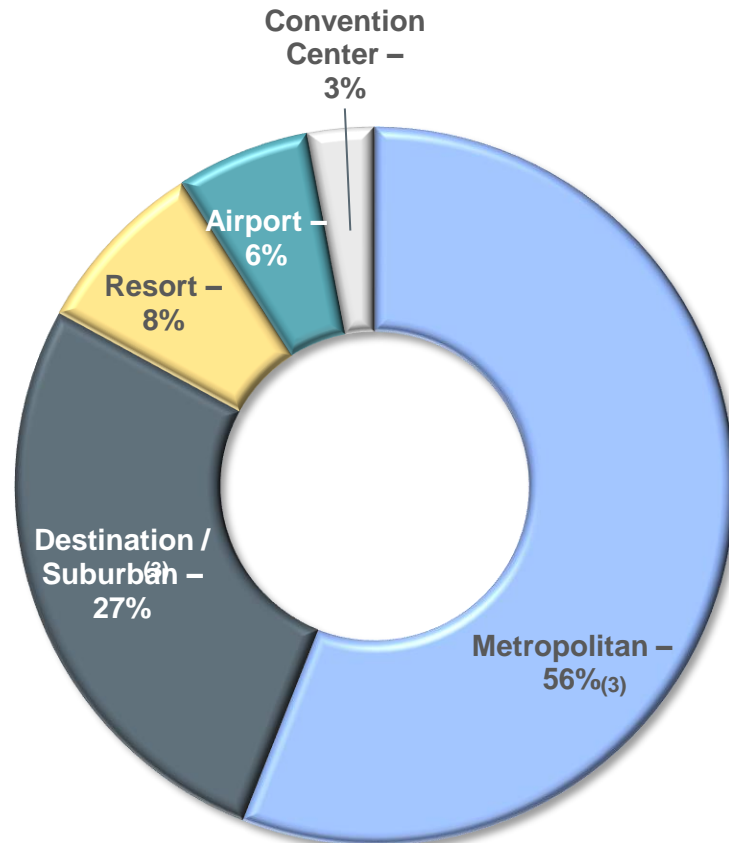


- Average balance and median balance of the portfolio were \$4.4 million and \$1.09 million, respectively
- Weighted average debt coverage ratio<sup>(3)</sup> of the segment was 2.02x
- Weighted average loan to value<sup>(3)</sup> of the segment was 55.71%
- 23.5% of the portfolio is expected to reprice in 1 to 3 months
- Delinquent loans represented 0.14% of the office portfolio
- Criticized loans represented 1.52% of the office portfolio

(1) Segment represents exposure in CRE and excludes \$18 million in construction. 7.7% of the portfolio is owner occupied  
(2) SBA CRE office loans were \$7.3 million, or 1.3% of total office loans, at September 30, 2024  
(3) Weighted average DCR and weighted average LTV calculated when the loan was first underwritten or renewed subsequently

# Hospitality Segment

Hospitality segment represented \$819.0 million<sup>(1)</sup>, or 13% of the loan portfolio, at September 30, 2024.



- Average balance and median balance of the segment (excluding construction) were \$4.2 million and \$1.0 million, respectively
- Weighted average debt coverage ratio<sup>(2)</sup> of the segment was 2.13x
- Weighted average loan to value<sup>(2)</sup> of the segment was 51.33%
- \$112.5 million, or 13.74%, of the hospitality segment was criticized as of September 30, 2024
- Segment includes two nonaccrual loans for \$224 thousand - one in the metropolitan<sup>(3)</sup> area in Texas, and one in the suburban/destination areas in Tennessee

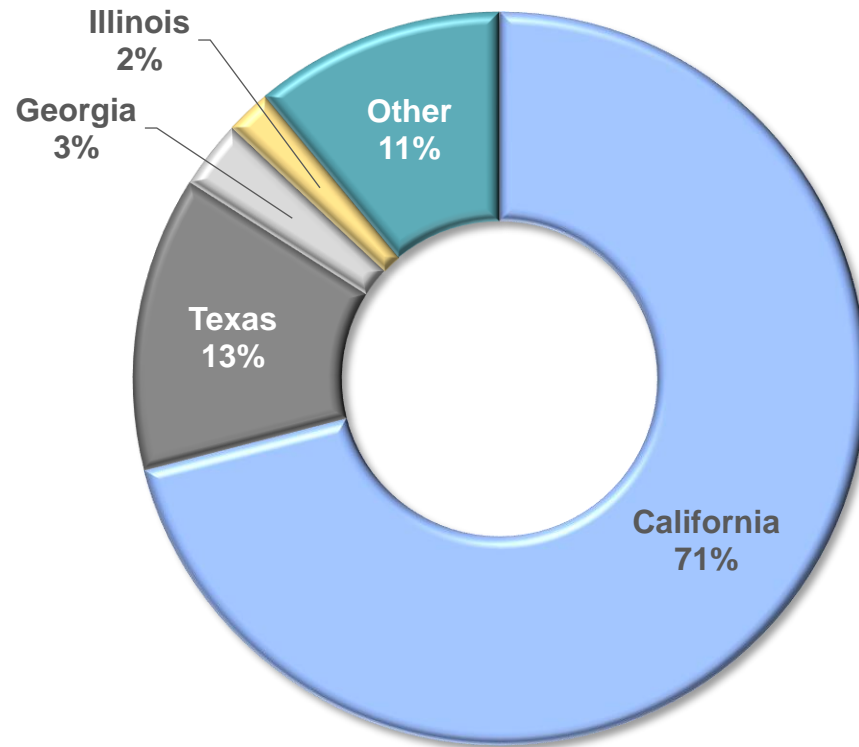
(1) SBA loans in the hospitality segment were \$21.5 million, or 2.6% of total hospitality loans, at September 30, 2024

(2) Weighted average DCR and weighted average LTV calculated when the loan was first underwritten or renewed subsequently

(3) 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

# Retail Segment

Retail segment represented \$1.09 billion <sup>(1)</sup>, or 17% of the loan portfolio, at September 30, 2024.



- Average balance and median balance of the segment were \$1.5 million and \$0.7 million, respectively
- Weighted average debt coverage ratio<sup>(2)</sup> of the segment was 2.02x
- Weighted average loan to value<sup>(2)</sup> of the segment was 46.43%
- \$4.5 million, or 0.41%, of the retail segment was criticized at September 30, 2024
- \$2.3 million, or 0.21%, of the retail segment was on nonaccrual status at September 30, 2024

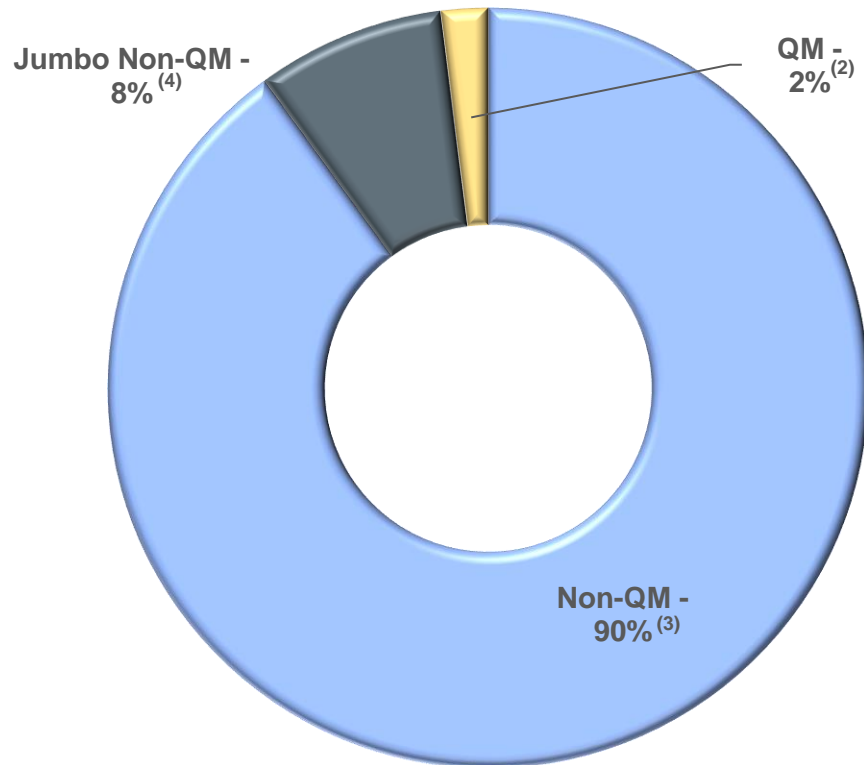
(1) SBA loans in the retail segment are \$69.0 million, or 6.34% of total retail loans, at September 30, 2024

(2) Weighted average DCR and weighted average LTV calculated when the loan was first underwritten or renewed subsequently

# Residential Real Estate Portfolio

The RRE<sup>(1)</sup> portfolio was \$939.3 million at September 30, 2024, representing 15% of the total loan portfolio.

Our conservative underwriting policy focuses on high-quality mortgage originations with maximum Loan-to-Value (LTV) ratios between 60% and 70%, maximum Debt-to-Income (DTI) ratios of 43% and minimum FICO scores of 680.



- 27.4% of the Residential Real Estate portfolio is fixed and 72.6% is variable. Of the variable mortgage portfolio, 87.3% is expected to reset after 12 months and 12.7% within the next 12 months
- Total delinquencies are 0.69% of the residential portfolio, consisting of 0.39% within 30-59 and 0.30% in 60-89 days delinquency categories
- \$1.9 million, or 0.20%, of the RRE portfolio was on nonaccrual status at September 30, 2024

(1) RRE includes \$1.5 million of Home Equity Line of Credit (HELOC) and \$8.3 million in consumer loans

(2) QM loans conform to the Ability-to-Repay (ATR) rules/requirements of CFPB

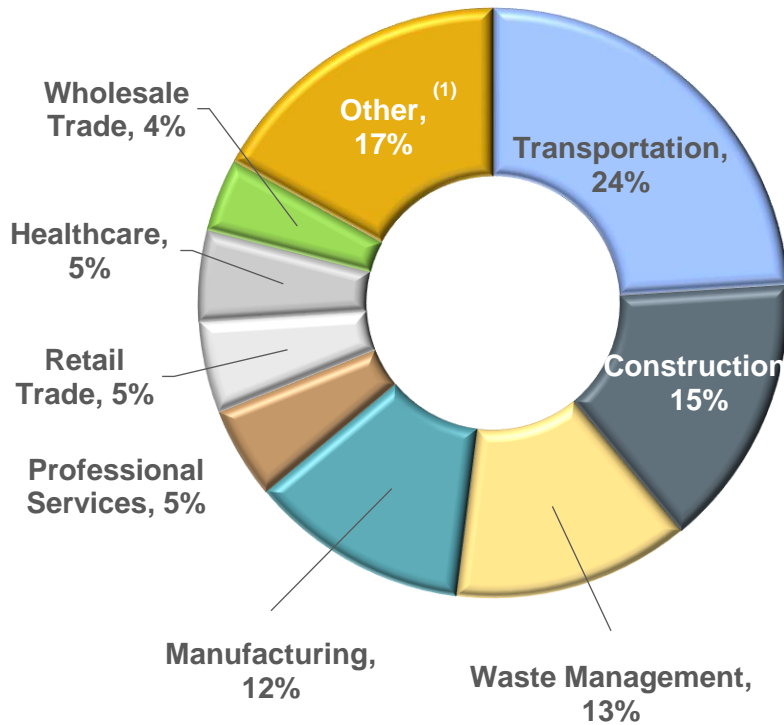
(3) Non-QM loans do not conform to the CFPB Dodd-Frank Act

(4) Jumbo Non-QM loan amounts exceed FHFA limits, but generally conform to the ATR/QM rules

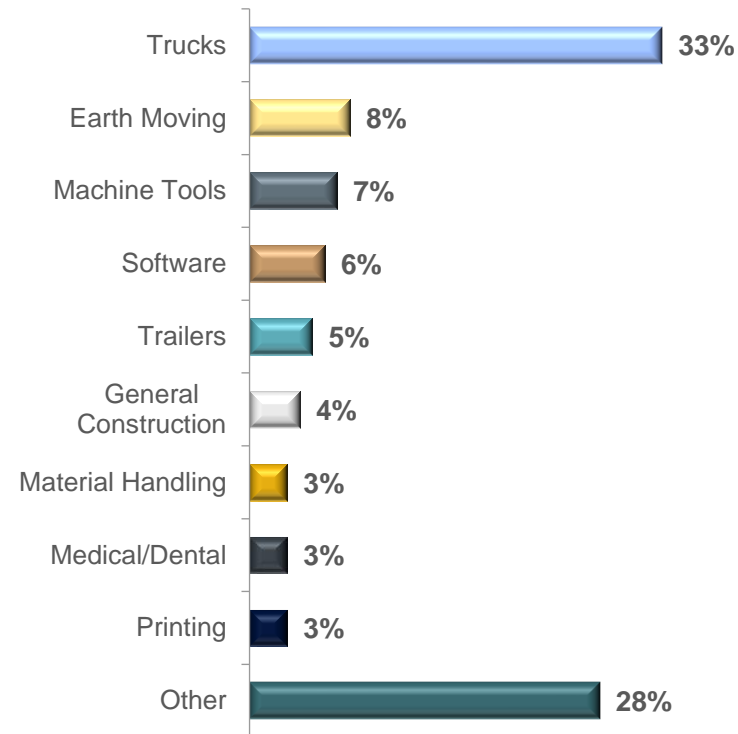
# Equipment Finance Portfolio

Equipment finance portfolio represented \$507.3 million, or 8% of the loan portfolio, at September 30, 2024.

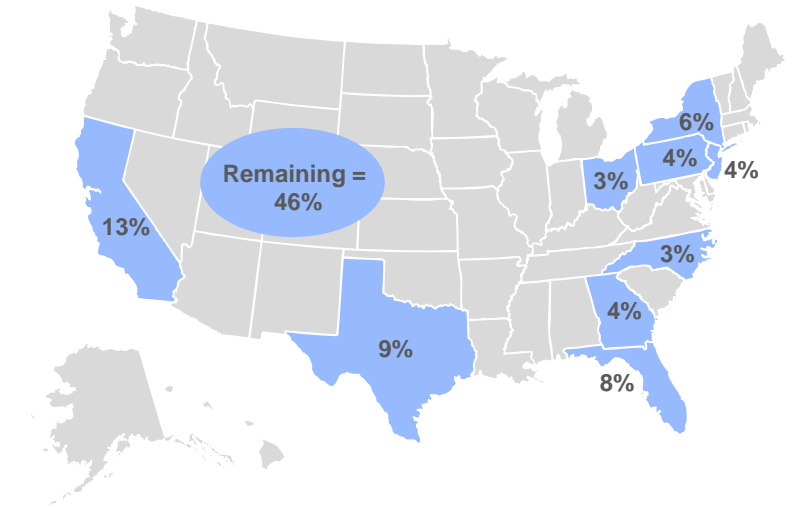
## Portfolio by Industry



## Portfolio by Equipment



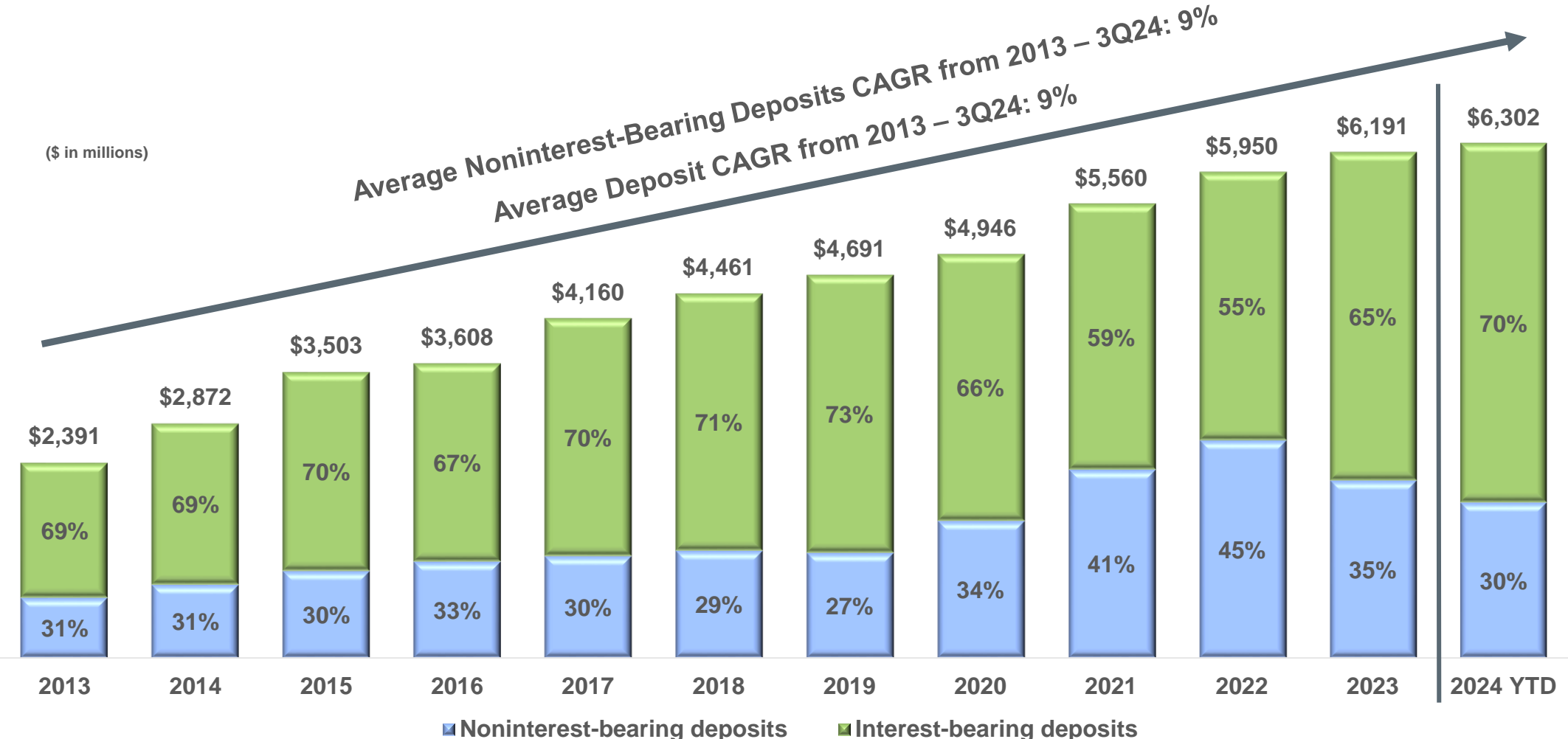
## Portfolio by State



(1) Other includes agriculture and other services of 3% and 3%, respectively

# Average Deposit Trend

Strong deposit growth reflecting a 9% CAGR since 2013. Average noninterest-bearing deposits have grown by 9% CAGR since 2013, and now represents 30% of total deposits.

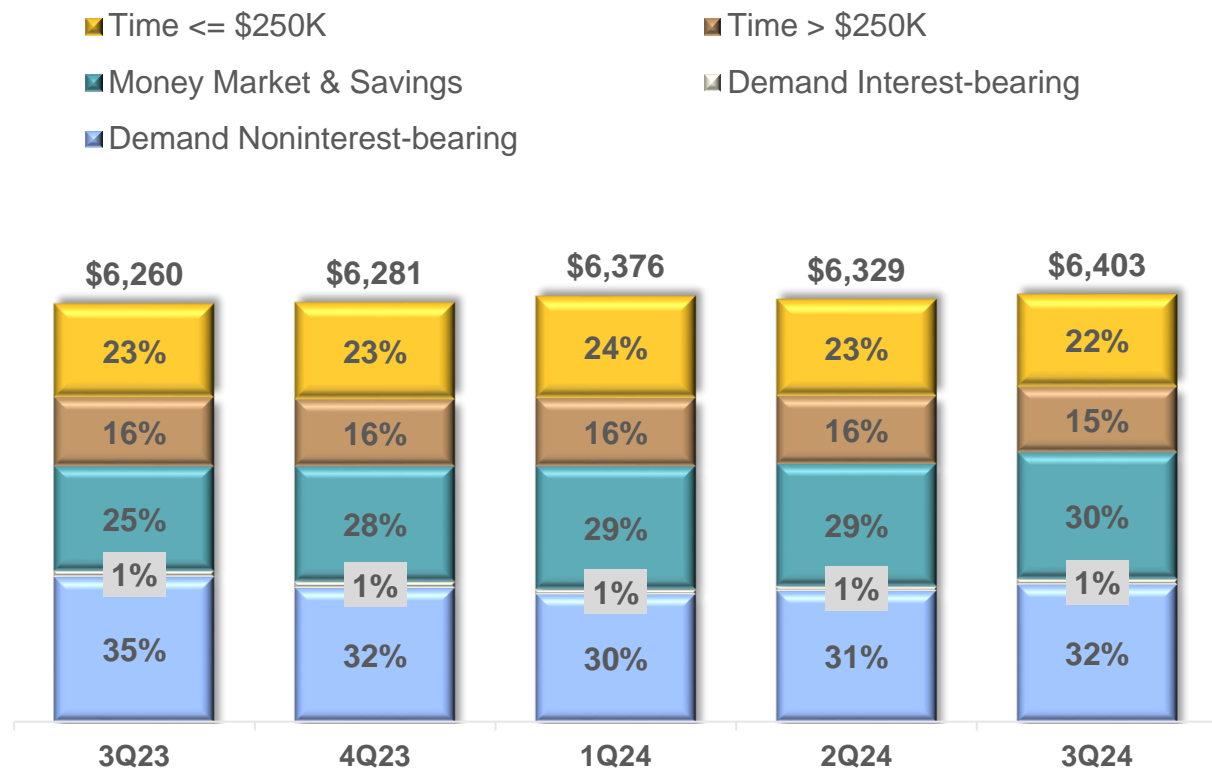




# Deposit Base

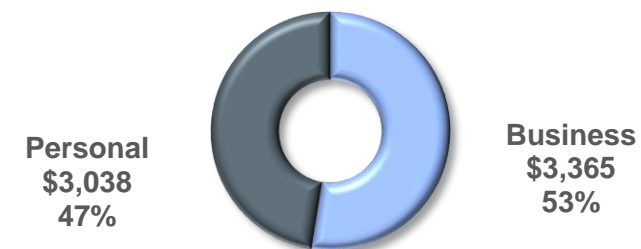
Total deposits increased by 1% to \$6.40 billion, led by \$91.8 million, or 5%, increase in noninterest-bearing deposits quarter-over-quarter. Noninterest-bearing demand deposits represented 32% of total deposits at September 30, 2024. Estimated uninsured deposit liabilities were 42% of the total deposit liabilities. Brokered deposits remained low, at 0.2% of the deposit base.

**Deposits** (\$ in millions)

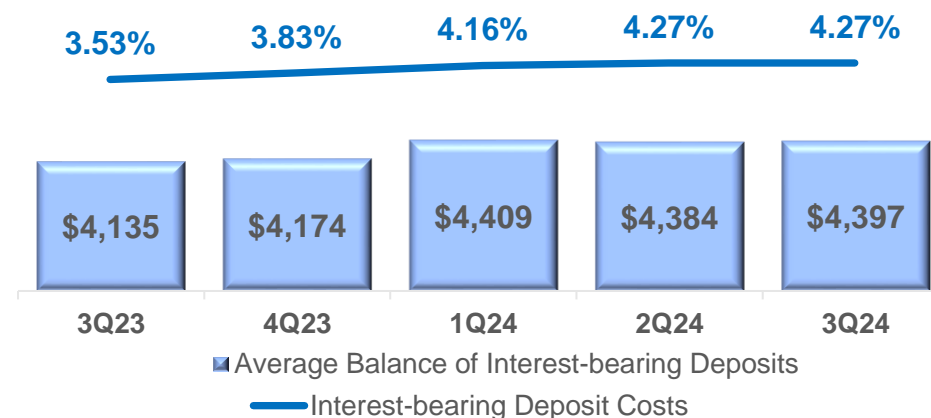


Note: Numbers may not add due to rounding

**Deposits (as of 3Q24)** (\$ in millions)

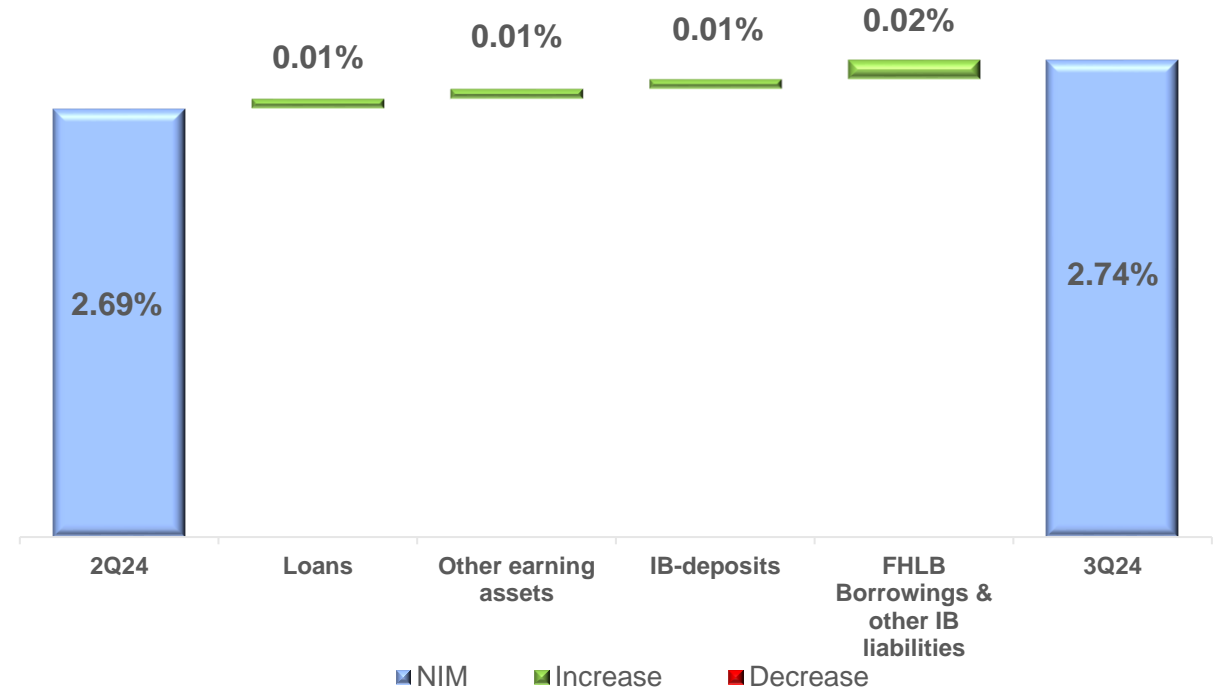
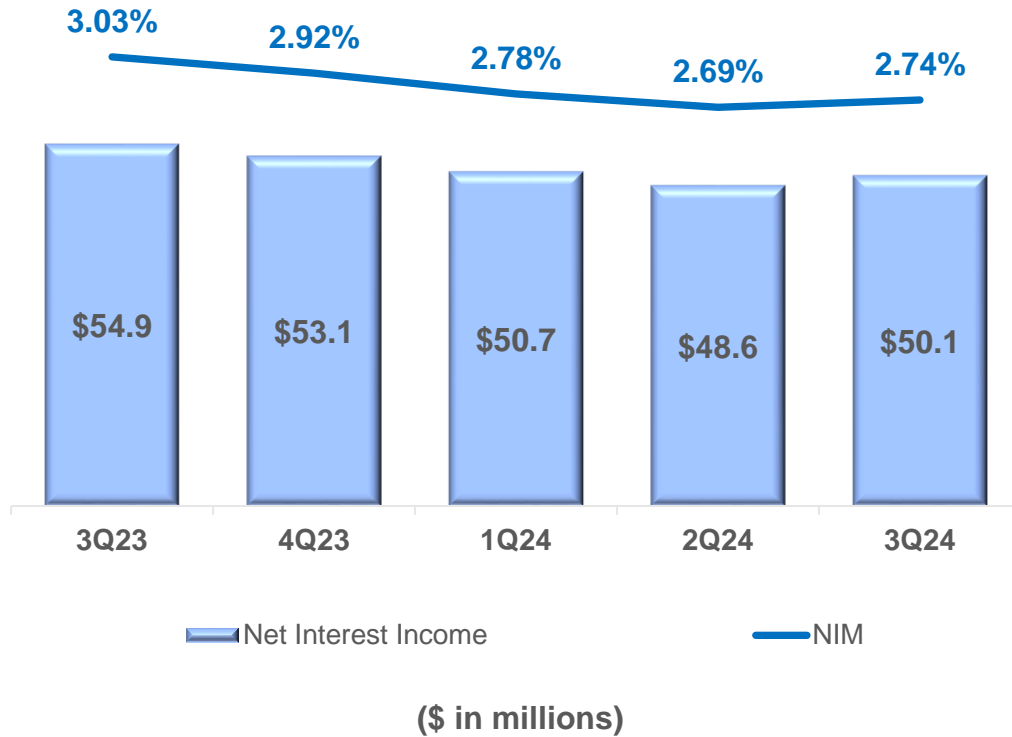


**Average Interest-bearing Deposits** (\$ in millions)



# Net Interest Income | Net Interest Margin

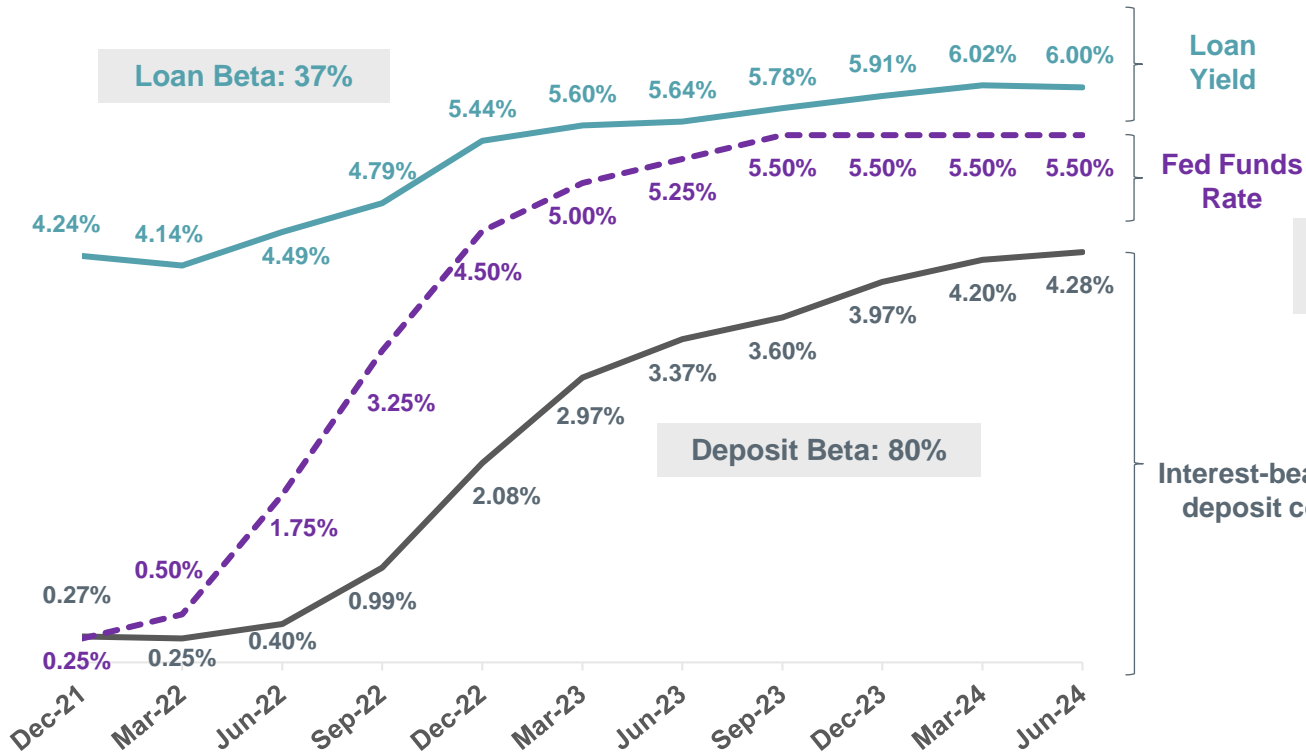
Net interest income for the third quarter was \$50.1 million and net interest margin (taxable equivalent) was 2.74%, both up from the previous quarter primarily due to improvements in the yields on interest-earning assets by 2 bps and the cost of interest-bearing liabilities by 3 bps.



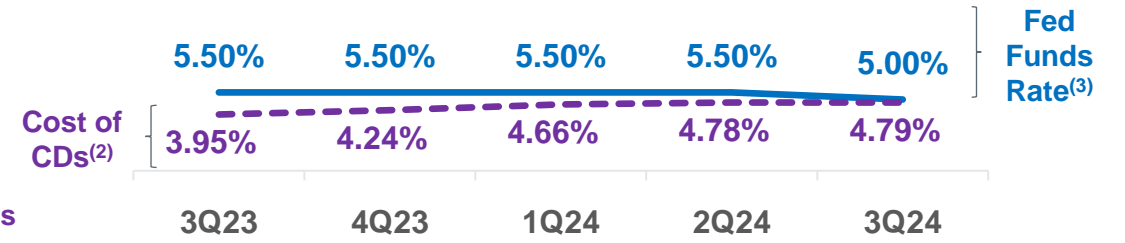
# Net Interest Income Sensitivity

## Loan & Deposit Beta<sup>(1)</sup>

(\$ in millions)

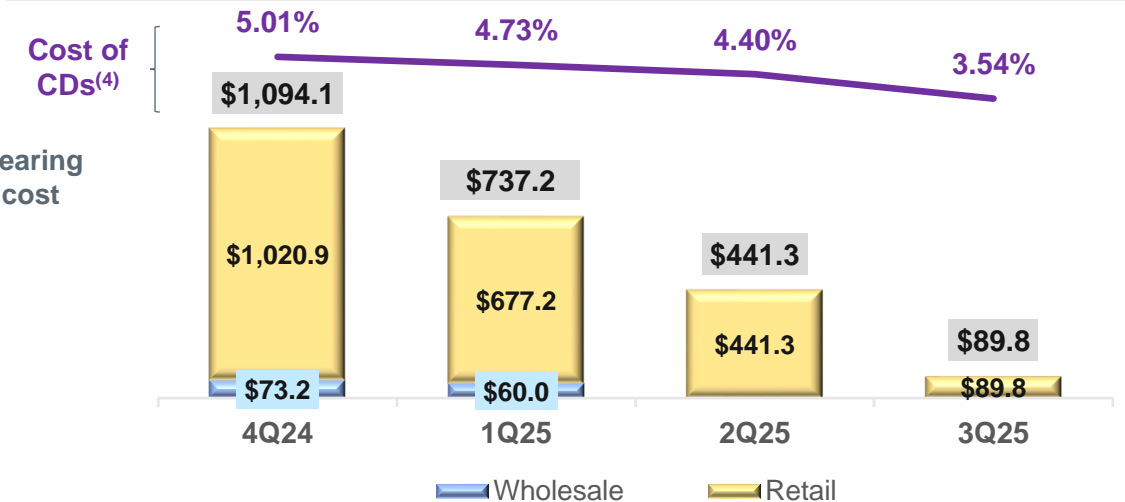


## Fed Funds Rate & Cost of CDs



## Deposits – CD Maturities

(\$ in millions)



Numbers may not add due to rounding

(1) Loan yield and cost of interest-bearing deposit represent monthly yield and cost respectively. Fed funds rate represents the rate at the end of the month. Beta is measured between March 2022 and June 2024

(2) Cost of CDs and interest bearing-deposits for the month of September 2024 was 4.77% and 4.22%, respectively

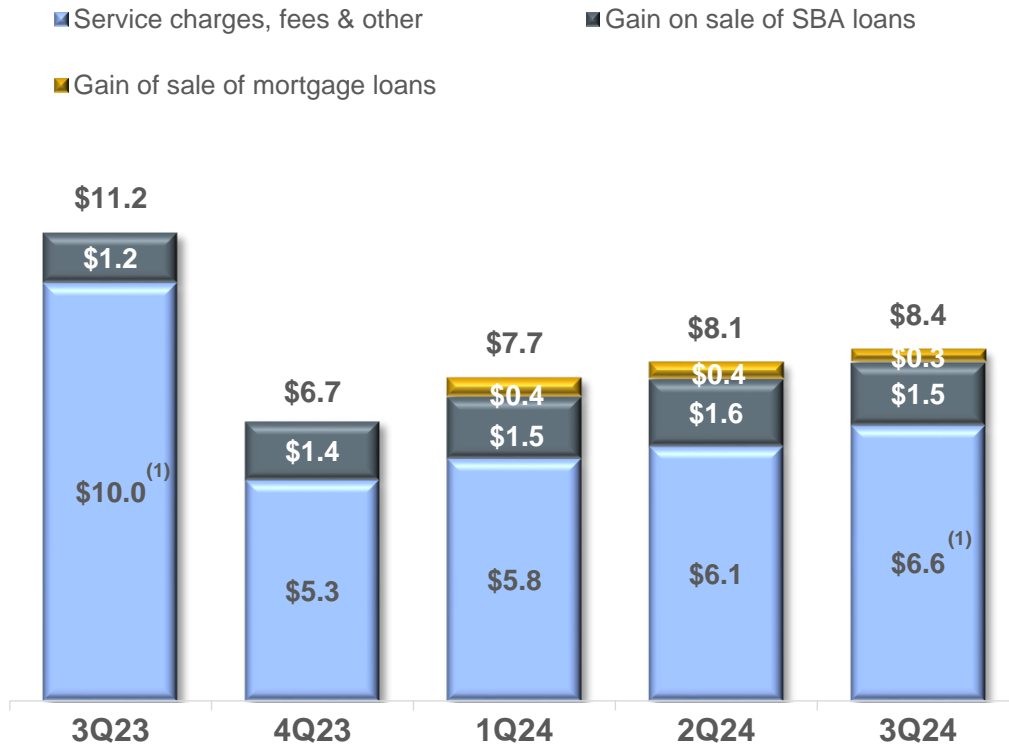
(3) Fed funds rate represents the rate at the end of the quarter

(4) Represent weighted average contractual rates

# Noninterest Income

Noninterest income for the third quarter was \$8.4 million, up 5% from the previous quarter.

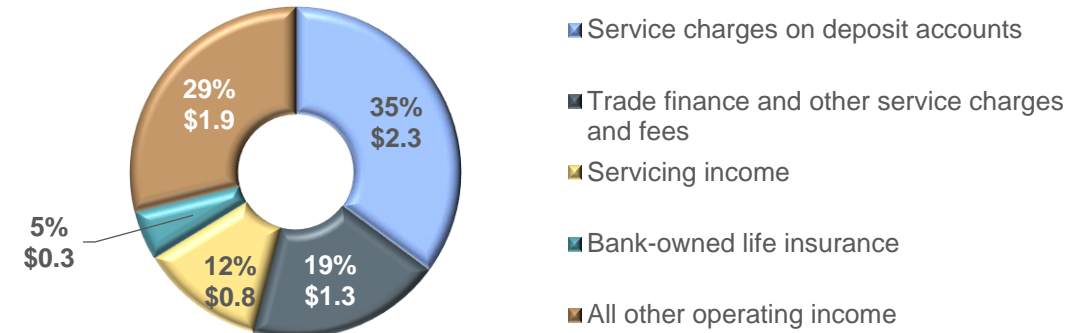
## Noninterest Income (\$ in millions)



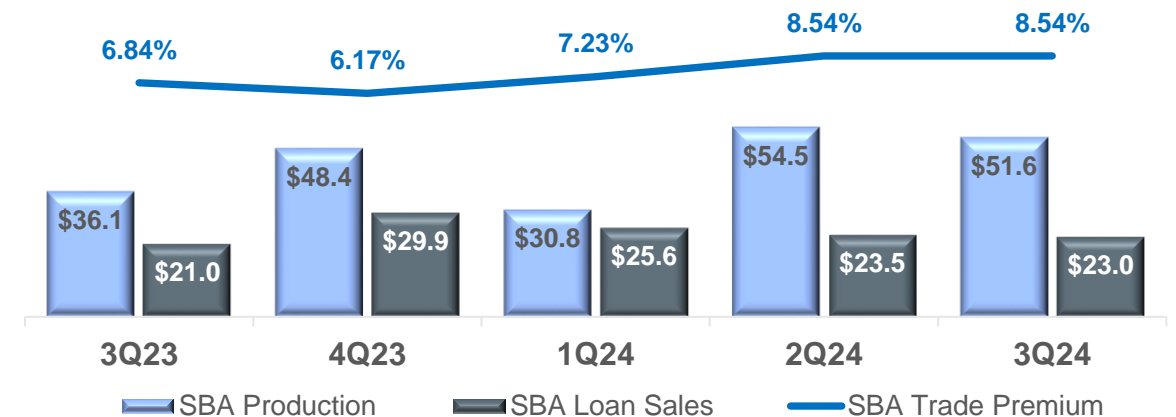
Numbers may not add due to rounding

(1) Includes a \$4.0 million and \$0.9 million gain on sale-and-leaseback of bank premises in 3Q23 and 3Q24, respectively.

## 3Q24 Service Charges and Fees (\$ in millions)

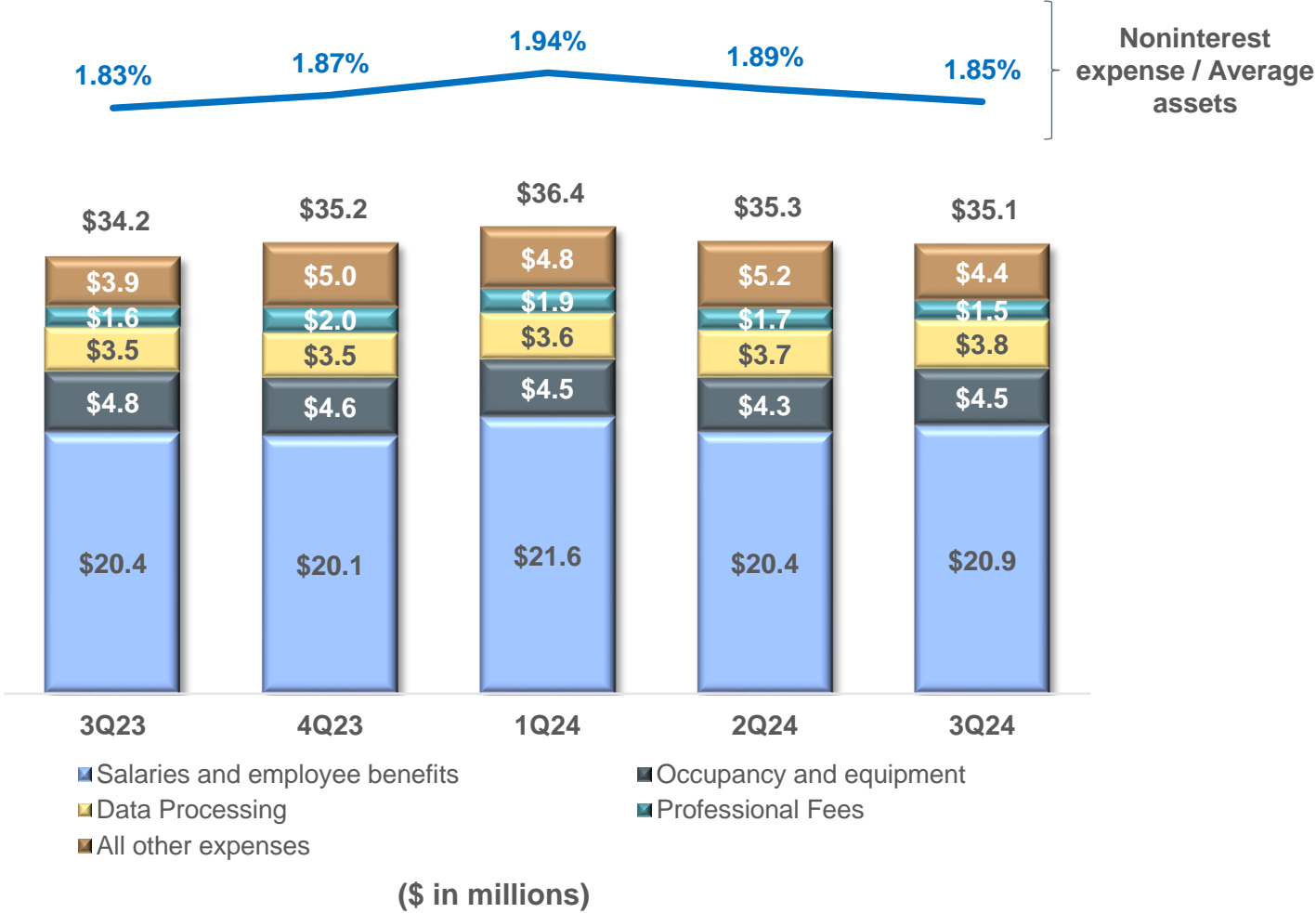


## SBA 7(a) Loan Production and Sales (\$ in millions)



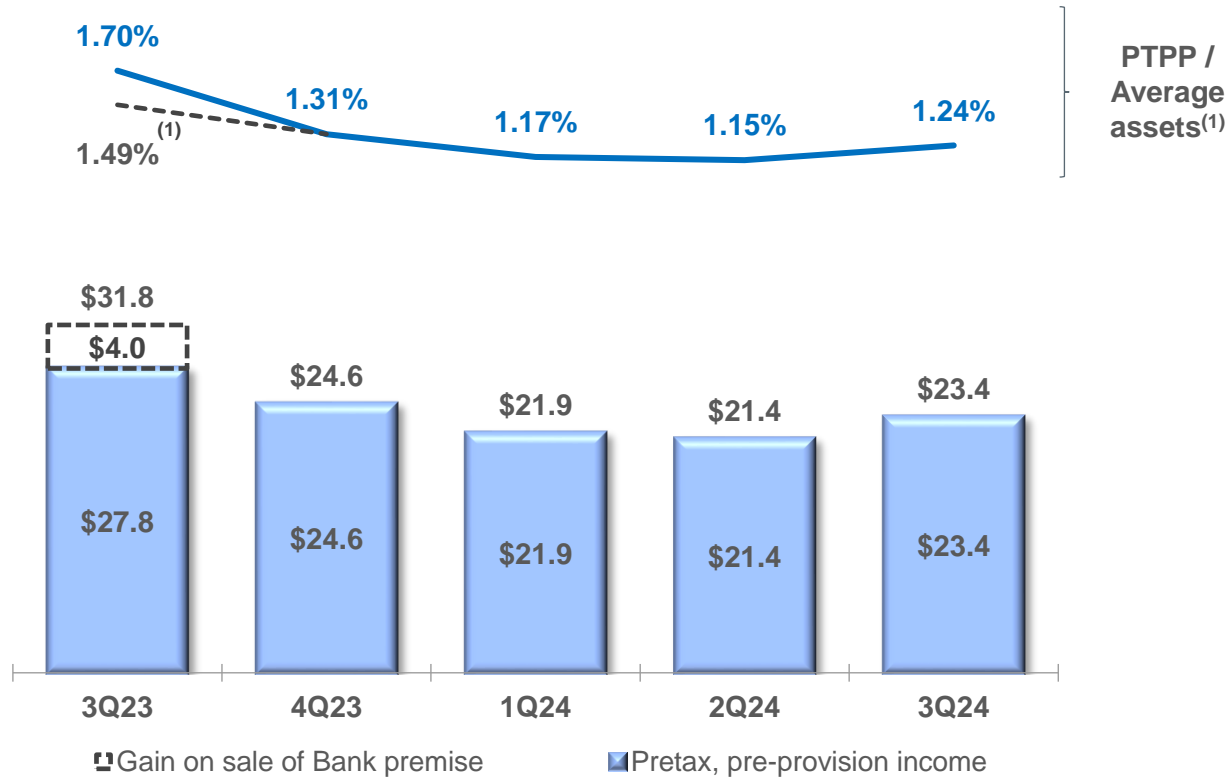
# Noninterest Expense

Continued focus on disciplined expense management.



- Noninterest expense was \$35.1 million for the third quarter, down 0.6% from the second quarter of 2024, primarily reflecting the absence of the second quarter \$0.3 million branch consolidation charge
- Salaries and benefits expense increased by \$0.4 million quarter-over-quarter primarily driven by the absence of \$0.6 million of labor cost capitalization associated with the investment in a new loan origination system in 2Q24

# Pretax, Pre-Provision Income (PTPP)<sup>(1)</sup>



- Pretax, pre-provision income was \$23.4 million for the third quarter, up 9.4% from the prior quarter, propelled by a 2.9% increase in net interest income
- PTPP over average assets for 3Q24 was 1.24% compared with 1.15% for the prior quarter

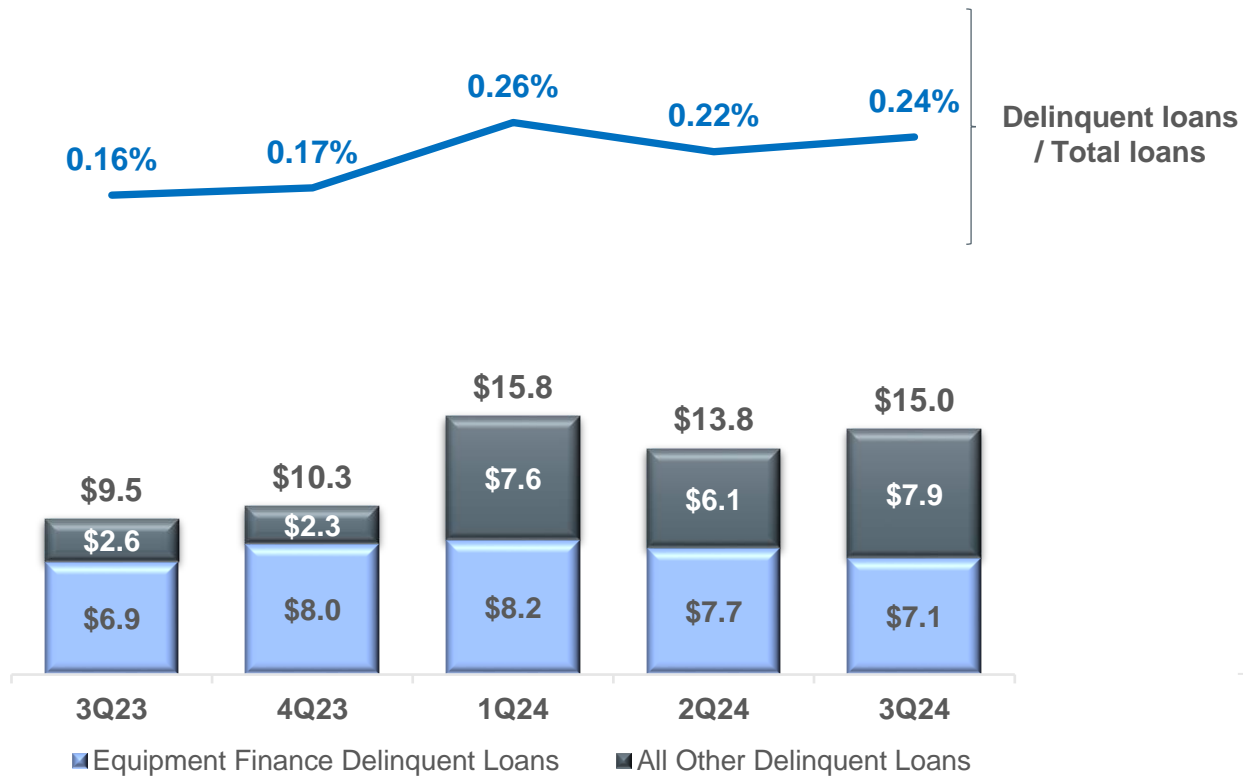
(\$ in millions)

(1) Refer to PTPP schedule in appendix

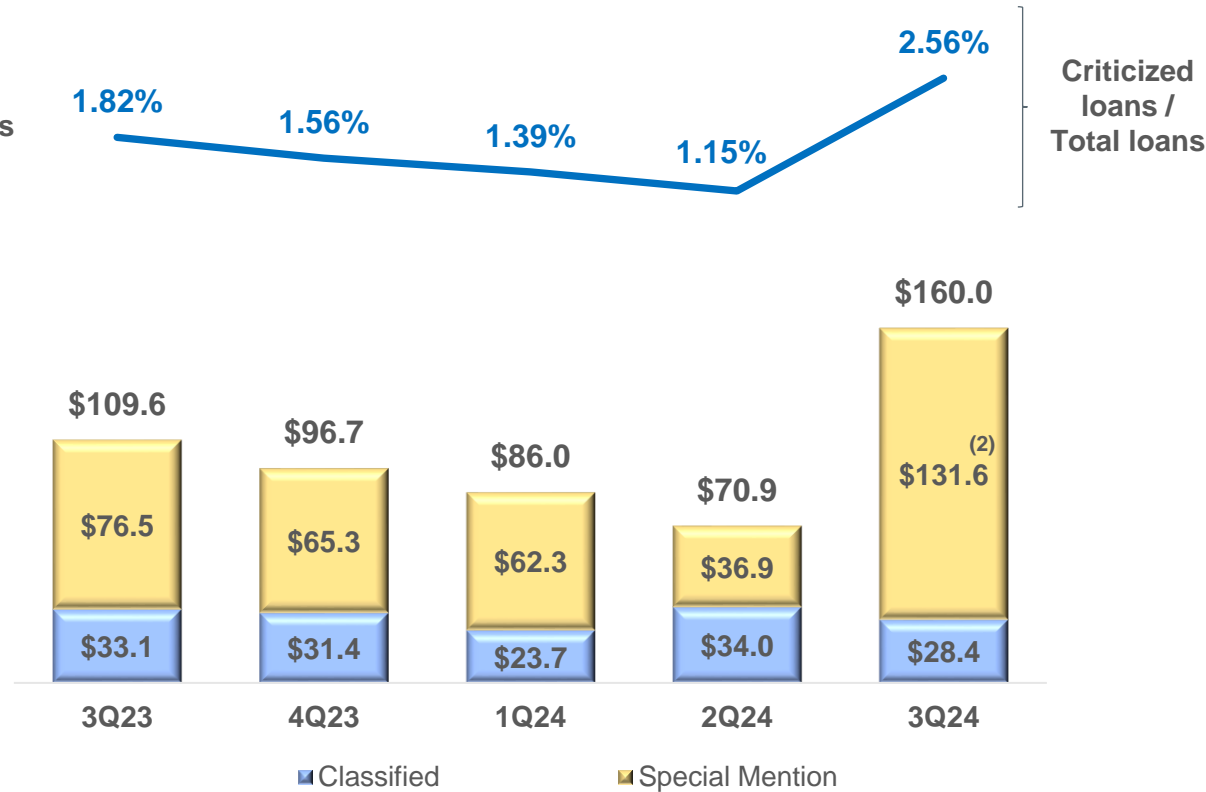
# Asset Quality – Delinquent & Criticized Loans

The \$94.7 million increase in special mention in the third quarter was primarily driven by two CRE loans in the hospitality industry for \$109.7 million and one C&I loan in the healthcare industry for \$20.1 million. These loans are current and adequately protected.

**Delinquent Loans<sup>(1)</sup>** (\$ in millions)



**Criticized Loans** (\$ in millions)



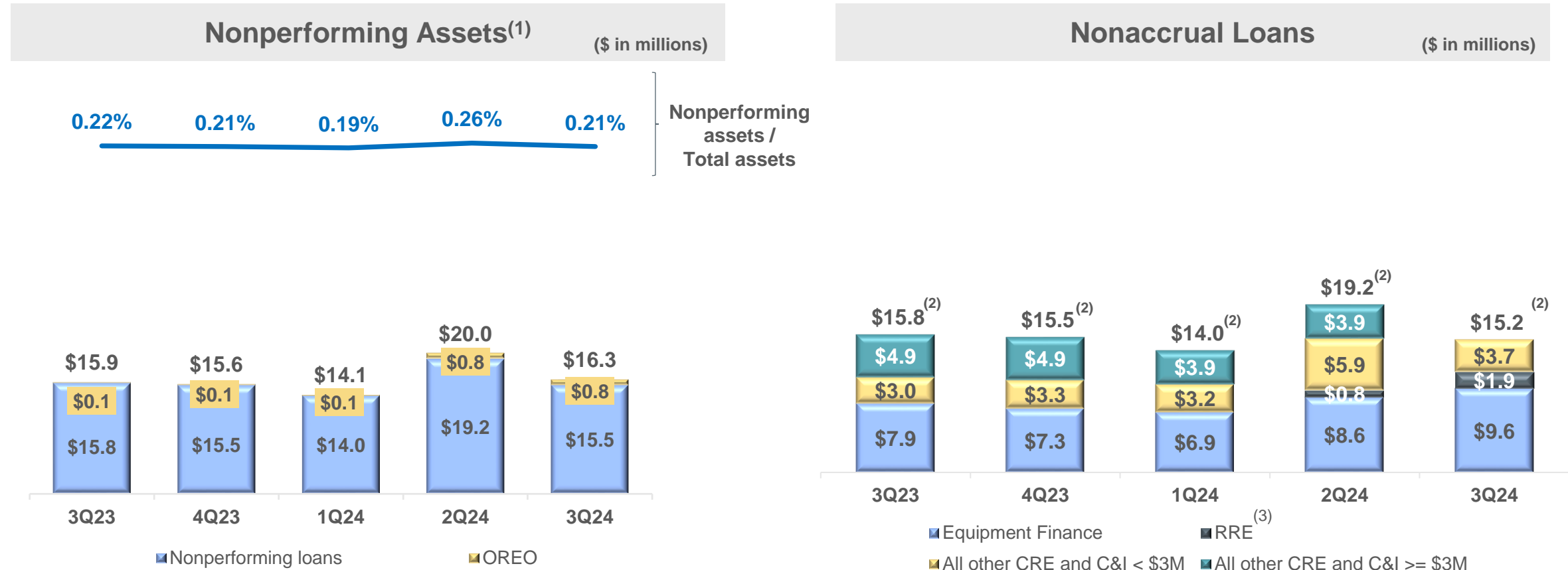
Numbers may not add due to rounding

(1) Represents loans 30 to 89 days past due and still accruing

(2) Includes two special mention CRE loans of \$109.7 million in the hospitality industry and a \$20.1 million C&I loan in the healthcare industry

# Asset Quality – Nonperforming Assets & Nonaccrual Loans

Nonperforming assets were \$16.3 million at the end of the third quarter, down from \$20.0 million at the end of the second quarter.



Note: Numbers may not add due to rounding

(1) Nonperforming assets exclude repossessed personal property of \$1.3 million, \$1.3 million, \$1.3 million, \$1.2 million, and \$1.2 million for September 30, 2023, December 31, 2023, March 31, 2024, June 30, 2024, and September 30, 2024, respectively; also excludes the \$27.2 million held for sale nonperforming loan at September 30, 2024

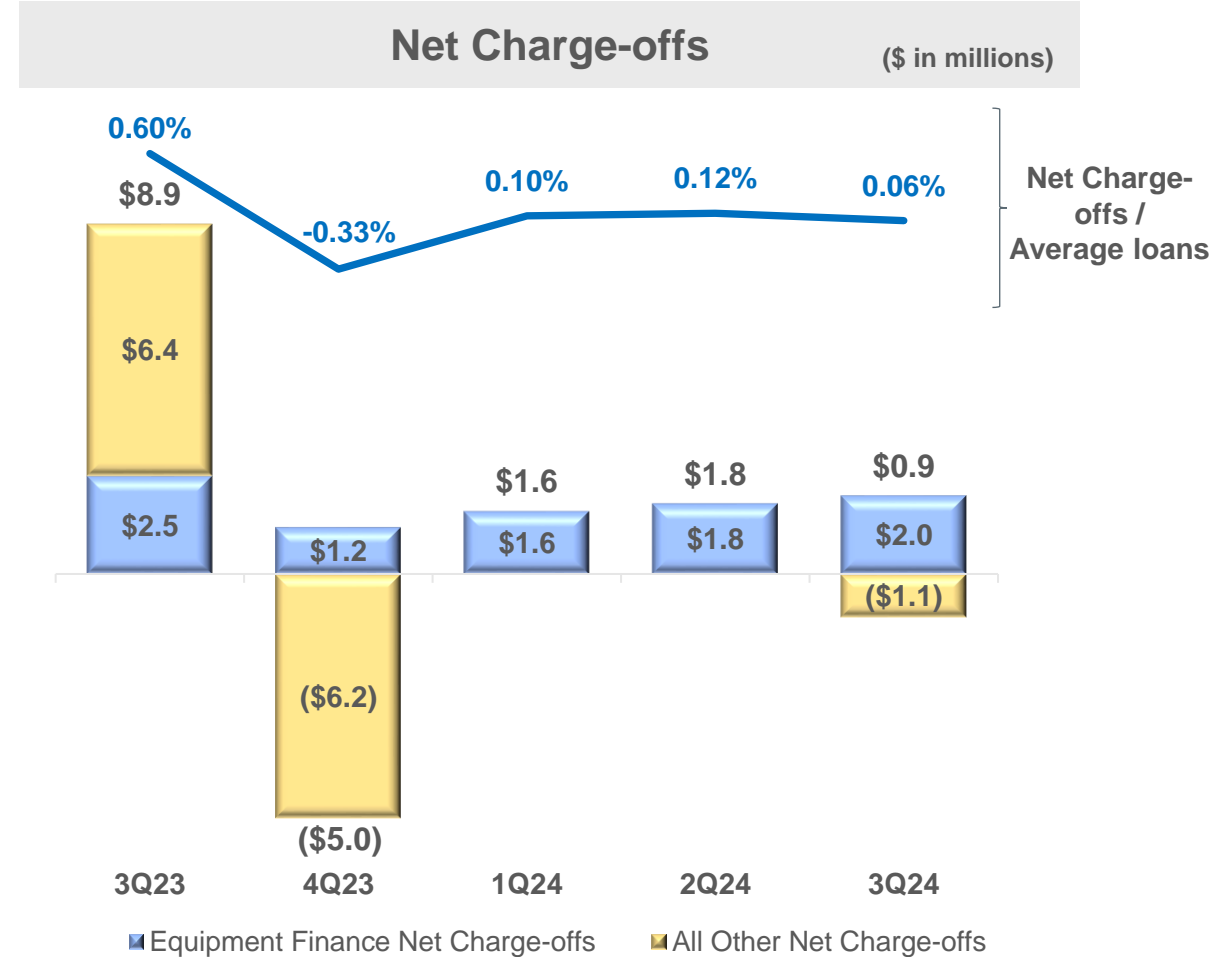
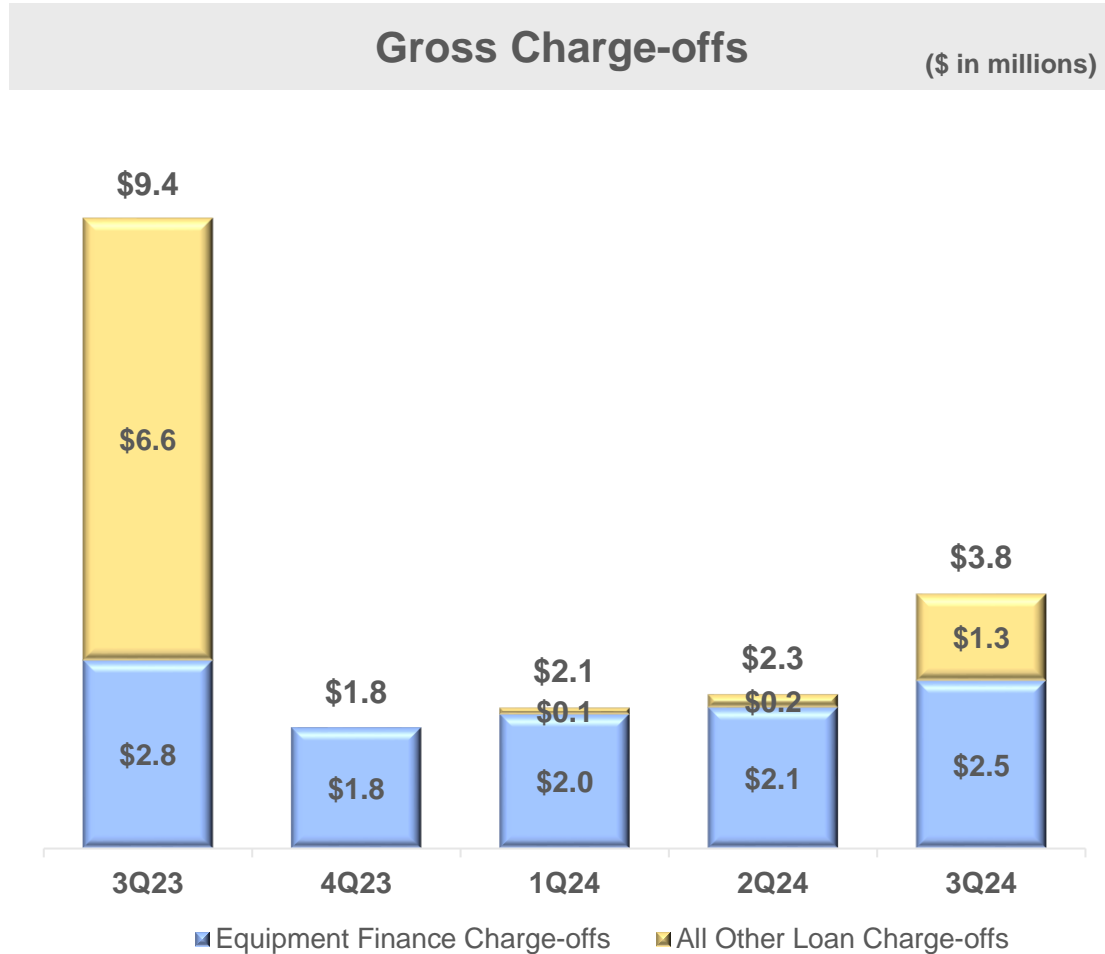
(2) Specific allowance for credit losses at September 30, 2023, December 31, 2023, March 31, 2024, June 30, 2024, and September 30, 2024 was \$2.9 million, \$3.4 million, \$5.3 million, \$6.8 million, and \$5.2 million, respectively

(3) RRE includes consumer loans



# Asset Quality – Gross & Net Loan Charge-offs

Net charge-offs for the third quarter were \$0.9 million.

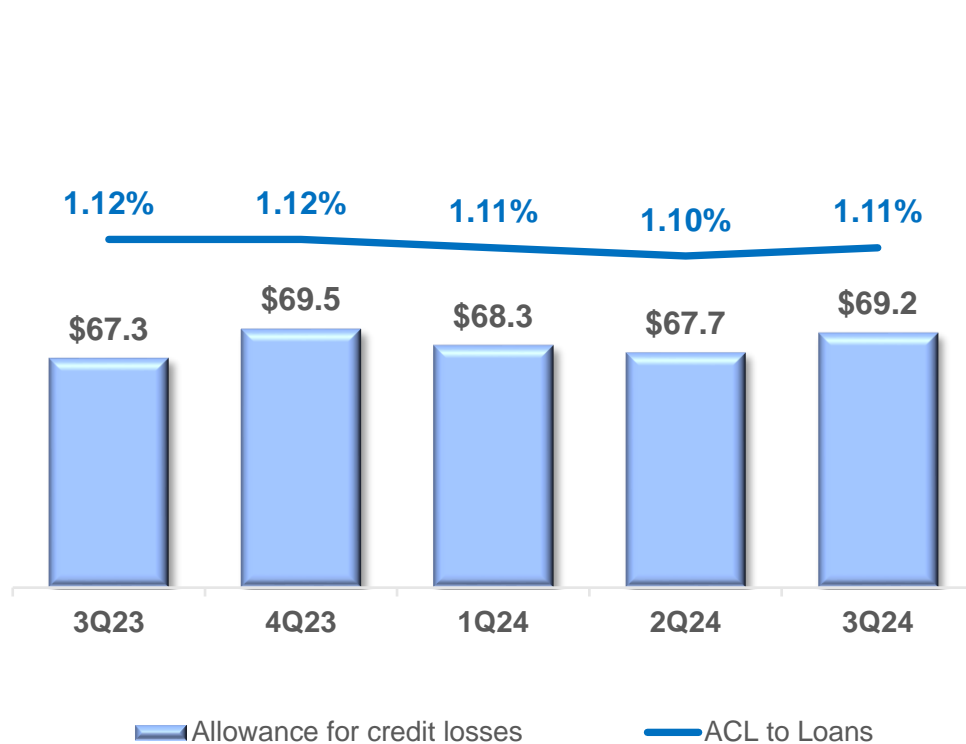


Note: Numbers may not add due to rounding

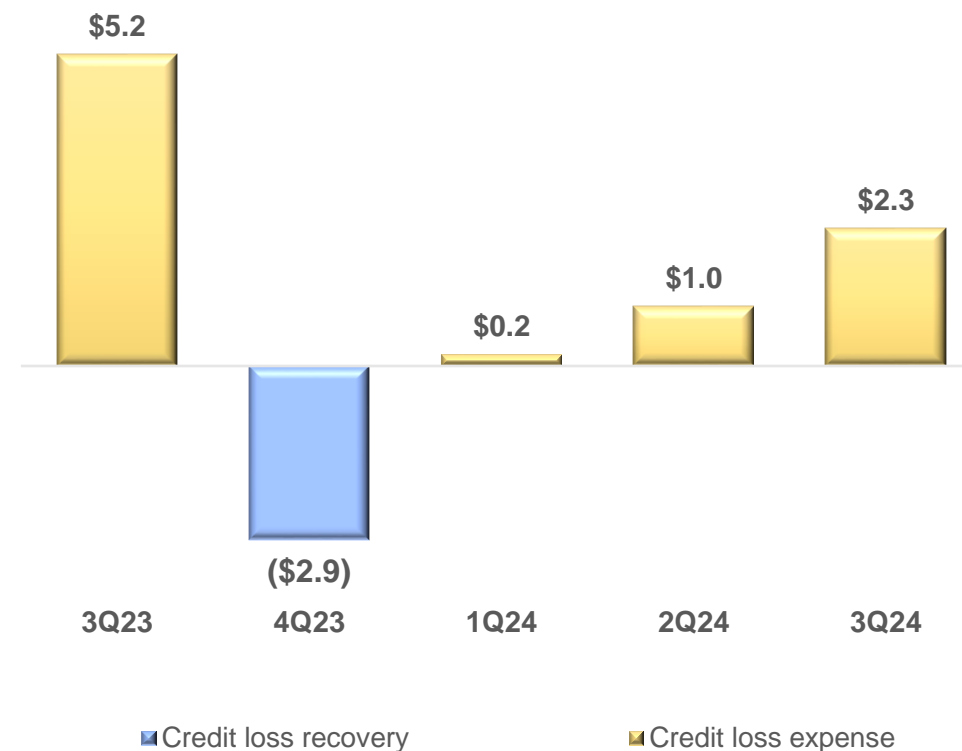
# ACL Trends

Allowance for credit losses was \$69.2 million at September 30, 2024, or 1.11% to total loans, compared with \$67.7 million and 1.10% at the end of the prior quarter.

**Allowance for Credit Losses** (\$ in millions)



**Credit Loss Expense (Recovery)** (\$ in millions)



# ACL Analysis by Loan Type

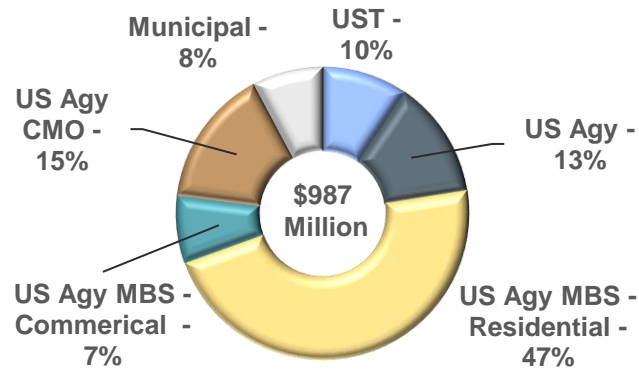
(\$ in millions)	September 30, 2024		June 30, 2024		March 31, 2024		December 31, 2023		September 30, 2023	
	Allowance	Loans	Allowance	Loans	Allowance	Loans	Allowance	Loans	Allowance	Loans
CRE	\$ 37.8	\$ 3,932.1	\$ 36.1	\$ 3,888.5	\$ 36.4	\$ 3,878.5	\$ 40.2	\$ 3,889.7	\$ 38.9	\$ 3,773.0
C&I	9.8	879.1	10.6	802.4	11.8	774.9	10.3	747.8	11.2	728.8
Equipment Finance	15.7	507.3	15.0	531.3	13.7	554.0	13.7	582.2	12.3	592.7
RRE & Consumer	5.9	939.3	6.0	954.2	6.2	970.4	5.3	962.7	4.9	926.3
<b>Total</b>	<b>\$ 69.2</b>	<b>\$ 6,257.7</b>	<b>\$ 67.7</b>	<b>\$ 6,176.4</b>	<b>\$ 68.3</b>	<b>\$ 6,177.8</b>	<b>\$ 69.5</b>	<b>\$ 6,182.4</b>	<b>\$ 67.3</b>	<b>\$ 6,020.8</b>

Note: Numbers may not add due to rounding

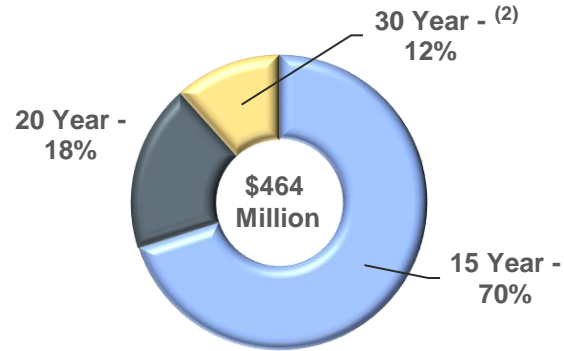
# Securities Portfolio

The \$987 million securities portfolio (all AFS, no HTM) represented 13% of assets at September 30, 2024, and had a weighted average modified duration of 4.2 years with \$79 million in an unrealized loss position.

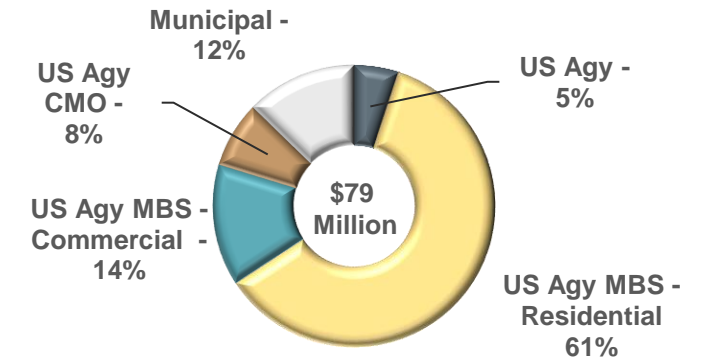
## Available for Sale <sup>(1)</sup>



## US Agy Residential MBS - Maturity

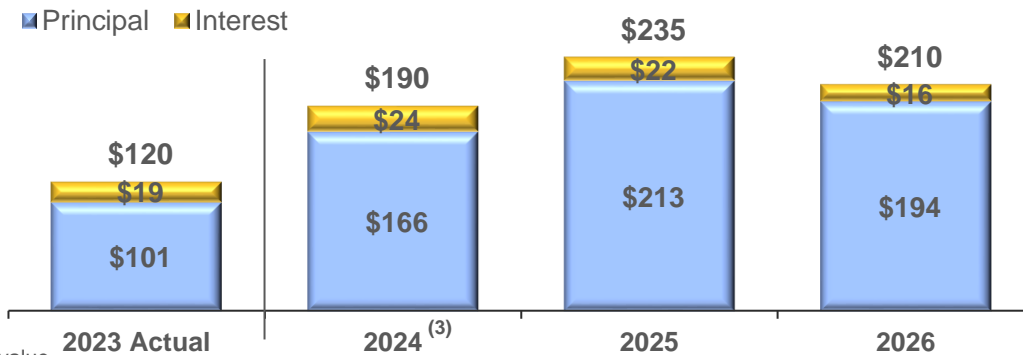


## Unrealized Loss

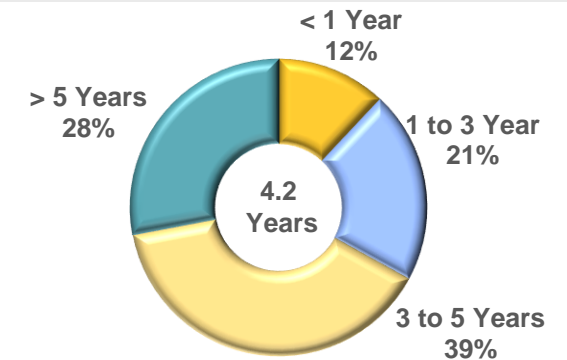


## Principal Paydowns

(\$ in millions)



## Securities Duration



(1) Based on the book value

(2) 92% constitutes CRA bonds

(3) 2024 projection consists of \$166 million principal paydowns and \$24 million of interest payments. 3Q24 observed \$48 million of principal paydown and \$7 million on interest payments.

Note: Numbers may not add due to rounding

The Bank and the Company have ample liquidity resources at September 30, 2024.

Liquidity Position		(\$ in millions)	
	Balance	% of Assets	
Cash & cash equivalents	\$ 288	3.7%	
Securities (unpledged)	844	11.0%	
<b>Liquid assets</b>	<b>1,132</b>	<b>15.5%</b> <sup>(1)</sup>	
FHLB available borrowing capacity	1,243	16.2%	
FRB discount window borrowing capacity	29	0.4%	
Federal funds lines (unsecured) available	115	1.5%	
<b>Secondary liquidity sources</b>	<b>1,387</b>	<b>18.1%</b>	
<b>Bank liquidity (liquid assets + secondary liquidity)</b>	<b>\$ 2,519</b>	<b>33.5%</b>	

## Cash & Securities at Company only (\$ in millions)

	Balance	
Cash	\$ 14	
Securities (AFS)	33	
	<b>\$ 47</b>	

## Company only Subordinated Debentures (\$ in millions)

	Par	Amortized Cost	Rate
2036 Trust Preferred Securities	\$ 27	\$ 22	6.61% <sup>(2)</sup>
2031 Subordinated Debt	110	108	3.75% <sup>(3)</sup>
	<b>\$ 137</b>	<b>\$ 130</b>	

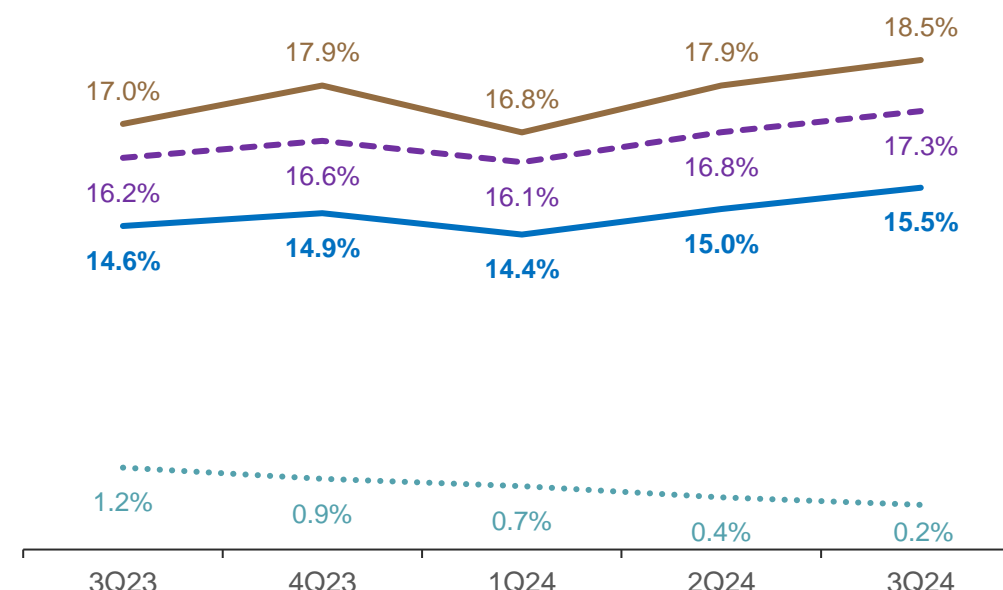
(1) Liquid assets includes 1) cash & cash equivalents, 2) securities (unpledged), and 3) \$54.3 million of loans held for sale (not shown above)

(2) Rate at September 30, 2024, based on 3-month SOFR + 166 bps

(3) Issued in August 2021 and due in July 2031. Commencing on September 1, 2026, the interest rate will reset quarterly to the three-month SOFR + 310 bps

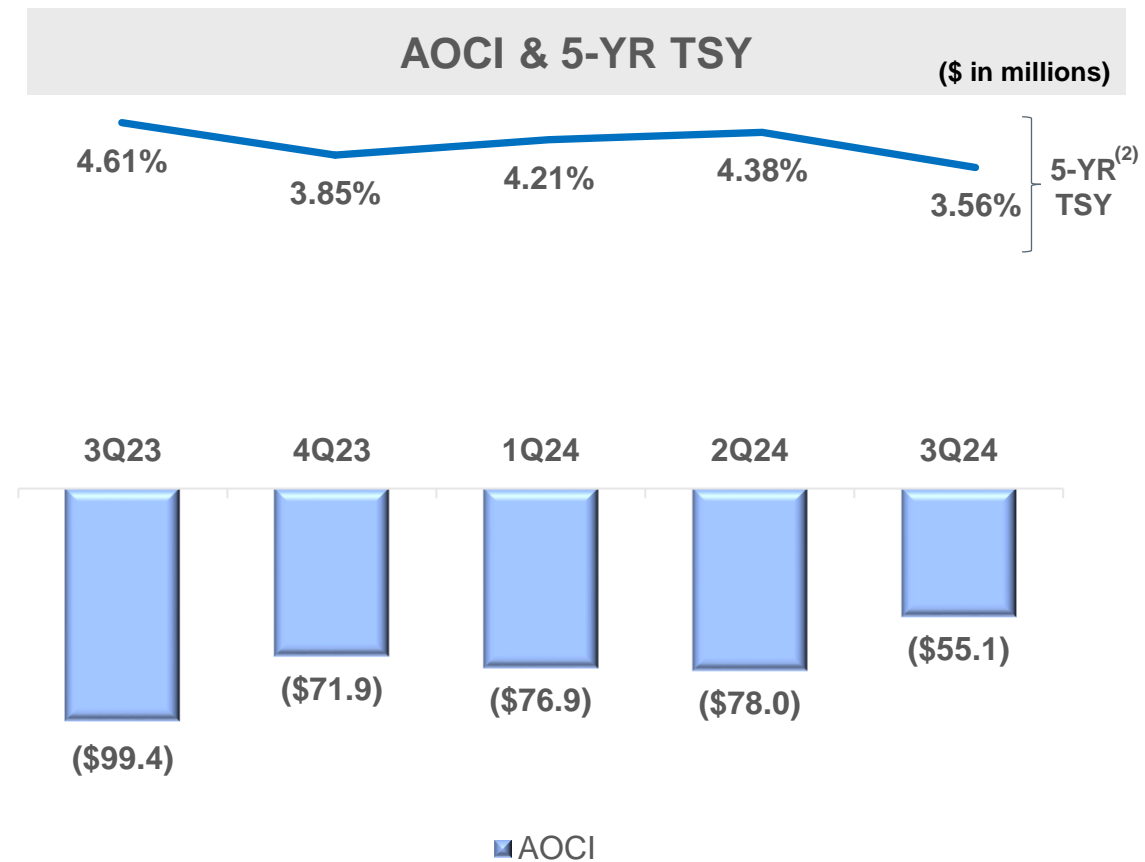
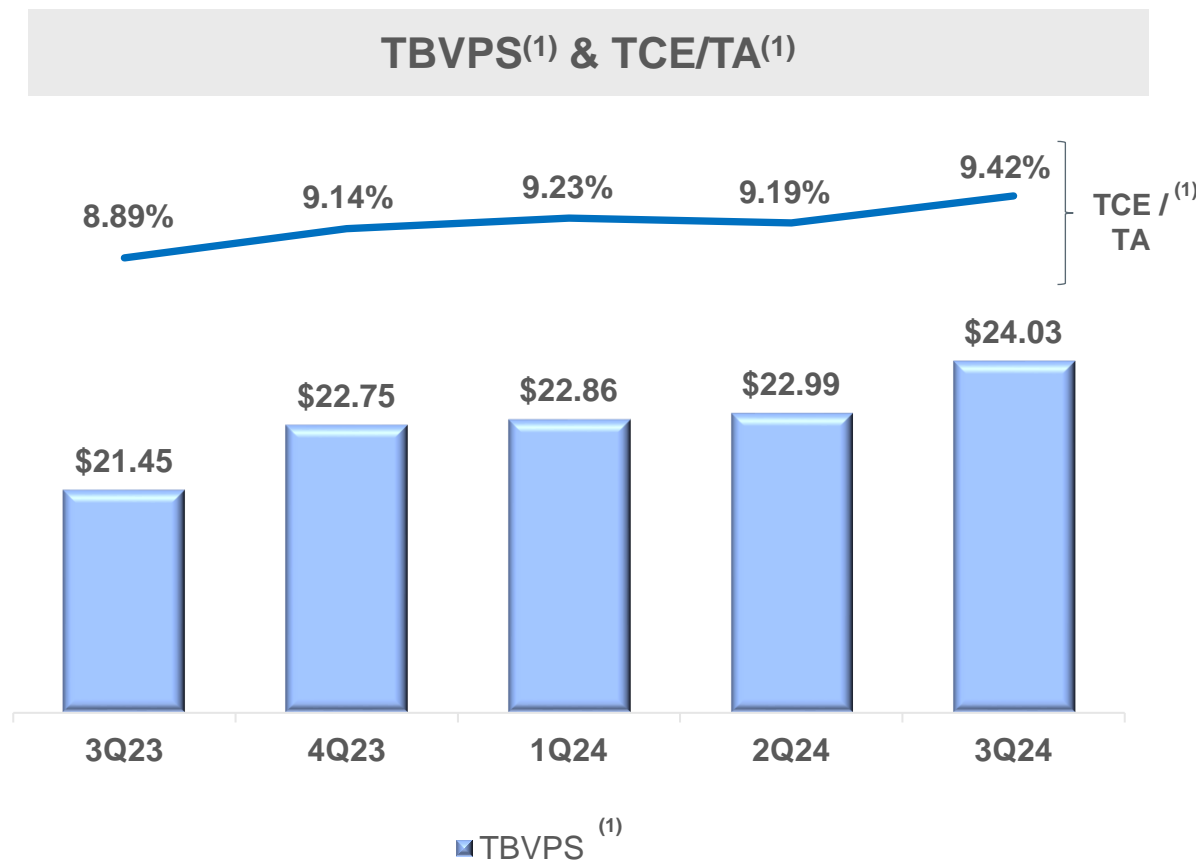
## Liquidity Ratios

— Liquid Assets to Total Assets      — Liquid Assets to Deposits  
- - - Liquid Assets to Total Liabilities      ⋯ Broker Deposits to Deposits



# Capital Management

Tangible book value per share (TBVPS)<sup>(1)</sup> increased to \$24.03 from \$22.99 at the end of the prior quarter. The increase reflects \$7.3 million of net income, net of cash dividends paid, a \$20.7 million decrease in unrealized after-tax losses on securities available for sale and a \$2.2 million decrease in unrealized after-tax losses on cash flow hedges.



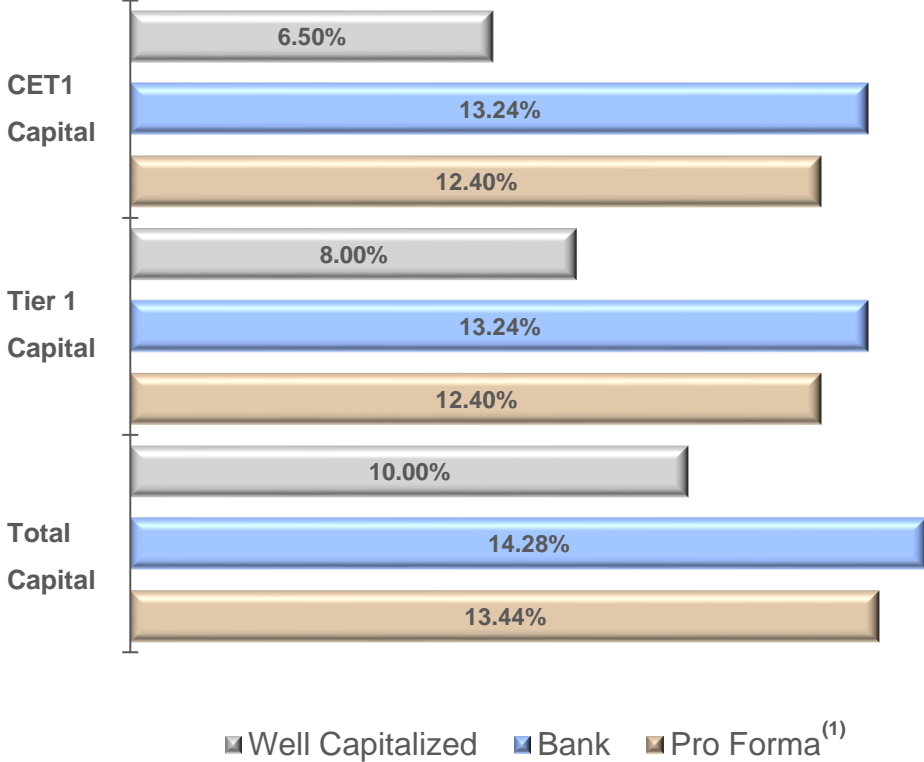
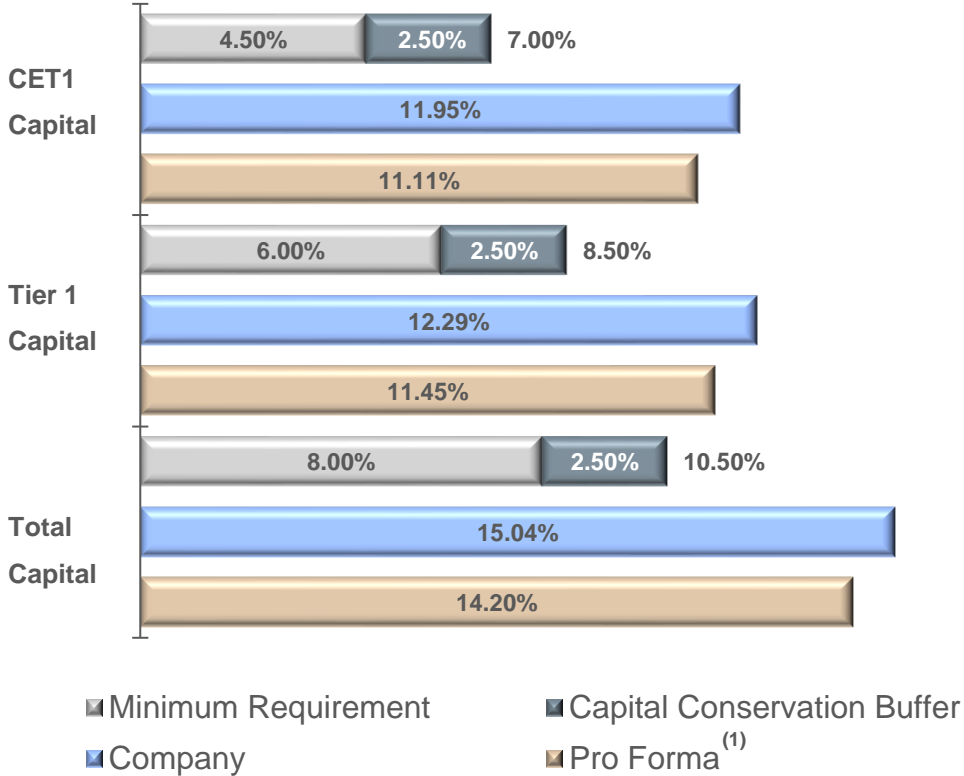
(1) Non-GAAP financial measure, refer to the non-GAAP reconciliation slides  
 (2) Rate at the end of the quarter

# Regulatory Capital

The Company exceeds regulatory minimums and the Bank remains well capitalized at September 30, 2024.

## Company

## Bank



(1) Pro forma illustrates capital ratios with unrealized losses at September 30, 2024. Non-GAAP financial measure; refer to the non-GAAP reconciliation slide

# The Hanmi Story & Corporate Sustainability

Established in 1982 in Los Angeles, Hanmi Bank was originally founded to serve the underserved immigrant community in Koreatown. From our humble beginnings as the first Korean-American bank, Hanmi Bank has grown to embrace and support the dreams of all Americans.



*“Our dedication to effectively serve our customers and the communities we operate in helps us deliver attractive returns on your investment.”*

Bonnie Lee, President and Chief Executive Officer



Top: Foundations of Hanmi (1982). Bottom: New Corporate Headquarter (2021)

**GOVERNANCE  
QUALITYSCORE**  
HIGHEST RANKED BY ISS ESG▶

**1**

**2022:** Hanmi Financial Corporation received highest ISS ESG designation in Governance



**2022:** Hanmi Bank recognized among the Top 10 in two categories by Bank Director

#3 in \$5B-\$50B asset category  
#6 in 2022 list of Top 25 Banks



# Corporate Sustainability (1 of 3)

The board recognizes that sustainability broadly encompasses corporate activities that enhance the long-term value of the Company.

## Sustainability



In 2021, Hanmi Financial Corporation moved its headquarters to the Wilshire Grand Center, a LEED certified space furthering environmentally sustainable practices in Downtown Los Angeles.



Donated 40 solar panels to the Koreatown Senior and Community Center in Los Angeles.

## Enterprise Risk Management Committee (ERMC)

- The Bank's Enterprise Risk Management Committee (ERMC) is a forum for management to engage in a collaborative discussion on the evolving risk positions of the bank, emerging risks, control gaps and mitigation strategies
- The ERMC reviews ten risk pillars, including credit risk, in which management has begun discussions regarding climate risk to our loan portfolio

Source: 2023 Hanmi ESG Report (published April 2023)

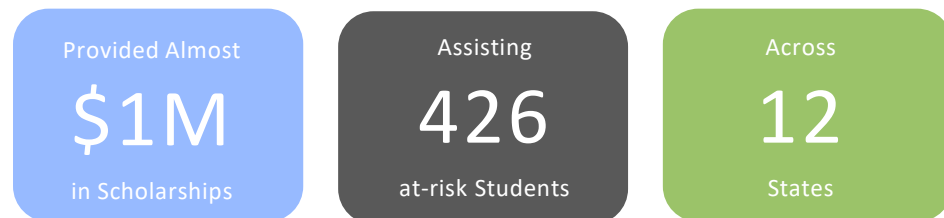
# Corporate Sustainability (2 of 3)

As a community bank, we are an equal opportunity employer and we are proud to work with our communities to build a stronger future for all of our stakeholders.

## Fostering Human Capital

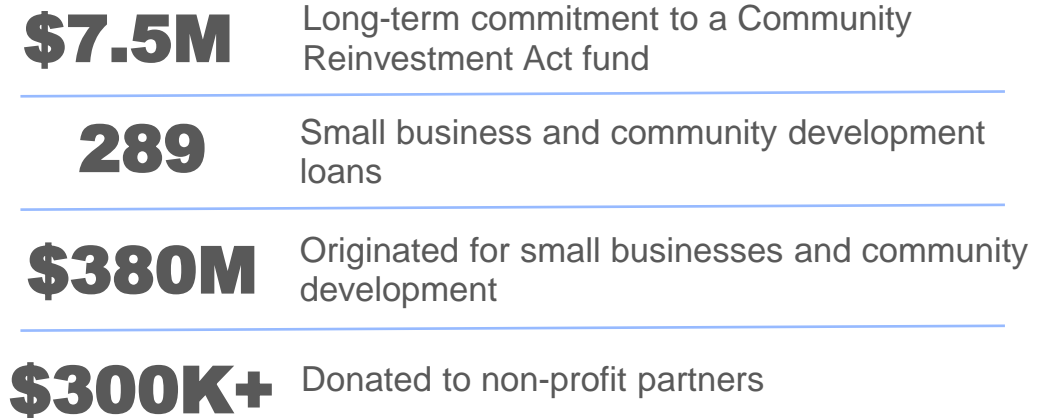


## Hanmi Bank Dream Scholarship<sup>(1)</sup>



(1) Launched in 2016, the Hanmi Bank Dream Scholarship for At-Risk Youth Program provides educational support to at-risk students

## Serving Our Communities



## Financial Wellness

Partnered with HoneyBee to provide financial wellness programs and Choice Checking account to meet the needs of the unbanked and underbanked.



Source: 2023 Hanmi ESG Report (published April 2023)

# Corporate Sustainability (3 of 3)

Governance and management of environmental and social impact create long-term value for our stakeholders.

## Oversight

Hanmi is committed to sound corporate governance principles and maintains formal Corporate Governance Guidelines and a Code of Business Conduct and Ethics for employees, executive officers, and directors.

### Nominating and Corporate Governance (NCG) Committee

NCG Committee identifies individuals qualified to become directors, and has oversight over corporate governance principles applicable to Hanmi. ESG sub-committee, within NCG Committee, has the primary oversight of corporate citizenship and ESG-related matters. The NCG Committee held 4 meetings in 2022.

### Risk, Compliance and Planning (RCP) Committee

The RCP Committee provides oversight of the enterprise risk management framework, and also oversees the strategic planning and the budgetary function. The RCP Committee held 8 meetings in 2022.

### Audit Committee

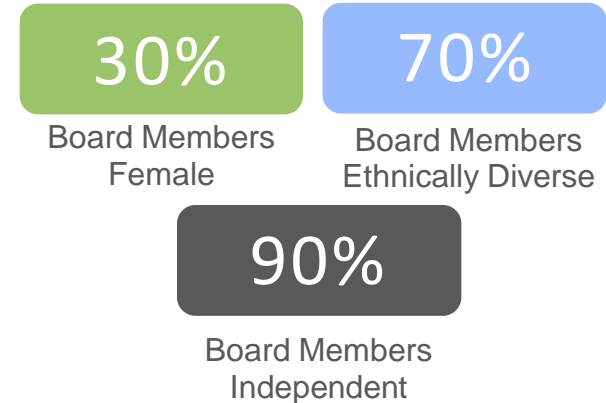
The Audit Committee is responsible for overseeing and monitoring financial accounting and reporting, the system of internal controls established by management, and our audit process and policies. The Audit Committee held 12 meetings in 2022.

### Compensation and Human Resources (CHR) Committee

The CHR Committee oversees the compensation of Hanmi's executive officers and administers Hanmi's compensation plans. The CHR Committee held 9 meetings in 2022.

## Our Board

The NCG Committee believes the Board should encompass a broad range of talent, skill, knowledge, experience, diversity, and expertise.



## Shareholder Engagement

- Annual shareholder engagement program to discuss executive compensation and governance practices
- Ethics Hotline that allows for confidential reporting of any suspected concerns or improper conduct

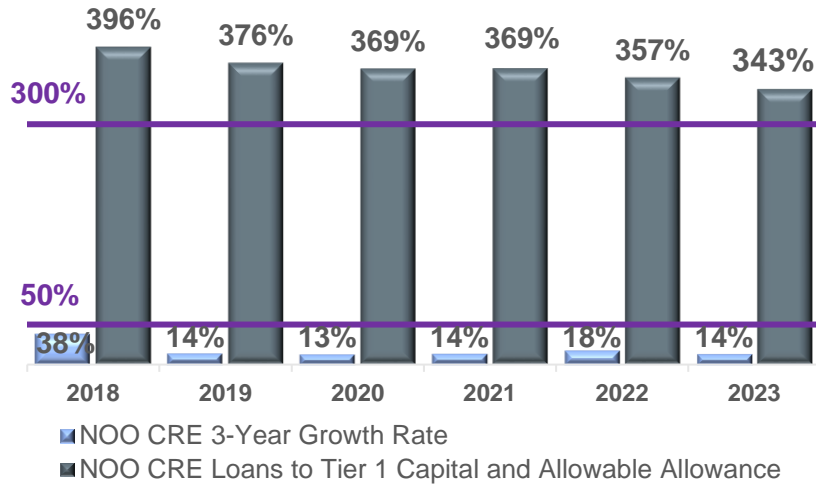
Source: 2023 Proxy Statement, 2023 Hanmi ESG Report (published April 2023)

# Appendix

# Risk Management

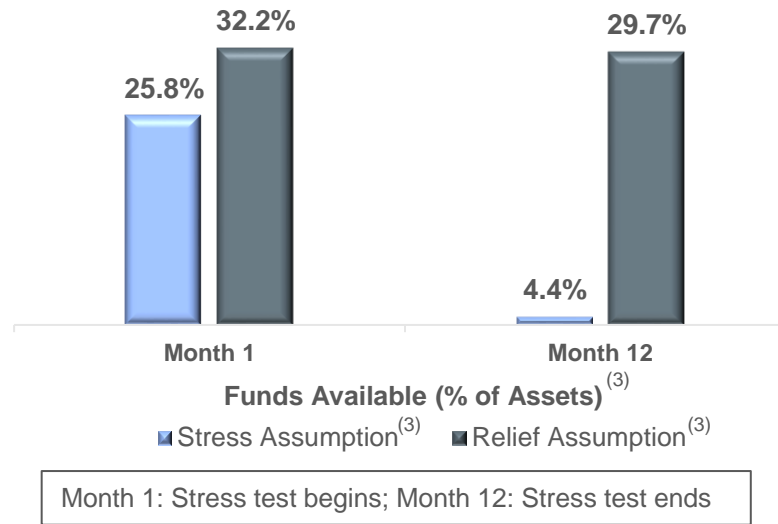
## CRE Concentration

Hanmi has not exceeded the supervisory criteria to be considered to have CRE concentration risk under regulatory guidance<sup>(1)</sup>; however, Hanmi's risk management practices address the six elements of regulatory guidance<sup>(2)</sup>



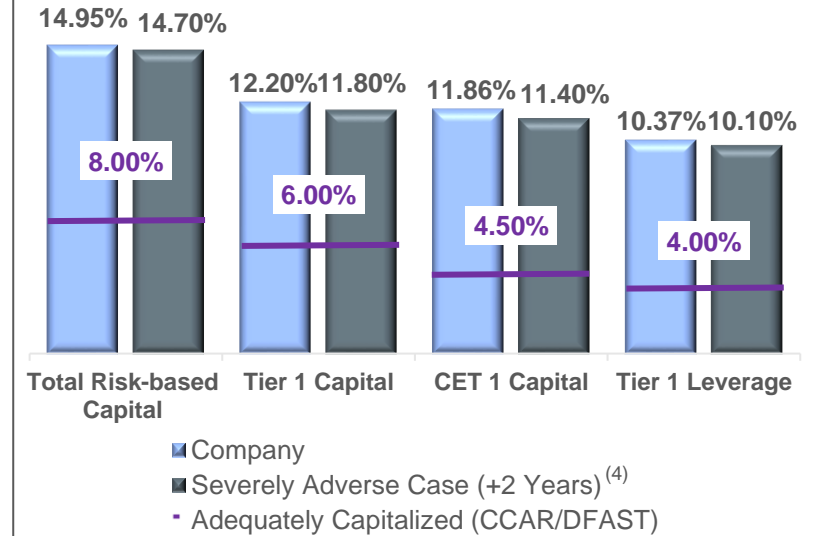
## Liquidity Stress Test

Hanmi's risk management practices include comprehensive contingency funding plans intended to plan for funding needs in scenarios of liquidity shortfall. Management performs the test quarterly. The recent stress test indicates that the Bank could withstand a severe stress<sup>(3)</sup> scenario and remain above policy minimums



## Capital Stress Test

Hanmi is not required to perform a capital stress test; however, Hanmi's risk management practices include an annual capital stress test for the Company and the Bank using applicable CCAR assumptions<sup>(4)</sup>



- (1) Source: FDIC Financial Institution Letters (FIL-64-2023), as of December 18, 2023; also total ADC (Acquisition, Development, and Construction) loans are well below 100% of Bank's total capital for all periods presented
- (2) Six elements of regulatory guidance – (1) maintain strong capital levels, (2) ensure that credit loss allowances are appropriate, (3) manage construction and development (C&D) and CRE loan portfolios closely, (4) maintain updated financial and analytical information, (5) bolster the loan workout infrastructure, (6) maintain adequate liquidity and diverse funding sources
- (3) Liquidity stress test based on deposits at March 31, 2024. Severe stress scenario makes the following stress assumptions: (a) 25% deposit outflow over 12 months, (b) Bank unable to replace wholesale deposits, and (c) federal fund lines cut off, and the following relief assumptions: (a) loan-and-securities based FHLB capacity adjusted down for increased haircut, and (b) Bank's assets (loans) are sold to abate the liquidity crisis. Under "Stress Assumption", funds available represent cash, securities, and borrowing capacity from FHLB. Under "Relief Assumption", funds available represent funds under "Stress Assumption" and cash proceeds from loans sale
- (4) Capital ratios at December 31, 2023 for the Company. 2024 CCAR makes the following assumptions: (a) trough real GDP growth declining by 11.6%, (b) peak unemployment rate reaching 10.0%, (c) housing prices declining by 36.0%, and (d) CRE valuations declining by 40.0%

# 3Q24 Financial Summary

	September 30, 2024	June 30, 2024	September 30, 2023	Q/Q	Y/Y
<b><i>Income Statement Summary</i></b>					
Net interest income before credit loss	\$ 50.1	\$ 48.6	\$ 54.9	2.9%	-8.8%
Noninterest income	8.4	8.1	11.2	4.7%	-24.8%
Operating revenue	58.5	56.7	66.1	3.2%	-11.5%
Noninterest expense	35.1	35.3	34.2	-0.6%	2.4%
Credit loss (recovery) expense	2.3	1.0	5.2	139.3%	-55.4%
Pretax income	21.1	20.4	26.7	3.3%	-20.9%
Income tax expense	6.2	6.0	7.9	4.0%	-21.0%
<b>Net income</b>	<b>\$ 14.9</b>	<b>\$ 14.5</b>	<b>\$ 18.8</b>	<b>3.0%</b>	<b>-20.8%</b>
<b>EPS-Diluted</b>	<b>\$ 0.49</b>	<b>\$ 0.48</b>	<b>\$ 0.62</b>		
<b><i>Selected balance sheet items</i></b>					
Loans receivable	\$ 6,258	\$ 6,176	\$ 6,021	1.3%	3.9%
Deposits	6,403	6,329	6,260	1.2%	2.3%
Total assets	7,712	7,586	7,350	1.7%	4.9%
Stockholders' equity	\$ 737	\$ 707	\$ 663	4.2%	11.1%
<b><i>Profitability Metrics</i></b>					
Return on average assets	0.79%	0.77%	1.00%	2	(21)
Return on average equity	7.55%	7.50%	9.88%	5	(233)
TCE/TA <sup>(2)</sup>	9.42%	9.19%	8.89%	23	53
Net interest margin	2.74%	2.69%	3.03%	5	(29)
Efficiency ratio	59.98%	62.24%	51.82%	(226)	816

Note: numbers may not add due to rounding

(1) Percentage change calculated from dollars in thousands for income statement summary; change in basis points for selected balance sheet items and profitability metrics

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

# Pretax, Pre-Provision Income (PTPP) Schedule

<i>(\$ in millions)</i>	September 30, 2024	June 30, 2024	March 31, 2024	December 31, 2023	September 30, 2023
<b>Average assets</b>	\$ 7,536.1	\$ 7,505.6	\$ 7,559.5	\$ 7,475.2	\$ 7,434.7
Net interest revenue	\$ 50.1	\$ 48.6	\$ 50.7	\$ 53.1	\$ 54.9
Noninterest income	8.4	8.1	7.7	6.7	11.2
Noninterest expense	35.1	35.3	36.4	35.2	34.2
<b>PTPP</b>	\$ 23.4	\$ 21.4	\$ 21.9	\$ 24.6	\$ 31.8
Noninterest income	\$ 8.4	\$ 8.1	\$ 7.7	\$ 6.7	\$ 11.2
less gain on a branch sale-and-leaseback	-	-	-	-	(4.0)
<b>Adjusted noninterest income</b>	\$ 8.4	\$ 8.1	\$ 7.7	\$ 6.7	\$ 7.2
PTPP	\$ 23.4	\$ 21.4	\$ 21.9	\$ 24.6	\$ 31.8
less gain on a branch sale-and-leaseback	-	-	-	-	(4.0)
<b>Adjusted PTPP</b>	\$ 23.4	\$ 21.4	\$ 21.9	\$ 24.6	\$ 27.8
<b>PTPP/Average assets</b>	<b>1.24%</b>	<b>1.15%</b>	<b>1.17%</b>	<b>1.31%</b>	<b>1.70%</b>
<b>Adjusted PTPP/Average assets</b>	<b>1.24%</b>	<b>1.15%</b>	<b>1.17%</b>	<b>1.31%</b>	<b>1.49%</b>

Note: numbers may not add due to rounding

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

(\$ in thousands, except per share data)

## Hanmi Financial Corporation

	September 30, 2024	June 30, 2024	March 31, 2024	December 31, 2023	September 30, 2023
Assets	\$ 7,712,299	\$ 7,586,347	\$ 7,512,046	\$ 7,570,341	\$ 7,350,140
Less goodwill and other intangible assets	(11,031)	(11,048)	(11,074)	(11,099)	(11,131)
Tangible assets	\$ 7,701,268	\$ 7,575,299	\$ 7,500,972	\$ 7,559,242	\$ 7,339,009
Stockholders' equity <sup>(1)</sup>	\$ 736,709	\$ 707,059	\$ 703,100	\$ 701,891	\$ 663,359
Less goodwill and other intangible assets	(11,031)	(11,048)	(11,074)	(11,099)	(11,131)
Tangible stockholders' equity <sup>(1)</sup>	\$ 725,678	\$ 696,011	\$ 692,026	\$ 690,792	\$ 652,228
Stockholders' equity to assets	9.55%	9.32%	9.36%	9.27%	9.03%
Tangible common equity to tangible assets <sup>(1)</sup>	9.42%	9.19%	9.23%	9.14%	8.89%
Common shares outstanding	30,196,755	30,272,110	30,276,358	30,368,655	30,410,582
Tangible common equity per common share	\$ 24.03	\$ 22.99	\$ 22.86	\$ 22.75	\$ 21.45

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



# Non-GAAP Reconciliation: Pro Forma Regulatory Capital

(\$ in thousands)	Company <sup>(1)</sup>			Bank <sup>(1)</sup>		
	Common Equity Tier 1	Tier 1	Total Risk-based	Common Equity Tier 1	Tier 1	Total Risk-based
Regulatory capital	\$ 771,741	\$ 793,728	\$ 970,961	\$ 854,672	\$ 854,672	\$ 921,905
Unrealized losses on AFS securities	(55,790)	(55,790)	(55,790)	(55,961)	(55,961)	(55,961)
Adjusted regulatory capital	\$ 715,951	\$ 737,938	\$ 915,171	\$ 798,711	\$ 798,711	\$ 865,944
Risk weighted assets	\$ 6,456,129	\$ 6,456,129	\$ 6,456,129	\$ 6,456,120	\$ 6,456,120	\$ 6,456,120
Risk weighted assets impact of unrealized losses on AFS securities	(12,216)	(12,216)	(12,216)	(12,673)	(12,673)	(12,673)
Adjusted Risk weighted assets	\$ 6,443,913	\$ 6,443,913	\$ 6,443,913	\$ 6,443,447	\$ 6,443,447	\$ 6,443,447
Regulatory capital ratio as reported	11.95%	12.29%	15.04%	13.24%	13.24%	14.28%
Impact of unrealized losses on AFS securities	-0.84%	-0.84%	-0.84%	-0.84%	-0.84%	-0.84%
Pro forma regulatory capital ratio	11.11%	11.45%	14.20%	12.40%	12.40%	13.44%

Note: numbers may not add due to rounding

(1) Pro forma capital ratios at September 30, 2024