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**SECURITIES AND EXCHANGE COMMISSION**

**Washington, D.C. 20549-1004**

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**FORM 8-K**

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CURRENT REPORT  
Pursuant to Section 13 or 15(d) of the  
Securities Exchange Act of 1934

Date of report (Date of earliest event reported): **September 7, 2004**

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**Hanmi Financial Corporation**

(Exact Name of Registrant as Specified in Charter)

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**Delaware**  
(State or Other Jurisdiction of  
Incorporation)

**000-30421**  
(Commission File Number)

**95-4788120**  
(IRS Employer  
Identification No.)

**3660 Wilshire Boulevard**  
**Los Angeles California**  
(Address of Principal Executive Offices)

**90010**  
(Zip Code)

Registrant's telephone number, including area code: **(213) 382-2200**

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**Not applicable**  
(Former name of former address, if changed since last report)

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**Item 9.**

From September 8, 2004 at 1:00 p.m. PDT to September 9, 2004, Mr. Jae Whan Yoo, the President and CEO of Hanmi Financial Corp. and Mr. Michael Winiarski, CFO of Hanmi Financial Corp. will be making several presentations to investors at the West Coast Super-Community Banking Conference about Hanmi Financial Corp.'s business. A copy of the slide presentation to be used in the presentations is attached hereto as Exhibit 99.1 and furnished pursuant to this Item 9. A copy of the slide presentation and web cast link will be available on our website at [www.hanmibank.com](http://www.hanmibank.com).

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: September 7, 2004

Hanmi Financial Corporation

By: /s/ JAE WHAN YOO

Jae Whan Yoo  
President and Chief Executive Officer

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**EXHIBIT INDEX**

Exhibit No.	Exhibit
99.1	Investor Presentation Slides



# HANMI FINANCIAL CORPORATION

Nasdaq: HAFC

Super Community Bank Conference  
September 8-9, 2004



## Safe Harbor Statement

Certain statements contained in this presentation, including, without limitation, statements containing the words “believes,” “plans,” “expects,” “anticipates,” and words of similar import, constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such factors include, among others, the following: general economic and business conditions in those areas in which the Company operates; demographic changes; competition; fluctuations in market interest rates; changes in credit quality; and other risks detailed in the most recent quarterly and annual reports filed with the Securities Exchange Commission, including the Company’s Form 10-K for the year ended December 31, 2003 and Form 10-Q for the quarter ended June 30, 2004. Given these uncertainties, undue reliance should not be placed on such forward-looking statements. The Company disclaims any obligation to update any such factors or to publicly announce the results of any revisions to any of the forward-looking statements contained herein to reflect future events or developments.



## Stock Summary

- Ticker Symbol: HAFC (Nasdaq)
- Recent Price<sup>1</sup>: \$32.08
- Shares Outstanding<sup>1</sup>: 24.5 million
- Market Capitalization: \$786 million
- Average Daily Volume<sup>3</sup>: 84,000 shares
- TTM P/E<sup>2</sup>: 21.7
- Annual Dividend: \$0.40 per share
- Current Dividend Yield<sup>1</sup>: 1.2%

1. As of August 31, 2004

2. Trailing twelve months through June 30, 2004

3. Three-month average daily volume as of August 31, 2004





## Company Profile

- A leader in a high-growth niche market serving the Korean-American and other ethnic communities
- The 14<sup>th</sup> largest bank headquartered in California with \$3.1 billion in assets as of June 30, 2004
- Strong asset growth: 5-year CAGR of 22.4%



## Korean-American Market Overview

- One of the fastest growing ethnic groups
  - ◆ 54% growth in the 1990s vs. 13% general population
- California has the highest Korean-American population in the US
  - ◆ 40% out of total 2.1 million
- Highest rates of business ownership among ethnic groups
  - ◆ 1 business per every 8 Korean-Americans
- A high degree of value placed on relationship-based business
- High savings rate

(Sources: 2000 US Census, US Korean Embassy, and 2001 SBA Report)



## Target Market Growth Drivers

- Increased wealth in the Korean-American community
- Continuing immigration trend from Korea
  - ◆ Unstable political/economic situation in Korea
  - ◆ Better education opportunity for immigrants' children
  - ◆ Investment diversification
- Characteristics of recent Korean immigrants
  - ◆ Higher net worth
  - ◆ Better educated



## Historical Highlights – Hanmi Bank

- 1982 – The first Korean-American bank founded by local Korean-Americans
- 1997 – Total assets of \$500 million with six branches
- 2000 – Total assets of \$1 billion with 11 branches
- 2000 – Created Hanmi Financial Corporation
- 2001 – IPO on NASDAQ
- 2003 – Management realignment
- 2004 – Acquisition of Pacific Union Bank



## PUB Acquisition Summary

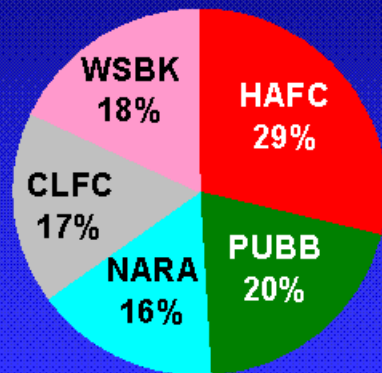
- Announcement date: December 22, 2003
- Closing: April 30, 2004
- Structure:
  - ◆ \$164.5 million in cash
  - ◆ HAFC stock issuance to PUB: 5.95 million shares (tax-free stock exchange)
- Value: \$324.7 million



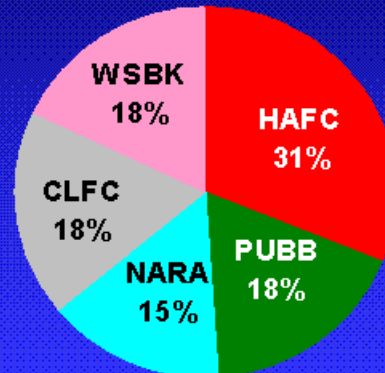
## Loan & Deposits Market Shares

Hanmi + Pacific Union: Nearly 50% share among Korean-American banks in California

Net Loans



Deposits

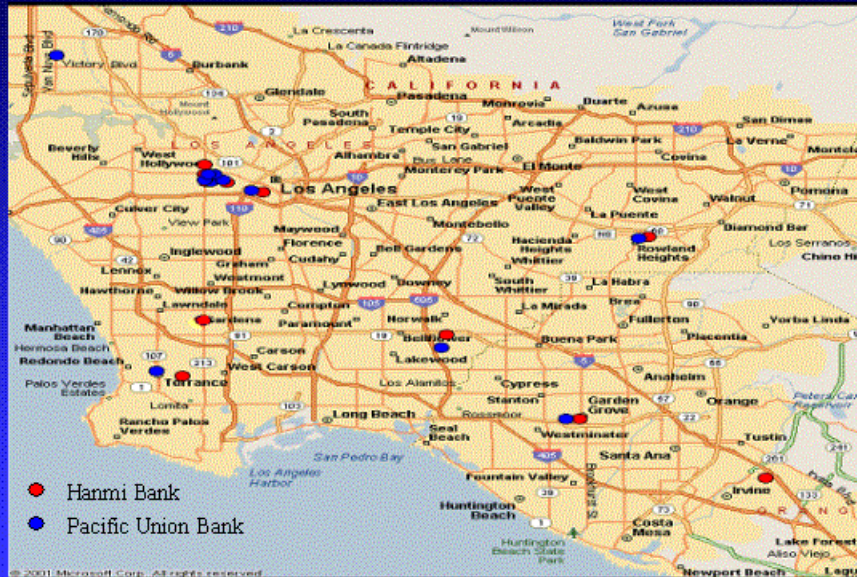


Note: As of December 31, 2003. Excludes 30% of Nara's balances, which are derived from New York operations.



# Hanmi & PUB's Market Area

Considerable branch overlap offers significant consolidation opportunities.





## PUB Acquisition Advances Hanmi's Business Strategy

- Increases market share in California
  - ◆ Positions Hanmi as the clear market leader
  - ◆ Increases brand awareness
- Creates significant opportunities to enhance efficiency
- Strengthens existing customer relationships while developing new relationships
- Expands opportunities to penetrate multi-ethnic markets in California





## Experienced Management Team

<u>Name</u>	<u>Title</u>	<u>Banking Experience</u>
Jae Whan Yoo	President and CEO	29 years
Michael J. Winiarski	SVP and CFO	25 years
Dong Il Kim	SVP and CCO	25 years
David W. Kim	SVP and CAO	15 years
Suki H. Murayama	SVP and Regional Executive Officer (South)	29 years
Eunice U. Lim	SVP and Regional Executive Officer (North)	24 years



## Hanmi's Business Focus

- Commercial and retail banking
  - ◆ Primary focus: Korean-American community
  - ◆ Cultivate banking relationships with other multi-ethnic communities
- Full suite of financial products and services
  - ◆ Traditional depository, loan, and trade finance products
  - ◆ Investment and insurance products
- Personalized customer service
  - ◆ Customers have responded to our relationship-based business approach



## New Business Initiatives: 2003-2004

- Increased focus on profitability
  - ◆ Margin expansion
  - ◆ Transitioning into performance-based management
- Management realignment
  - ◆ Retained high-performing senior managers
  - ◆ Appointed experienced non-Koreans into key management positions
- Acquisition of a major competitor - Pacific Union Bank
- Maximization of shareholder value



## PUB Merger Progress

- Integration process underway
  - ◆ Working closely with Castle Creek and CBC Consulting
  - ◆ Finalized major MIS vendor relationships
  - ◆ 7 branch closures underway
  - ◆ System conversion completed in August
  - ◆ Initial round of staff reductions underway
  - ◆ Successful customer retention
- Presently \$3.9 million cost savings achieved out of estimated \$10.9 million



# Successful Customer Retention

## Former Pacific Union Bank

<i>(\$ in millions)</i>	December 31, 2003	April 30, 2004 <sup>1</sup>	June 30, 2004 <sup>2</sup>
Total Deposits	\$863	\$936	\$821
Gross Loans	\$873	\$876	\$844

<sup>1</sup>Closing date of merger

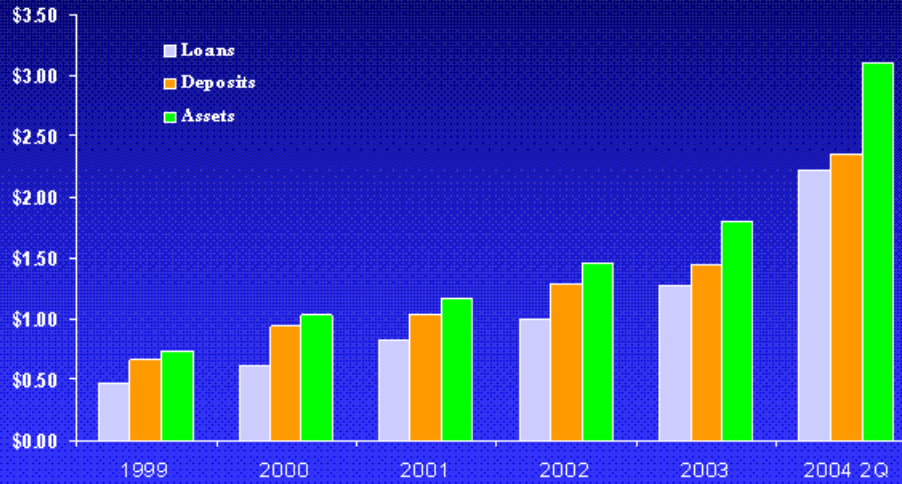
<sup>2</sup>Inclusive of \$104 million intentional non-profitable deposit run-off



# Financial Performance

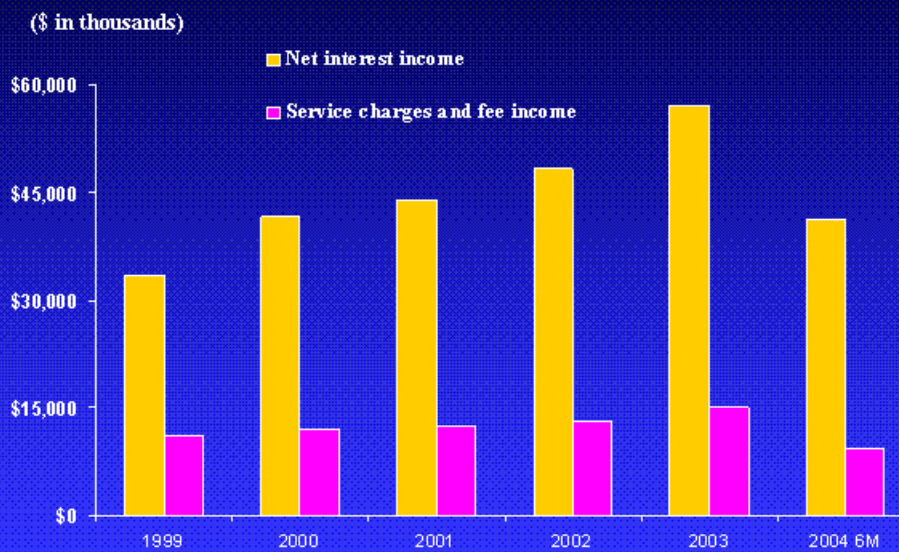
## Consistent Balance Sheet Growth

Balance Sheet Summary (\$ in billions)





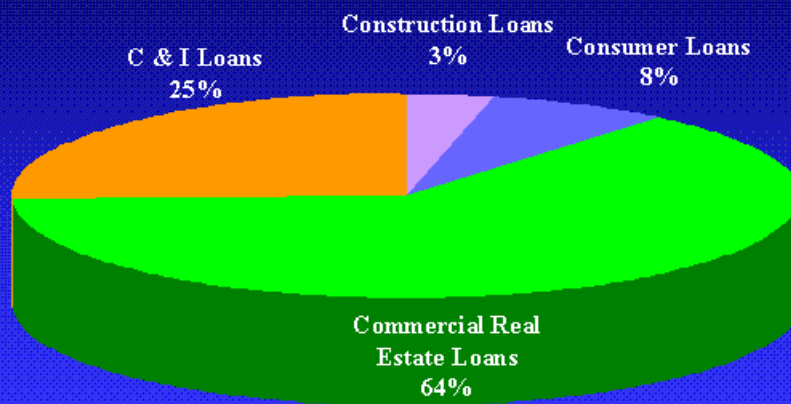
# Revenue Growth





# Loan Portfolio

As of June 30, 2004







## Specialty Lending Activities

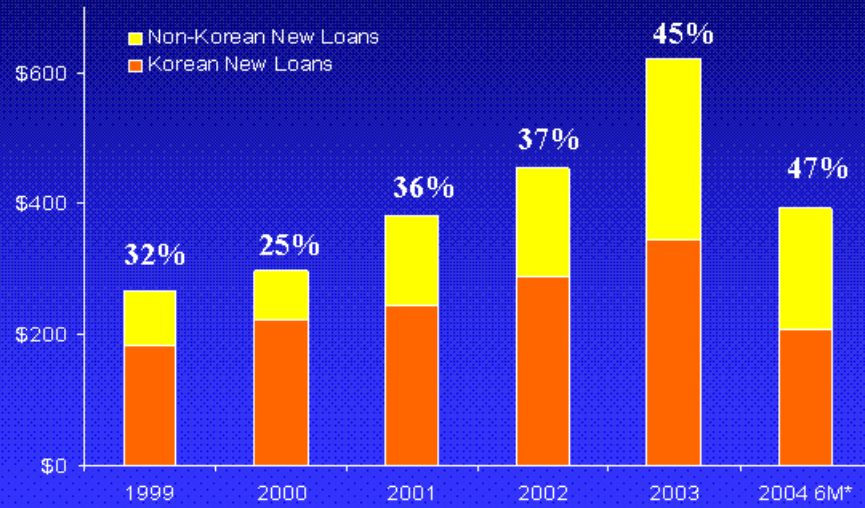
- Robust SBA loan production
  - ◆ 4<sup>th</sup> largest SBA lender in LA district in 2004
  - ◆ 8<sup>th</sup> largest SBA lender in California in 2003
- Specialized in low income housing lending
  - ◆ \$41 million low income housing loans booked in 2004
  - ◆ Sponsored four recipients of AHP grants awarded by the FHLB
- Trade finance
- Syndication of loans
  - ◆ \$48 million in participation loans from transaction amounts totaling \$183 million booked YTD



## Korean vs. Non Korean Business

Hanmi has extended service to neighboring ethnic communities.

(\$ in millions)

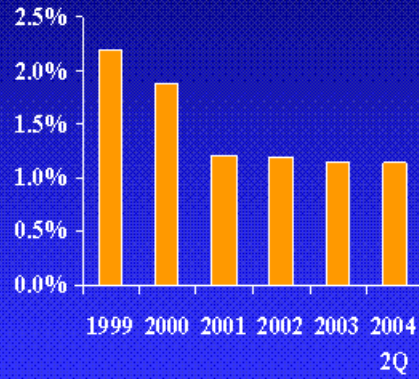


\*2Q04 numbers do not reflect PUB loans.

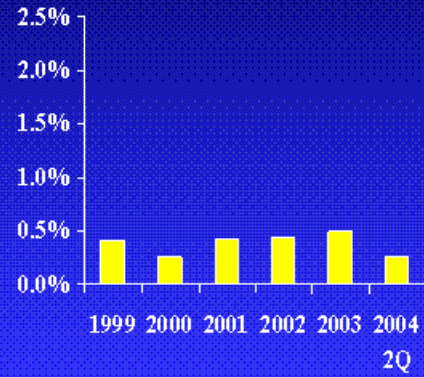


# Sound Asset Quality

Loan Loss Allowance/Gross Loans



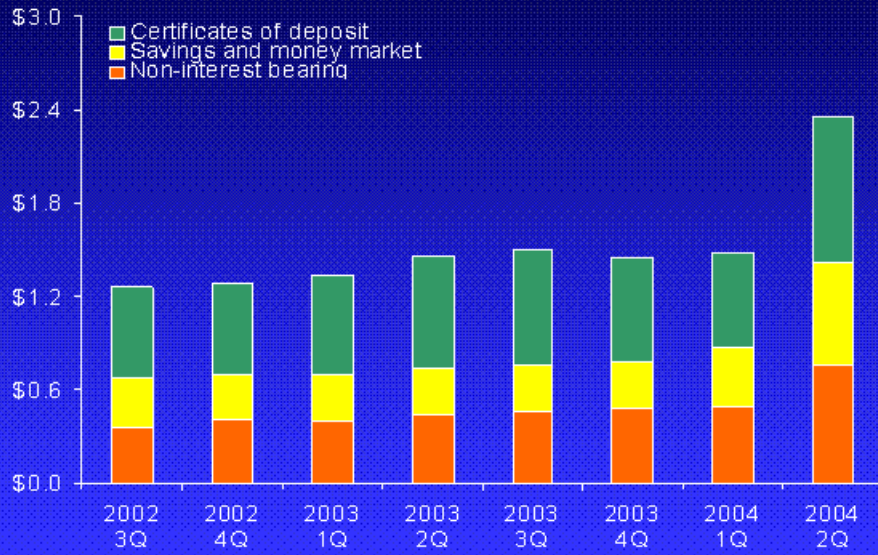
Non Performing Assets/Total Assets





# Solid Deposits Franchise

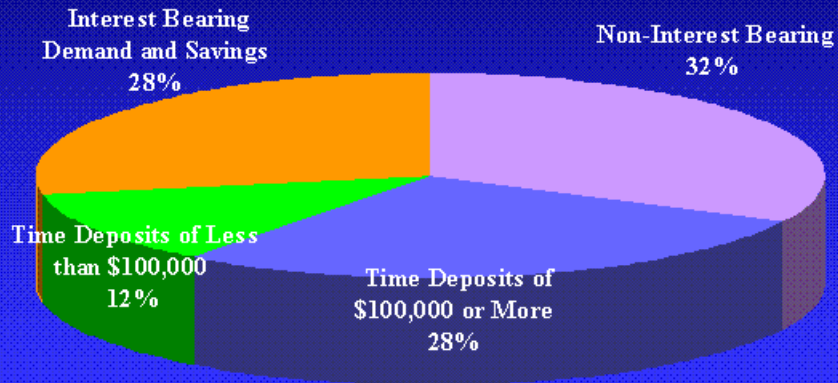
(\$ in billions)





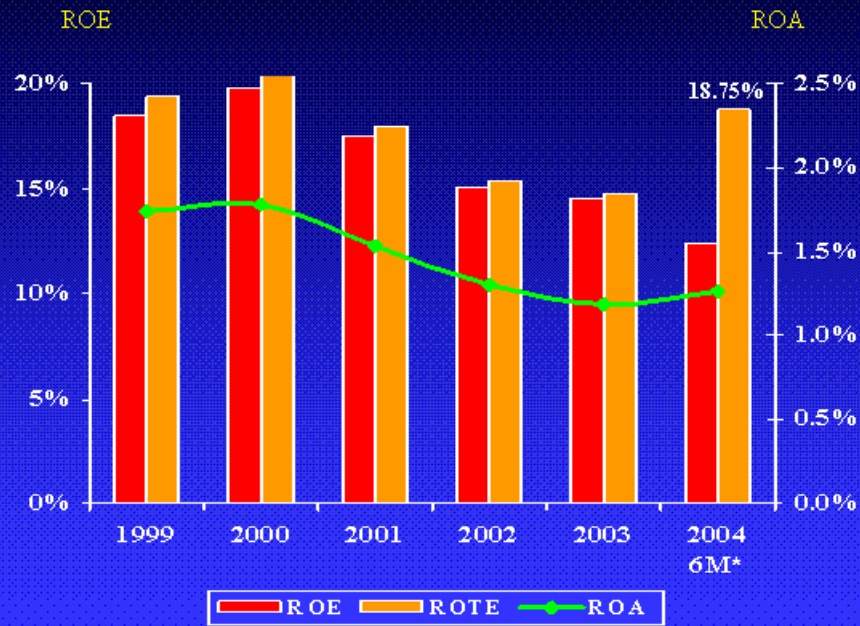
# Deposits Composition

As of June 30, 2004





# Return on Average Equity / Assets



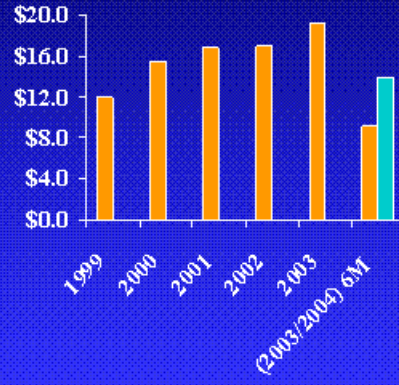
\*Performance ratios reflect YTD numbers annualized



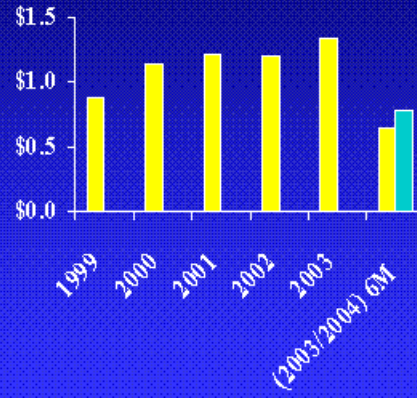
# Net Income and Diluted EPS

## Net Income

(\$ in millions)

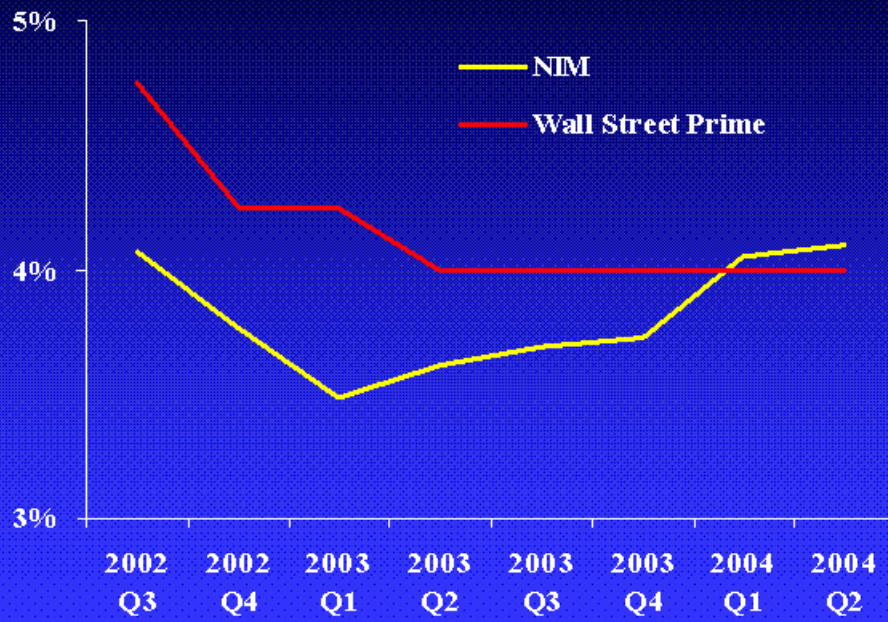


## Diluted EPS





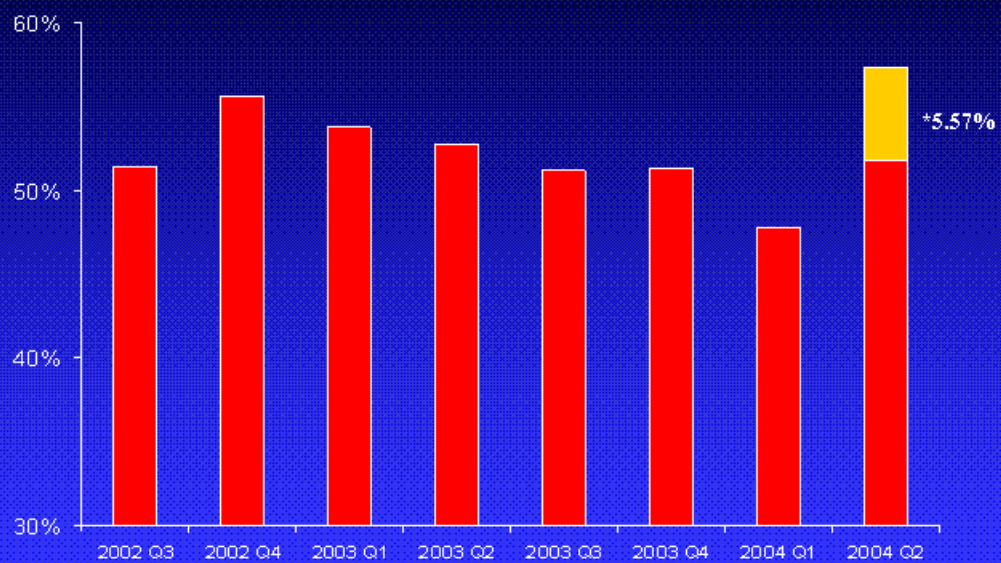
## Net Interest Margin Trend







## Efficiency Ratio Trend

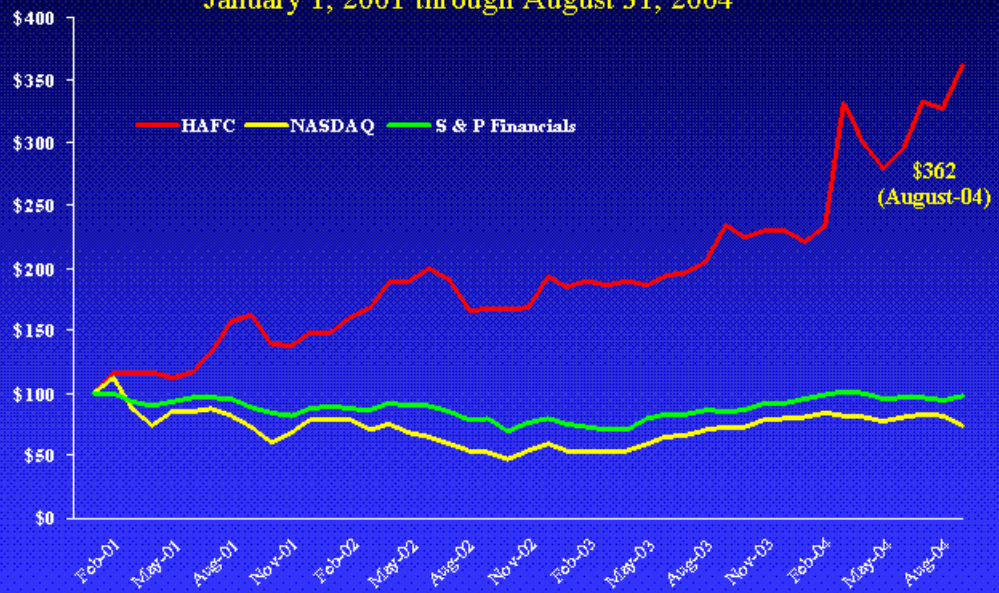


\*Reflects one-time restructuring expenses related to the PUB merger



# Stock Performance

January 1, 2001 through August 31, 2004



\*Investing \$100 (price reflects dividends)



## New Business Initiatives: 2004-2005

- Continued focus on profitability
- Completion of PUB merger integration
- Business relationship expansion through strategic alliances with major Korean banks
- Maximization of corporate/shareholder value



## Compelling Investment Opportunity

- Dominant franchise in the attractive, high growth California based Korean-American marketplace
- Experienced management team partnered with Castle Creek's proven capability integrating and operating highly profitable commercial banks
- Robust loan growth coupled with attractive core deposit franchise
- Balance sheet well positioned to take advantage of a rising interest rate environment



HANMI FINANCIAL  
CORPORATION

Nasdaq: HAFC



# Addendum



## Experienced Management Team

- Jae Whan Yoo – President & CEO
  - Extensive experience in U.S. and Korean banking - 29 year banking career, including 10 years in the U.S.
  - EVP responsible for Kor-Am Bank's operations in region comprising 25% of South Korea's GNP
  - Previously served as director and board member of Industrial Bank of Korea, appointed by the Government of the Republic of Korea
  - 15 years with Bank of America, New York, Seattle, and Seoul
  
- Michael J. Winiarski, C.P.A. – Senior VP & CFO
  - 25 years experience in the financial services industry in public accounting, staff and line management roles
  - SVP/CFO, Home Equity Lines of Credit Division, IndyMac Bank
  - Headed warehouse lending business units at IndyMac and ICII
  - SVP, Risk Management Division, Home Savings of America
  - 8 years "Big Four" public accounting experience



## Experienced Management Team

- Dong Il Kim – Senior VP & CCO
  - 25 years of banking experience
  - Previously served as SVP & CCO and branch manager at Pacific Union Bank, Los Angeles
  - Master's degrees in Economics from the State University of New York at Stony Brook and California State University, Los Angeles
  
- David W. Kim – Senior VP & CAO
  - 15 years of banking experience
  - Previously in-house counsel, Chase Manhattan Bank, N.A. in New York
  - BS in Economics and Public Policy from Indiana University
  - Law degree from the National Law Center, George Washington University





## Experienced Management Team

- Eunice U. Lim – Senior VP & Regional Executive Officer (North)
  - 24 years of commercial banking experience
  - Previously served as SVP & Manager at Olympic Branch of Pacific Union Bank
  - BS in Mathematics at Kingston Poly Tech in Surrey, England
  
- Suki H. Murayama – Senior VP & Regional Executive Officer (South)
  - 29 years of commercial banking experience
  - Previously served as SVP & Chief Marketing Officer at Hanmi Bank
  - BA in Business Education at California State University, Los Angeles