

# 2019 KBW US Regional Leaders Bank Conference

London June 3, 2019

# Forward Looking Statements & Additional Disclosures

This presentation may contain statements regarding future events or the future financial performance of the Company that constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements relate to, among other things, expectations regarding the business environment in which we operate, projections of future performance, perceived opportunities in the market, impact of the revaluation on the Company's 2017 fourth quarter results and the anticipated impact of the Tax Act on the Company's future earnings and statements regarding our business strategies, objectives and vision. Forward-looking statements include, but are not limited to, statements preceded by, followed by or that include the words "will," "believes," "expects," "anticipates," "intends," "plans," "estimates," "projects," "forecasts" or similar expressions. With respect to any such forward-looking statements, the Company claims the protection provided for in the Private Securities Litigation Reform Act of 1995. These statements involve risks and uncertainties. The Company's actual results, performance or achievements may differ significantly from the results, performance or achievements expressed or implied in any forward-looking statements. The risks and uncertainties include, but are not limited to: possible deterioration in economic conditions in our areas of operation; interest rate risk associated with volatile interest rates and related asset-liability matching risk; liquidity risks; risk of significant non-earning assets, and net credit losses that could occur, particularly in times of weak economic conditions or times of rising interest rates; and regulatory risks associated with current and future regulations. For additional information concerning these and other risk factors, see the Company's most recent Annual Report on Form 10-K and Quarterly Report on Form 10-Q. The Company does not undertake, and specifically disclaims any obligation, to update any forward-looking statements to reflect the occurrence of events or circumstances after the date of such statements except as required by law.



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### Bank of Hope's Roots

39 Years of Service in Los Angeles



in Los Angeles)



(Established 1980 in Los Angeles)

### Company Profile Today

- Only super regional Korean-American bank in the nation
  - 3<sup>rd</sup> largest Asian-American bank in the U.S.<sup>1</sup>
  - 6<sup>th</sup> largest bank headquartered in Los Angeles<sup>1</sup>
  - 88<sup>th</sup> largest financial institution in the U.S.<sup>2</sup>
  - 12<sup>th</sup> largest SBA lender in the country by volume<sup>3</sup>
  - Only Korean-American bank with presence in Korea
  - Only Korean-American bank (formerly known as BBCN Bank) ever to be listed on Forbes' list of "Best Banks in America"

2013 \* 2014 \* 2015 \* 2016 \* 2017 \* 2018 \* 2019

☐ Leading national presence with full-service branch operations in 9 states

(strategically located in high density Asian-American communities)

- Presence in 2 additional states with specialized Loan Production Offices
- Seasoned and experienced management and board

Hope Bancorp, Inc. (Holding Company of Bank of Hope as of 3/31/2019)					
Total Assets	\$15.4 billion				
Loans Receivable	\$12.1 billion				
Total Deposits	\$12.2 billion				



Bankers. Experts. Neighbors.

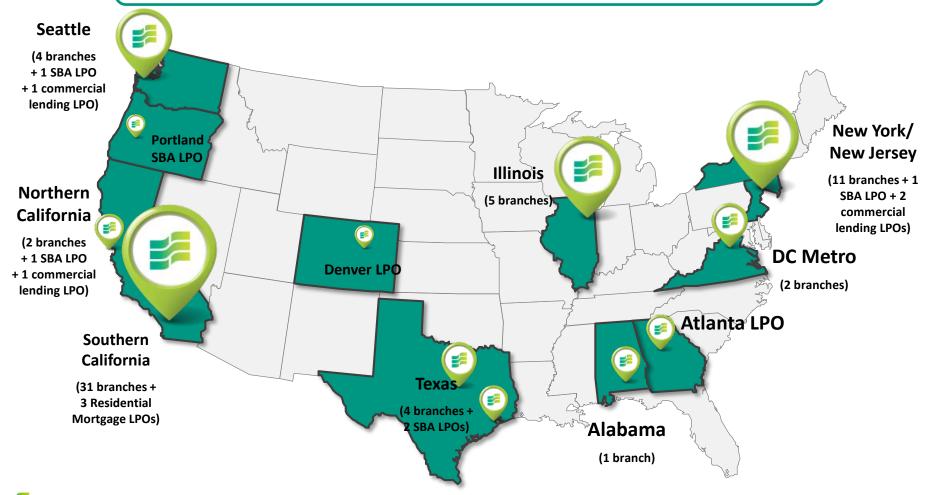
"We are committed to improving the value of our services as *BANKERS*, providing comprehensive financial solutions as *EXPERTS*, and being good *NEIGHBORS* that foster growth for our customers and communities."

- 1 Source: S&P Global (formerly SNL)
- 2 Source: Federal Reserve Statistical Release as of June 30, 2018; Insured U.S.-chartered commercial banks ranked by consolidated assets
- Source: SBA national lender rankings as of September 30, 2018



### National Geographic Presence

Nationwide footprint with meaningful presence, providing full banking services to the largest Asian-American communities in the U.S.





### Corporate Social Responsibility Highlights



#### 1 OUT OF 2

1 out of 2 Bank of Hope branches located in low-to-moderate income areas



\$500 million of CRA-reportable small business lending in 2018



#### **1200 HOURS**

Nearly 1200 hours of CRA-reportable volunteer hours



#### \$10 MILLION

\$10 million of donations and sponsorships over last 10 years



#### **\$3.01 BILLION**

\$3.01 billion of loans funded in 2018



#### \$2.0 MILLION

\$2.0 million of contributions to the Hope Scholarship Foundation since 2001

In addition to financing economic growth, we believe our responsibilities include helping the communities in which we live and work to grow and flourish through volunteerism and philanthropy.





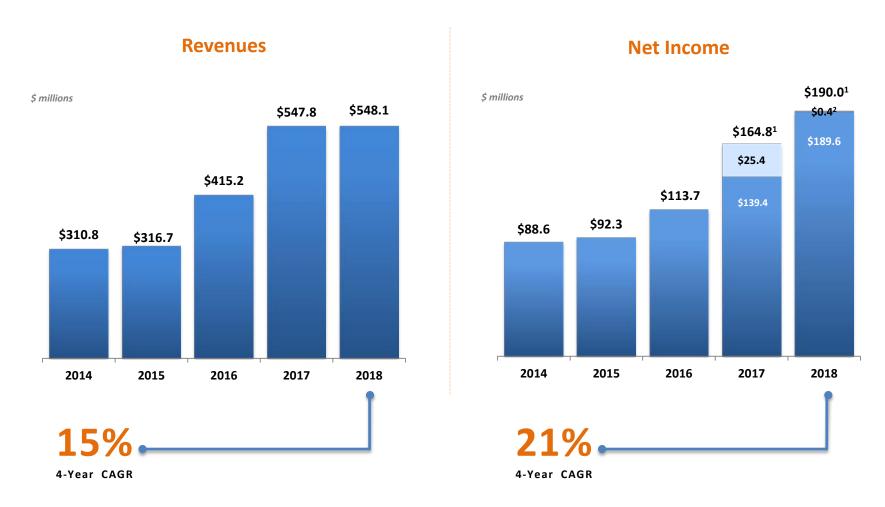
Financial Highlights & Earnings Performance

### Growth





# Solid Earnings Performance





Net income excluding tax reform adjustments is a non-GAAP measurement. See the reconciliation of the GAAP to non-GAAP financial measures on Appendix slide 39. 2017 financial results included a non-cash, incremental income tax expense in the Company's consolidated statements of income of \$25.4 million, recognized in the 4<sup>th</sup> quarter, resulting from the revaluation of its deferred tax assets and liabilities (the "DTA") and low income housing tax credit (the "LIHTC") investments due to the enactment of the Tax Cuts and Jobs Act (the "Tax Act") on December 22, 2017. 2018 financial results include a non-cash, incremental income tax expense of \$442,000, recognized in the 4<sup>th</sup> quarter, resulting from the final revaluation of the Company's DTA due to the enactment of the Tax Act.

# Q1 2019 Financial Highlights

## Solid Profitability

- ✓ First quarter results underscore commitment to profitable growth and margin preservation
- ✓ Net income of \$42.8 million, or \$0.34 per diluted common share
- Net interest margin stabilized, down 2bps Q-o-Q to 3.39% driven by higher deposit costs largely offset by 10bps increase in average loan yields and reflecting improvement from 6bps compression in 4Q18
- ✓ Noninterest expense well contained at 1.85% of average assets, notwithstanding higher compensation expense due to normalized bonus accrual and seasonally higher payroll taxes

WellDiversified
Loan
Production

- ✓ New loan originations funded of \$442 million in seasonally slower first quarter resulted in flat loan balances Q-o-Q, but representative of targeted mix of higher-yielding loans
- ✓ Average rate on new loans increased 30bps to 5.52%; representing an upward trend from 25bps increase in 4Q18
- ✓ CRE loans accounted for 53% of new loan production; C&I 31%; and residential mortgage 16%
- ✓ Average rate on loans receivable increased 10 basis points, reflecting an improvement over 5 basis point increase in 4Q18

### Record Deposits

- ✓ Record deposits of \$12.25 billion, up 1% Q-o-Q
- ✓ Growth in MMAs and time deposits led to 17bps increase in total deposit costs
- ✓ Increase in cost of interest bearing deposits moderated, up 18bps in 1Q19 versus 21bps in 4Q18
- $\checkmark$  Net loans-to-deposits improved to 97.6% as of 3/31/19 from 99.0% as of 12/31/18

#### Manageable Asset Quality

- ✓ Increase in nonaccrual and criticized loans driven by downgrades four unrelated credits; not indicative of pervasive deterioration
- ✓ Managements anticipates any potential loss exposure from new problem assets to be minimal
- ✓ Credit losses remain minimal with net charge offs of \$462,000, or 2bps of average loans annualized

Net Income \$42.8MM

Diluted EPS

\$0.34

**Gross Loans** 

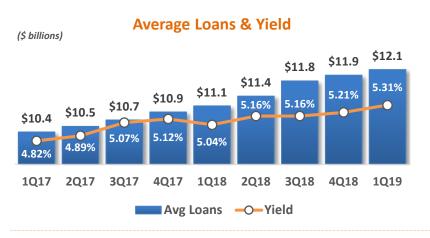
\$12.1B

Record Deposits \$12.2B

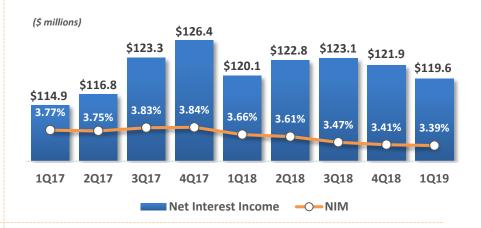


# Net Interest Income and Margin

#### **Key Net Interest Income Drivers**



#### **Net Interest Income & NIM**

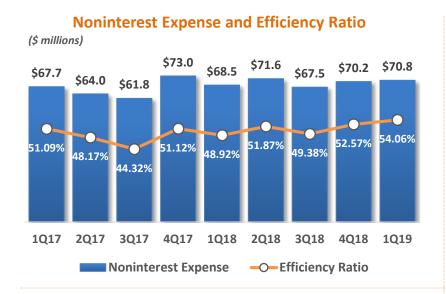




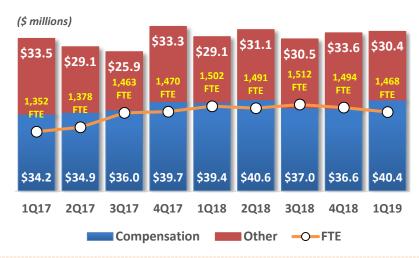
- 1Q19 NII decreased slightly Q-o-Q reflecting higher deposit costs largely offset by higher trending loan yields
- Average rate on loans receivable increased 10bps in 1Q19, improving from 5bps improvement in 4Q18
- Net interest margin stabilized, down 2bps to 3.39%
- ☐ The increase in cost of interest bearing deposits moderated, up 18bps in 1Q19 versus 21bps in 4Q18
- Assuming no interest rate hikes for 2019, NIM expected to return to margin expansion in the second half of 2019

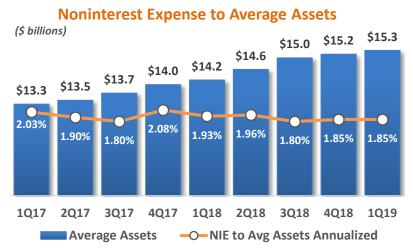


## Noninterest Expense and Efficiency









- Noninterest expense increased slight to \$70.8 million in 1Q19 from \$70.2 million in 4Q18
  - Increase largely reflects higher compensation expense due to seasonal impact of higher payroll taxes and bonus accruals
  - Partially offset by decreases in other major expense items, including proactive management of data processing and communication expenses
- ☐ Annualized noninterest expense to average assets of 1.85% in 1Q19, stable with 4Q18 and in line with management guidance





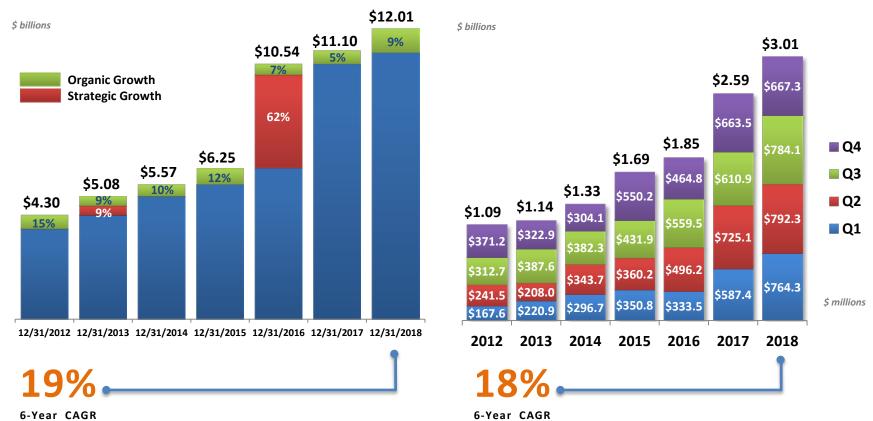
### Loan Trends

### Solid History of Organic Loan Growth

- Supplemented by Strategic Growth -

#### Loans Receivable

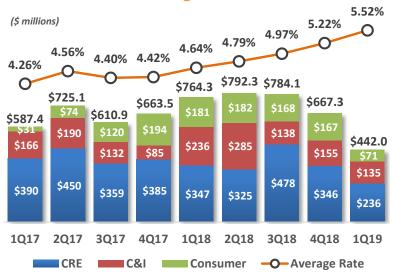
#### **New Loan Originations**



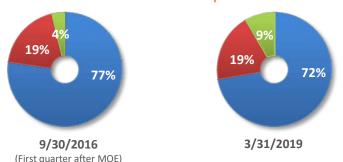


### Loan Production & Portfolio Trends

#### **New Loan Originations Funded**



#### **Loan Portfolio Composition**



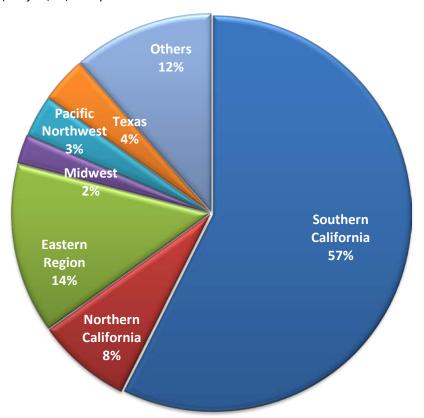
- New loan originations funded of \$442 million; new loan commitments of \$462 million
  - ☐ Lower new loan volumes reflect more selective stance on CRE originations, focus on growing C&I and SBA loan portfolios, and shift in strategy to originating residential mortgage loans for sale
- □ Reiterate full-year loan growth of 3% 5% for 2019 despite seasonally slower first quarter start
- Average rate on new loans increased 30bps to 5.52% and trended higher than the 25bps increase in 4Q18
- ☐ Well diversified mix of loan originations representing target mix of higher-yielding loans
  - ☐ 53% CRE
  - ☐ 31% C&I
  - 16% Consumer
- C&I production of \$135 million reflects success in banking middle-market commercial borrowers
- SBA loan production of \$48 million of which \$33 million was 7(a)
- Residential mortgage originations of \$64 million, versus \$163 million in 4Q18, reflecting shift in strategy



# Loan Portfolio by Region

#### \$12.05 Billion

(as of 03/31/2019)



#### Southern California

• 1986: Founded by Los Angeles-based Korean-American investors

#### Northern California

• 1997: Expanded de novo into Northern California; Acquired Asiana Bank in 2003

#### **Eastern Region**

 1998: Expanded into New York/New Jersey through multiple acquisitions

#### Midwest

• 2004: Expanded into Chicago through branch acquisition; Acquired Foster Bank in 2013

#### **Pacific Northwest**

• 2005: Expanded de novo into Seattle; Acquired Pacific International Bank in 2013

#### **Southwest and Southeast**

• 2016: Expanded into Texas, Georgia and Alabama through merger with Wilshire Bancorp

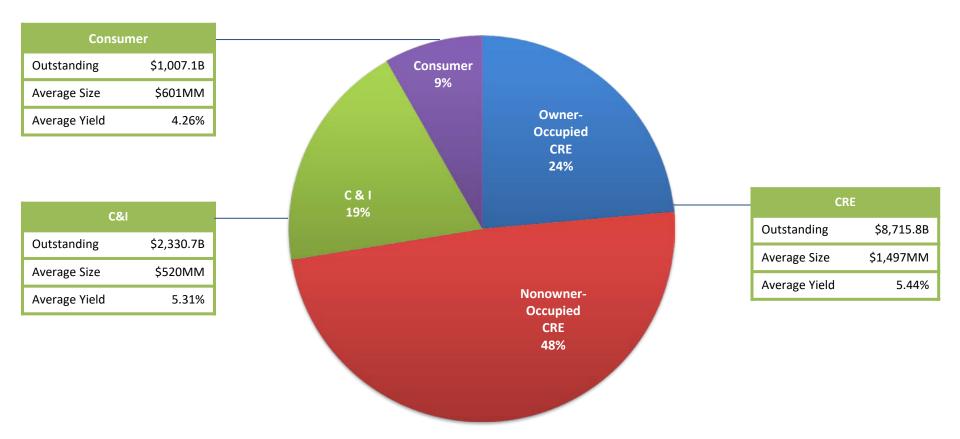
Diverse national footprint spreads credit risk and provides greater growth opportunities



# Loan Portfolio Composition

#### \$12.05 Billion Total Portfolio

(as of 03/31/2019)



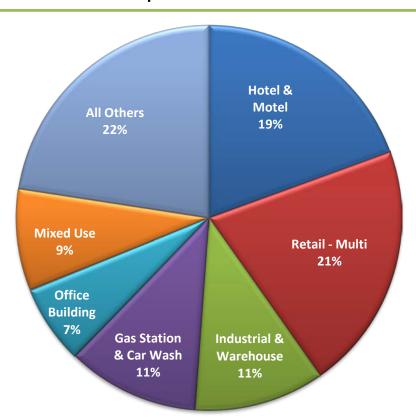


### Portfolio Diversification

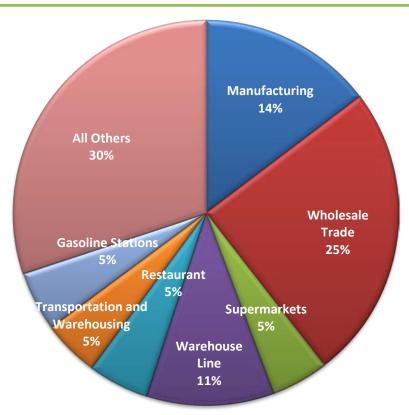
as of 03/31/2019

**CRE Portfolio** \$8.72 Billion

**C&I Portfolio** \$2.33 Billion



Note: All Others includes property types representing less than 7% of total CRE portfolio, including: 5+ Residential, Church, Golf Course, Retail-Single, and Other smaller segments.



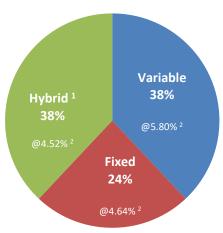
Note: All Others includes business types representing less than 5% of total C&I portfolio, including: Hotel/Motel, Information, Laundries & Drycleaners, Liquor Store, RE and Leasing, Retail, Services, Transportation and Other smaller seaments.



### Loan Portfolio Rate Mix

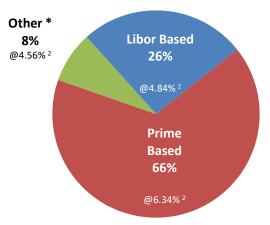
as of 03/31/2019

#### Fixed / Variable Breakdown



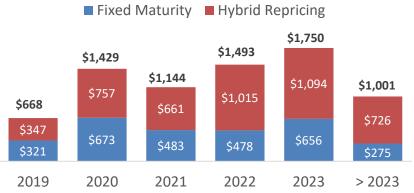
- 1 Hybrid loans have fixed interest rates for a specified period and then convert to variable interest rates (fixed as of 03/31/2019)
- 2 The weighted average rate as presented excludes loan discount accretion and interest rates on nonaccrual loans

#### **Variable Rate Loan Base Index**



 Other consists of loans with indexes based on FHLB, FRB, US Treasury rates or other interest rate indexes

#### Maturity and Repricing Schedule



### New Loan Fixed/Variable and Average Rate





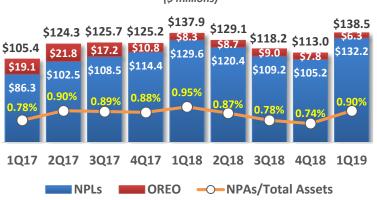


**Asset Quality** 

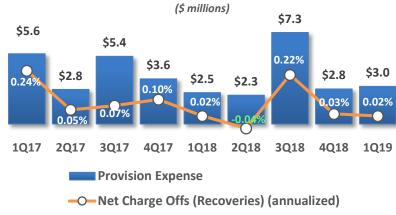
# **Asset Quality**

#### **Nonperforming Assets**

(\$ millions)



#### **Provision Expense & Net Charge Offs**



**Criticized Loans** 

(\$ millions)



- Increase in NPLs and criticized loans driven by four unrelated credit relationships, including 3 CRE and 1 C&I
  - Well collateralized with properties in prime locations, secured by strong guarantors, or have strong parent company support
  - Unique issues not reflective of broader systemic trends
- Management believes any potential loss exposure from new problem credits is minimal
- ☐ Credit losses continued to be minimal, with net charge offs of \$462,000, or 2bps of average loans on an annualized basis in 1Q19
- □ Provision more than covered net charge offs and increased allowance to total loans receivable ratio as of 3/31/19 to 0.78%





### **Deposit Trends**

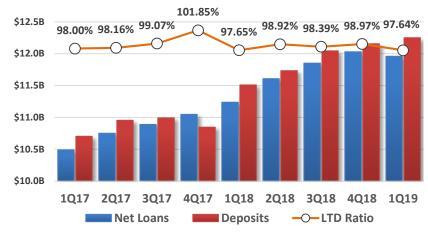
### Deposit Growth Trends

#### **Deposit Composition**



- ☐ Total end-of-period deposits increased 1% Q-o-Q to a record \$12.25 billion, reflecting growth in MMAs and time deposits
- Growth in interest bearing deposits led to 17bps increase in total deposit costs
- Deposit gathering and cost containment strategies a top priority
- Net loan-to-deposits improved to 97.6% as of 3/31/19, versus 99.0% as of 12/31/18

#### **Net Loans to Deposits**





### Deposit Building and Asset Mix Initiatives

Enhanced Treasury Management Sales Program

- New leadership recruited in Q2 2018 from larger mainstream bank
- Initial target list of commercial customers identified
- Adding highly qualified personnel to solely focus on core deposit solicitation efforts

Targeted
Employee
Incentive Structure
and Business
Development
Efforts

- Revamped incentive programs in place where compensation and incentives are directly tied to core deposit production
- Recruiting middle market C&I lenders in existing footprint to focus on expanding sales efforts beyond core Korean-American customer base
- Launching business development efforts focused on specialty industries and segments rich in core deposits
- Tapping existing warehouse mortgage line customers to attract operation and custodial deposit accounts
- Enforcing mandated deposit accounts with loan approvals

Rebuilding Online Banking Platform

- Improving online banking platform to generate digital account openings from retail depositors nationwide
- CD and MMA offerings expected to be available by late third to fourth quarter of 2019
- Expanded offerings of online checking expected to be available 2020

Focus on Higher-Yielding Earnings Assets

- Residential mortgage focus shifting to sellable mortgage loans
- On-balance sheet growth focusing on variable rate C&I and SBA loans

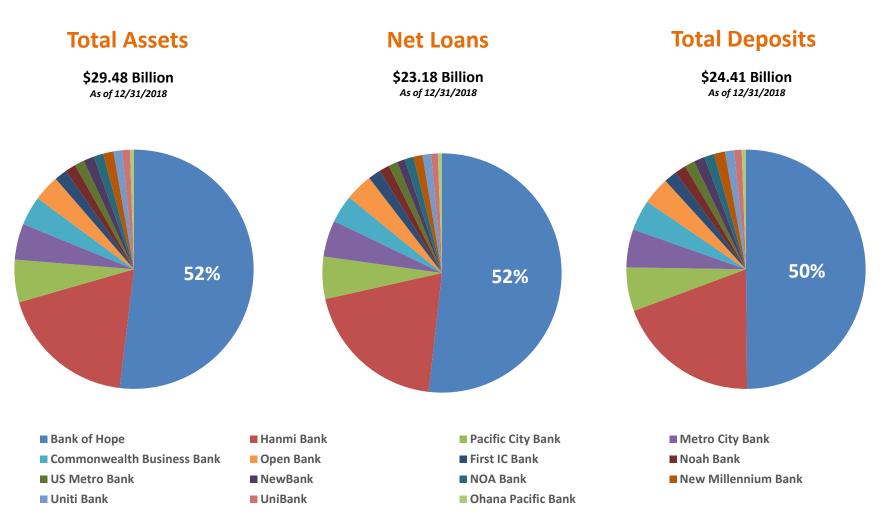




### Franchise Value

### The Representative Bank

### of the Korean-American Community





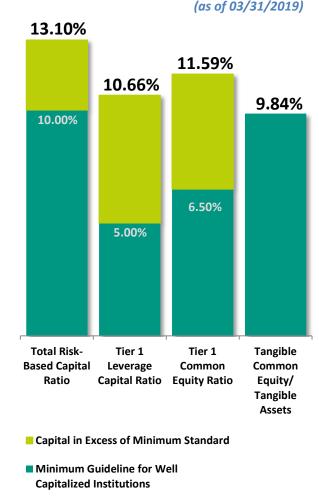
### Strong Shareholder Returns & Capital



#### Stock Buybacks

Aggregate 9 million shares repurchased in 2018, reducing shares outstanding by 6.6%

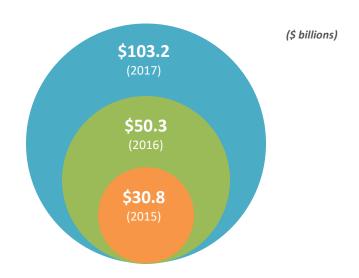
- 7/26/2018 Completed \$100 million stock buyback program initiated in Q2 2018, repurchasing 5,565,696 shares at an average price of \$17.96
- □ 11/30/2018 Completed additional \$50 million stock buyback program, repurchasing 3,436,757 shares at an average price of \$14.52





## Unique Growth Opportunities

### Increasing Korean Investment in the U.S.



# South Korean Companies Among Top Foreign Investors in the U.S.

- Hyundai Motor and Kia Motors announced Jan 2017 plans to spend \$3.1 billion in U.S. in the next 5 years
  - 50% more than the \$2.1 billion spent in the previous five-year period
  - 250-plus Korean-national companies in Hyundai and Kia supply chains with operations in Georgia and Alabama
  - 28 Tier-1 Hyundai/KIA suppliers with \$1MM-\$2MM in DDA
- LG Electronics
  - \$250 million investment to build U.S. Home Appliance Factory in Tennessee
  - \$300 million LG North American Headquarters in Englewood Cliffs, NJ

As the only super regional Korean-American bank, Bank of Hope is uniquely positioned to provide banking services to a growing number of South Korean companies operating in the U.S.



### 2019 Key Priorities

#### Profitable Growth -

Better Deposit Cost Management

- New TMS leadership actively engaging front line to build new core deposit relationships
- Targeting existing commercial customers rich in deposits
- Rebuilding online banking platform
- Redesigned frontline incentive compensation programs dependent on core deposit gathering results

## Profitable Growth – Better Loan Yields

- Shifting focus of residential mortgage originations to sellable loans and may sell portions of existing portfolio, resulting in stable to potentially decreased consumer portfolio
- Preference for higher-yielding variable rate C&I and SBA originations
- •Growth in loan portfolio closely tied to core deposit growth

#### Profitable Growth – Better Efficiencies

- •Tightly managing expenses and improving operating efficiencies
- Branch rationalization plan to provide \$1.9 million in annualized cost saves partially beginning in Q2 2019
- Continuing to look at all areas of operations to identify additional opportunities to enhance cost structure

#### **Capital Management**

• Committed to enhancing shareholder returns while maintaining strong capital ratios that support continued growth for the long term



### Near-Term Outlook & Strategies

- □ Generally healthy economic conditions in core markets offsetting the macro headwinds of sluggish CRE market and highly competitive deposit gathering market
   □ 2019 loan growth guidance of 3-5% with steady C&I and CRE portfolio growth rate partially offset by flat to negative consumer portfolio growth
   □ Three key profitable growth-focused priorities leading to

   Better deposit cost management
   Better loan yields
   Better efficiencies

   □ Focusing on higher-yielding earnings assets

   On-balance sheet growth focusing on C&I and SBA loans
- Assuming stable interest rate environment, anticipate modest net interest margin compression through 2Q19 and then stable to margin expansion by 2H19
- □ Noninterest expenses to average assets annualized in the 1.80% to 1.85% range

Residential mortgage focus shifting to sellable mortgage loans

☐ Stable to improving asset quality trends supported by proactive monitoring and early detection

Committed to Building on Strong Foundation for Sustained Growth and Value Creation



# **Investment Opportunity**

#### The Only Super Regional Korean-American Bank in the Nation

Definitive leadership position as the representative bank of the Korean-American community
<b>National platform</b> and solid presence across all geographic markets with largest populations of Asian Americans
Strong, sustainable core earnings power and capital
Well positioned to continue proven track record of growth
Diversified financial institution with <b>comprehensive offering</b> of products and services for commercial and consumer clients
Well positioned to progressively transition to less CRE-focused portfolio
Only Korean-American bank with <b>presence in Korea</b>
Proven history of <b>driving consolidation</b> in the Korean-American banking industry





### Appendix –

### Q1 2019 Financial Summary

(\$ thousands)	Q1 2019	Q3 2018	Q1 2018
Net income	\$ 42,758	\$ 44,449	\$ 51,232
Diluted earnings per share	\$ 0.34	\$ 0.35	\$ 0.38
Tax reform adjustments:			
Deferred tax asset	\$ _	\$ 442	\$ _
Investments in affordable housing partnerships	\$ _	\$ _	\$ _
Net income, excluding tax reform adjustments <sup>1</sup>	\$ 42,758	\$ 44,891	\$ 51,232
Net interest income	\$ 119,608	\$ 121,893	\$ 120,068
Net interest margin	3.39%	3.41%	3.66%
Noninterest income	\$ 11,422	\$ 11,614	\$ 19,850
Noninterest expense	\$ 70,833	\$ 70,189	\$ 68,453
Net loans receivable	\$ 11,959,787	\$ 12,005,558	\$ 11,206,022
Deposits	\$ 12,249,196	\$ 12,155,656	\$ 11,510,569
Nonaccrual loans <sup>2, 3</sup>	\$ 86,637	\$ 53,286	\$ 68,152
ALLL to gross loans	0.78%	0.77%	0.77%
ALLL to nonaccrual loans <sup>2, 3</sup>	108.75%	173.70%	126.86%
ALLL to nonperforming assets <sup>2, 3</sup>	68.03%	81.92%	62.70%
Provision for loan losses	\$ 3,000	\$ 2,800	\$ 2,500
Net charge-offs	\$ 462	\$ 872	\$ 580
ROA	1.12%	1.17%	1.44%
ROE	8.91%	9.42%	10.61%
Efficiency ratio	54.06%	52.57%	48.92%

<sup>&</sup>lt;sup>1</sup> Net income and diluted earnings per share excluding tax reform adjustments are non-GAAP financial measures. See the Company's reconciliation of GAAP to non-GAAP financial measures on Appendix slide 39.

<sup>&</sup>lt;sup>3</sup> Excludes purchased credit-impaired loans.



<sup>&</sup>lt;sup>2</sup> Excludes delinquent SBA loans that are guaranteed and currently in liquidation.

### Appendix –

# Pre-Tax Acquisition Accounting Adjustments and Merger-Related Expenses

	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019
Accretion of discount on acquired performing loans	\$ 3,197	\$3,189	\$2,969	\$2,360	\$2,166
Accretion of discount on acquired credit impaired loans	5,772	5,959	5,239	4,867	5,833
Amortization of low income housing tax credits	(84)	(85)	(84)	(85)	(76)
Amortization of premium on acquired FHLB borrowings	347	352	357	357	1,280
Accretion of discount on acquired subordinated debt	(264)	(269)	(271)	(272)	(273)
Amortization of premium on acquired time deposits	1	_	_	_	_
Amortization of core deposit intangibles	(615)	(615)	(615)	(616)	(557)
Total acquisition accounting adjustments	\$ 8,354	\$8,531	\$7,595	\$6,613	\$8,373
Merger-related expenses	7	_	<del></del>	_	_
Total	\$ 8,361	\$8,531	\$7,595	\$6,613	\$8,373



# Appendix –

### Non-GAAP Reconciliations

NET INCOME, EXCLUDING TAX REFORM ADJUSTMENTS	Three Months Ended 12/31/2017		Months Ended /31/2018	Year Ended 12/31/2017		Year Ended 12/31/2018	
Net income	\$ 17,984	\$	44,449	\$	139,445	\$	189,589
Add back tax reform adjustments:							
Deferred tax asset	23,835		442		23,835		442
Investments in affordable housing partnerships	1,588		-		1,588		
Net income, excluding tax reform adjustments	\$ 43,407	\$	44,891	\$	164,868	\$	190,031

