

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**FORM 8-K**

**CURRENT REPORT**

**Pursuant to Section 13 or 15(d) of  
The Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported) **March 18, 2024**

**HANMI FINANCIAL CORPORATION**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction  
of incorporation)

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

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

**900 Wilshire Boulevard, Suite 1250**  
**Los Angeles, California**  
(Address of principal executive offices)

**90017**  
(Zip Code)

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

Not Applicable  
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)  
☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)  
☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))  
☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

<b>Title of each class</b>	<b>Trading Symbol(s)</b>	<b>Name of each exchange on which registered</b>
Common Stock, \$0.001 par value	HAFC	Nasdaq Global Select Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

**Item 2.02 Results of Operations and Financial Condition.**

On March 18, 2024, Hanmi Financial Corporation (the "Company"), parent company of Hanmi Bank, made available and distributed to analysts and prospective investors a slide presentation. The presentation materials include information regarding the Company's operating and growth strategies and financial performance. The slide presentation is furnished in this Current Report on Form 8-K, pursuant to this Item 7.01, as Exhibit 99.1, and is incorporated herein by reference.

This Current Report and the information included below and furnished as exhibits hereto shall not be deemed to be “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (“Exchange Act”), nor shall it be incorporated by reference into a filing under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in such a filing. The furnishing of the information in this Current Report is not intended to, and does not, constitute a determination or admission by the Company that the information in this report is material or complete, or that investors should consider this information before making an investment decision with respect to any security of the Company or any of its affiliates.

**Item 9.01 Financial Statements and Exhibits.**

Exhibit No.	Description
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99.1	<a href="#">Investor Presentation</a>
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104	The cover page from the Company’s Form 8-K, formatted in Inline XBRL.
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**Forward-Looking Statements**

This press release contains forward-looking statements, which are included in accordance with the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact are “forward-looking statements” for purposes of federal and state securities laws, including, but not limited to, statements about our anticipated future operating and financial performance, financial position and liquidity, business strategies, regulatory and competitive outlook, investment and expenditure plans, capital and financing needs and availability, plans and objectives of management for future operations, developments regarding our capital and strategic plans, and other similar forecasts and statements of expectation and statements of assumption underlying any of the foregoing. In some cases, you can identify forward-looking statements by terminology such as “may,” “will,” “should,” “could,” “expects,” “plans,” “intends,” “anticipates,” “believes,” “estimates,” “predicts,” “potential,” or “continue,” or the negative of such terms and other comparable terminology. Although we believe that our forward-looking statements to be reasonable, we cannot guarantee future results, levels of activity, performance or achievements.

Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, levels of activity, performance or achievements to differ from those expressed or implied by the forward-looking statements. These factors include the following:

- a failure to maintain adequate levels of capital and liquidity to support our operations;
- the effect of potential future supervisory action against us or Hanmi Bank;
- the effect of our rating under the Community Reinvestment Act and our ability to address any issues raised in our regulatory exams;
- general economic and business conditions internationally, nationally and in those areas in which we operate, including any potential recessionary conditions;
- volatility and deterioration in the credit and equity markets;
- changes in consumer spending, borrowing and savings habits;
- availability of capital from private and government sources;
- demographic changes;
- competition for loans and deposits and failure to attract or retain loans and deposits;
- inflation and fluctuations in interest rates that reduce our margins and yields, the fair value of financial instruments, the level of loan originations or prepayments on loans we have made and make, and the cost we pay to retain and attract deposits and secure other types of funding;
- our ability to enter new markets successfully and capitalize on growth opportunities;
- the current or anticipated impact of military conflict, terrorism or other geopolitical events;

- a potential government shutdown;
- risks of natural disasters;
- legal proceedings and litigation brought against us;
- a failure in or breach of our operational or security systems or infrastructure, including cyberattacks;
- the failure to maintain current technologies;
- risks associated with Small Business Administration loans;
- failure to attract or retain key employees;
- our ability to access cost-effective funding;
- fluctuations in real estate values;
- changes in accounting policies and practices;
- changes in governmental regulation, including, but not limited to, any increase in FDIC insurance premiums and changes in the monetary policies of the U.S. Treasury and the Board of Governors of the Federal Reserve System;
- the continuing impact of the COVID-19 pandemic on our business and results of operation;
- the ability of Hanmi Bank to make distributions to Hanmi Financial Corporation, which is restricted by certain factors, including Hanmi Bank’s retained earnings, net income, prior distributions made, and certain other financial tests;
- strategic transactions we may enter into;
- the adequacy of our allowance for credit losses;
- our credit quality and the effect of credit quality on our credit losses expense and allowance for credit losses;
- changes in the financial performance and/or condition of our borrowers and the ability of our borrowers to perform terms of their loans and other terms of credit agreements;
- our ability to control expenses; and
- cyber security and fraud risks against our information technology and those of our third-party providers and vendors.

In addition, we set forth certain risks in our reports filed with the U.S. Securities and Exchange Commission, including, Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2023, our Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K that we will file hereafter, which could cause actual results to differ from those projected. We undertake no obligation to update such forward-looking statements except as required by law.

**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.

**HANMI FINANCIAL CORPORATION**

Date: March 18, 2024

By: /s/ Bonita I. Lee  
Bonita I. Lee  
Chief Executive Officer



Los Angeles

New York/  
New Jersey

Virginia

Chicago

Dallas

Houston

San Francisco

San Diego

**PIPER | SANDLER**
**2024 Virtual Bank Conference**

March 2024

## Forward-Looking Statements

Hanmi Financial Corporation (the "Company") cautions investors that any statements contained herein that are not historical facts are forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, including, but not limited to, those statements regarding operating and financial performance, financial position and liquidity, business strategies, regulatory, economic and competitive outlook, investment and expenditure plans, capital and financing needs and availability, litigation, plans and objectives, merger or sale activity, 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, the continuing impact of the COVID-19 pandemic on our business and results of operations, fluctuations in interest rate and credit risk, competitive pressures, the ability to succeed in new markets, balance sheet management, liquidity and sources of funding, the size and composition of our deposit portfolio, 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 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 January 23, 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"). Investors are urged to review our earnings release dated January 23, 2024, including the section titled "Forward Looking Statements and the Company's SEC filings. The Company disclaims any obligation to update or revise the forward-looking statements herein.

## Non-GAAP Financial Information

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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 4Q23  
Total Assets  
**\$7.6B**

Loans  
**\$6.2B**

Deposits  
**\$6.3B**

Loan Growth<sup>(1)</sup>  
**10.7%**

TBVPs<sup>(2)</sup>  
**\$22.75**

TCE/TA<sup>(2)</sup> Ratio  
**9.14%**

### Experienced Bankers with Deep Community Ties

#### Second Largest Korean-American Bank in the U.S.

- Founded in 1982 in Los Angeles, as the first Korean-American bank
- 35 full-service branches and 8 loan production offices across 9 states
- Focused on MSAs with high Asian-American and multi-ethnic populations
- Strong track record of growth
- Well capitalized, significantly above regulatory requirements

(1) 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

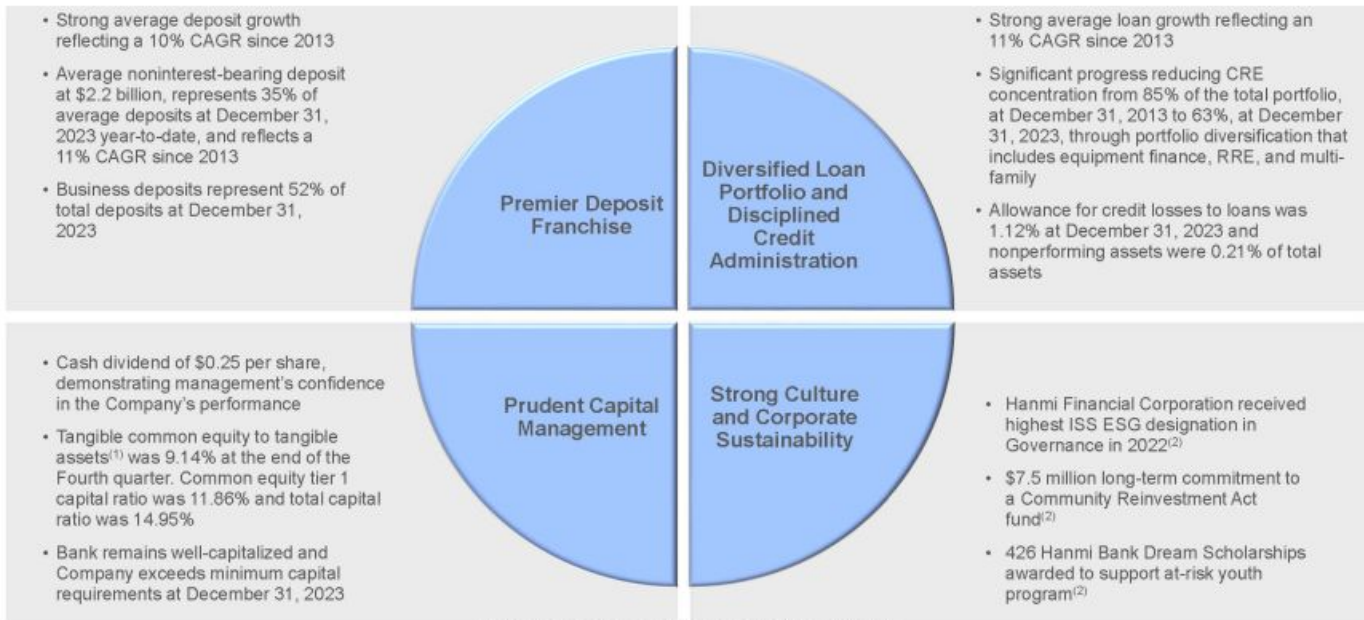
Name	Position	Banking Experience (Years)	Hanmi Experience (Years)	Previous Experience
Bonnie Lee	President & CEO	38	11	BBCN Bancorp, Shinhan Bank America, Nara Bank
Romolo Santarosa	SEVP, Chief Financial Officer	33	9	Opus Bank, First California Financial Group
Anthony Kim	SEVP, Chief Banking Officer	30	11	BBCN Bancorp
Matthew Fuhr	EVP, Chief Credit Officer	28	9	Pacific Western Bank, FDIC
Mike Park	EVP, Chief Credit Risk Officer	36	10	East West Bank
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	SVP, 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.



## 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)

## 4Q23 Highlights

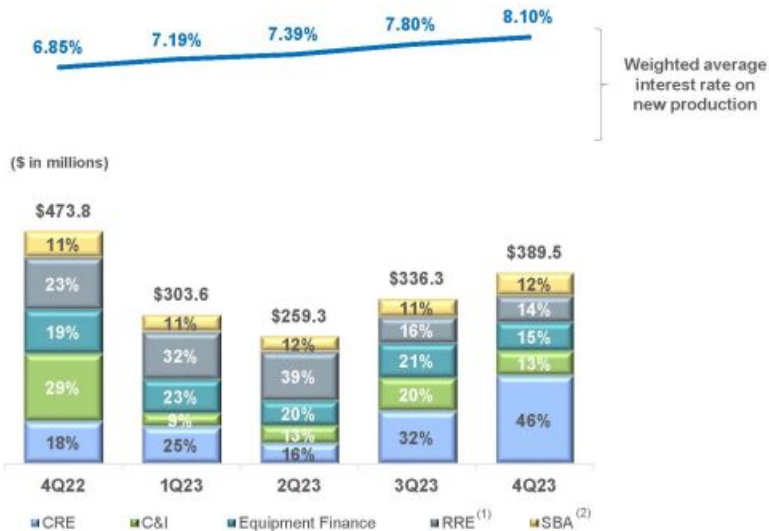
Net Income	Diluted EPS	ROAA	ROAE	NIM	Efficiency Ratio	TBVPS <sup>(1)</sup>
<b>\$18.6M</b>	<b>\$0.61</b>	<b>0.99%</b>	<b>9.70%</b>	<b>2.92%</b>	<b>58.86%</b>	<b>\$22.75</b>

- **Net income** was \$18.6 million, or \$0.61 per diluted share, down 0.9% from \$18.8 million, or \$0.62 per diluted share, for the prior quarter
  - **Net interest income** was \$53.1 million, down 3.1% from the prior quarter
  - **Noninterest income** was \$6.7 million, down 40.5% from the prior quarter primarily due to the third quarter benefitting from a \$4.0 million gain on a branch sale-and-leaseback
  - **Noninterest expense** was \$35.2 million, up 2.8% from the prior quarter
  - **Efficiency ratio** was 58.86%, compared with 51.82% for the prior quarter
- **Loans receivable** were \$6.18 billion, up 2.7% from the prior quarter
  - **Loan production** was \$389.5 million with a weighted average interest rate of 8.10%
- **Deposits** were \$6.28 billion, up 0.3% from the prior quarter, with noninterest-bearing demand deposits representing 31.9% of total deposits
  - **Cost of interest-bearing deposits** was 3.83%, up 30 basis points from the prior quarter
- **Credit loss recovery** was \$2.9 million; allowance for credit losses to loans was 1.12% at December 31, 2023
- **Tangible common equity to tangible assets<sup>(1)</sup>** was 9.14%, Common equity tier 1 capital ratio was 11.86% and total capital ratio was 14.95%

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

## Loan Production

Fourth quarter observed the highest quarterly loan production in 2023. Loan production increased by 16% quarter-over-quarter.



- Weighted average interest rate on new production was up 30 basis points sequentially.
- Commercial real estate loan production was \$178.2 million and equipment finance production was \$57.3 million for the fourth quarter.
- Residential mortgage<sup>(1)</sup> loan production was \$53.5 million and commercial and industrial loan production was \$52.1 million.
- SBA<sup>(2)</sup> loan production was \$48.4 million for the fourth quarter.

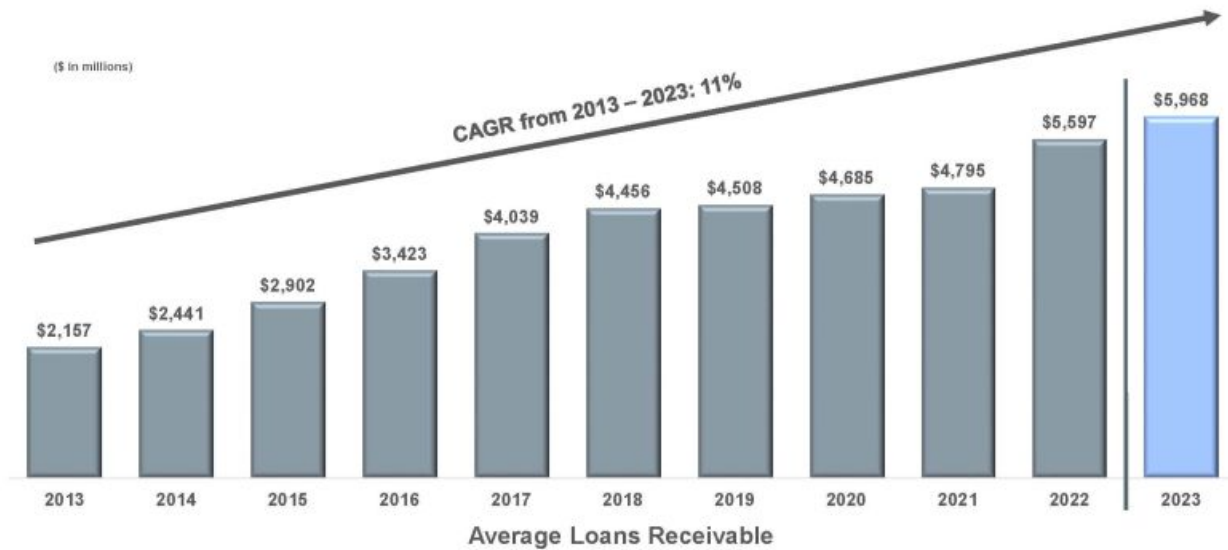
(1) Residential mortgage includes \$0.1 million, \$2.0 million, \$0.0, \$0.0, and \$0.0 of consumer loans for 4Q22, 1Q23, 2Q23, 3Q23, and 4Q23 respectively

(2) \$53.2 million, \$34.5 million, \$30.9 million, \$36.1 million, and \$48.4 million of SBA loan production includes \$36.7 million, \$22.6 million, \$19.4 million, \$17.6 million, and \$20.2 million of loans secured by CRE and the remainder representing C&I as of 4Q22, 1Q23, 2Q23, 3Q23, and 4Q23 respectively



## Average Loan Trend

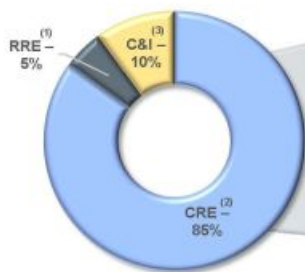
Strong average loan growth reflecting an 11% CAGR since 2013.



## Successful Portfolio Diversification Strategy

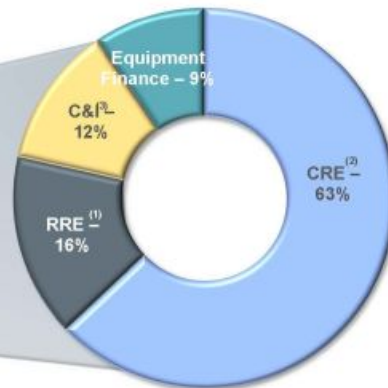
Significant progress reducing CRE concentration from 85% of total portfolio to 63%.

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



\$2.23 Billion

**Loan Composition**  
(as of December 31, 2023)



\$6.18 Billion

(1) RRE includes Consumer loans

(2) \$144.5 million or 7.6% and \$115.5 million or 3.0% of the CRE portfolio is unguaranteed SBA loans at December 31, 2013 and December 31, 2023, respectively

(3) \$7.0 million or 3.1% and \$61.1 million or 8.2% of the C&I portfolio is unguaranteed SBA loans at December 31, 2013 and December 31, 2023, respectively

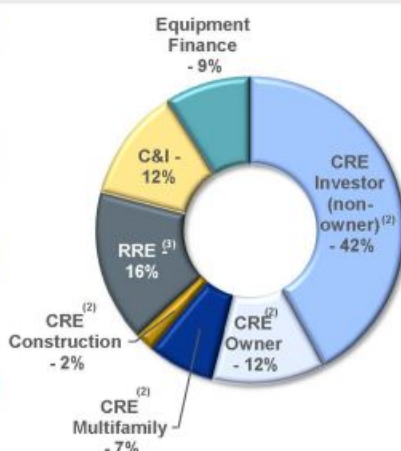
## \$6.2 Billion Loan Portfolio (as of December 31, 2023)

Commercial Real Estate (CRE) <sup>(1,2)</sup> Portfolio	
Outstanding (\$ in millions)	\$3,890
4Q23 Average Yield	5.52%

Residential Real Estate (RRE) <sup>(3)</sup> Portfolio	
Outstanding (\$ in millions)	\$963
4Q23 Average Yield	4.98%

Commercial & Industrial (C&I) <sup>(1)</sup> Portfolio	
Outstanding (\$ in millions)	\$748
4Q23 Average Yield	8.96%

Equipment Finance Portfolio	
Outstanding (\$ in millions)	\$582
4Q23 Average Yield	5.85%



CRE <sup>(2)</sup> Investor (non-owner)	
# of Loans	893
Weighted Average Loan-to-Value Ratio <sup>(4)</sup>	50.3%
Weighted Average Debt Coverage Ratio <sup>(4)</sup>	2.06x

CRE <sup>(2)</sup> Owner Occupied	
# of Loans	753
Weighted Average Loan-to-Value Ratio <sup>(4)</sup>	47.8%
Weighted Average Debt Coverage Ratio <sup>(4)</sup>	2.69x

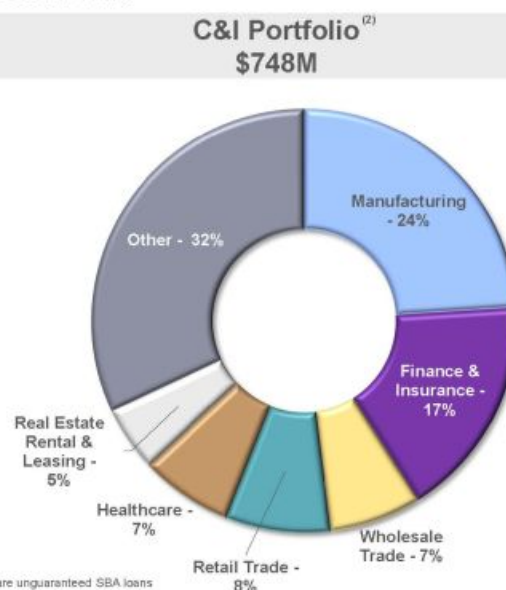
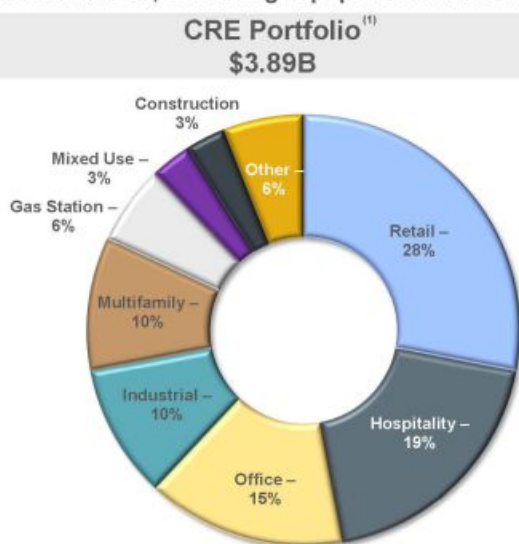
CRE <sup>(2)</sup> Multifamily	
# of Loans	155
Weighted Average Loan-to-Value Ratio <sup>(4)</sup>	55.1%
Weighted Average Debt Coverage Ratio <sup>(4)</sup>	1.57x

Note: Numbers may not add due to rounding

- (1) Includes syndicated loans of \$297.8 million in total commitments (\$239.3 million disbursed) across C&I (\$238.4 million committed and \$179.9 million disbursed) and CRE (\$59.4 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 \$1.9 million of HELOCs and \$4.5 million in consumer loans
- (4) Weighted average DCR and weighted average LTV calculated when the loan was first underwritten or renewed subsequently

## Loan Portfolio Diversification

Loan portfolio is well diversified across collateral types and industry types; CRE represents 63% of the total portfolio and C&I, excluding Equipment Finance Agreements, represents 12%.

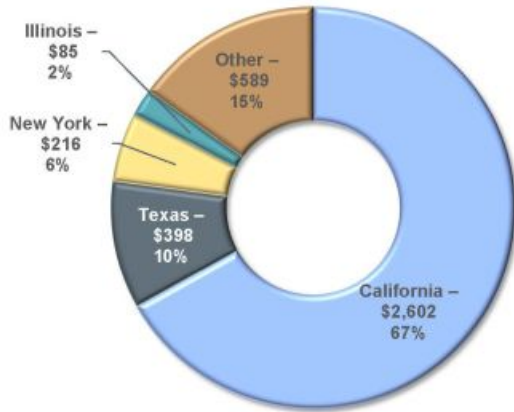


- (1) \$115.5 million, or 3.0%, of the CRE portfolio are unguaranteed SBA loans
- (2) \$61.1 million, or 8.2%, of the C&I portfolio are unguaranteed SBA loans

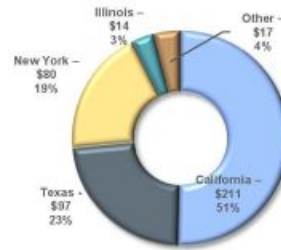
# CRE Portfolio Geographical Exposure

(\$ in millions)

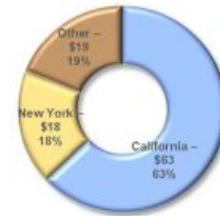
**CRE Composition by State**  
\$3,890



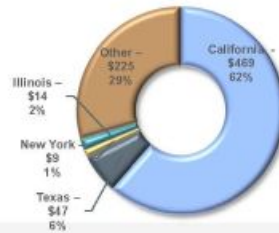
**Multifamily by State**  
\$419



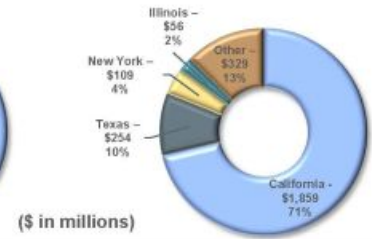
**Construction by State**  
\$100



**Owner Occupied by State**  
\$764



**Investor (Non-owner Occupied) by State**  
\$2,607



(\$ in millions)

## Loan Portfolio Distribution

### CRE

(\$ in millions)

	Owner Occupied	Non-owner Occupied	Multifamily	Construction <sup>(1)</sup>
<b>Total Balance</b>	\$763	\$2,607	\$419	\$100
<i>Average</i>	\$1.01	\$2.95	\$2.70	\$11.15
<i>Median</i>	\$0.32	\$1.12	\$1.11	\$7.99
<b>Top Quintile Balance<sup>(3)</sup></b>	\$573	\$1,866	\$302	\$58
<i>Top Quintile Loan Size</i>	\$1.2 or more	\$3.5 or more	\$2.5 or more	\$22.3 or more
<i>Top Quintile Average</i>	\$3.82	\$10.67	\$9.74	\$29.23
<i>Top Quintile Median</i>	\$2.09	\$6.79	\$4.71	\$29.23

### C&I

(\$ in millions)

	Term <sup>(2)</sup>	Lines of Credit <sup>(2)</sup>
<b>Total Balance</b>	\$374	\$374
<i>Average</i>	\$0.36	\$0.64
<i>Median</i>	\$0.05	\$0.06
<b>Top Quintile Balance<sup>(3)</sup></b>	\$331	\$314
<i>Top Quintile Loan Size</i>	\$0.1 or more	\$0.7 or more
<i>Top Quintile Average</i>	\$1.63	\$3.78
<i>Top Quintile Median</i>	\$0.24	\$1.43

### Residential Real Estate & Equipment Finance

(\$ in millions)

	Residential Real Estate	Equipment Finance
<b>Total Balance</b>	\$963	\$582
<i>Average</i>	\$0.54	\$0.05
<i>Median</i>	\$0.46	\$0.03
<b>Top Quintile Balance<sup>(3)</sup></b>	\$397	\$298
<i>Top Quintile Loan Size</i>	\$0.7 or more	\$0.1 or more
<i>Top Quintile Average</i>	\$1.12	\$0.12
<i>Top Quintile Median</i>	\$0.92	\$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 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
<b>Real estate loans</b>				
Retail	\$ 143.3	\$ 302.5	\$ 661.6	\$ 1,107.4
Hospitality	223.2	144.7	372.6	740.5
Office	44.7	304.7	225.6	575.0
Other	161.3	449.6	755.6	1,366.5
<b>Commercial Property</b>	<b>572.5</b>	<b>1,201.5</b>	<b>2,015.4</b>	<b>3,789.4</b>
Construction	90.3	8.0	2.0	100.3
RRE / Consumer	4.4	0.1	958.2	962.7
<b>Total Real Estate Loans</b>	<b>667.2</b>	<b>1,209.6</b>	<b>2,975.6</b>	<b>4,852.4</b>
C&I <sup>(1)</sup>	300.6	211.6	235.6	747.8
Equipment Finance	32.5	199.1	350.6	582.2
<b>Loans receivable</b>	<b>\$ 1,000.3</b>	<b>\$ 1,620.3</b>	<b>\$ 3,561.8</b>	<b>\$ 6,182.4</b>

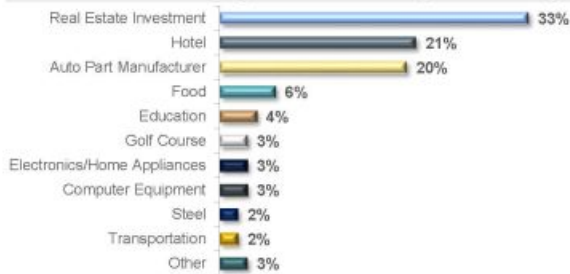
Note: numbers may not add due to rounding

(1) \$274.1 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 \$764.1 million in loans, or 12% of the loan portfolio and \$818.7 million in deposits, or 13% of the deposit portfolio. USKC CRE portfolio had a weighted average debt coverage ratio<sup>(2)</sup> of 1.94x and weighted average loan-to-value<sup>(2)</sup> of 58.2%.

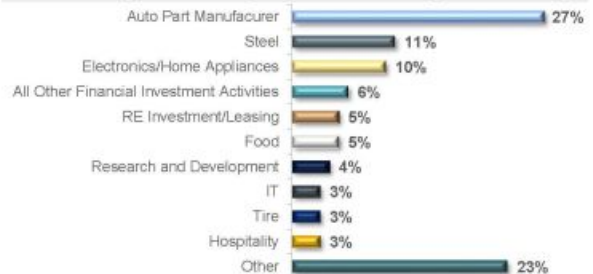
### USKC Loans – Top 10 Industries (as of 4Q23)



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



### USKC Deposits – Top 10 Industries (as of 4Q23)



### 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

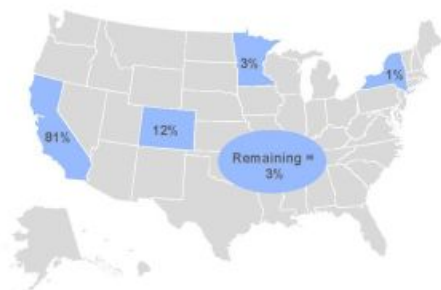
(3) Time deposits, not illustrated, were 5% of total USKC deposits at December 31, 2023. Hence, the percentages do not add to 100%



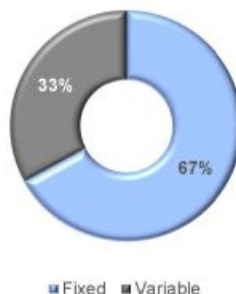
## Office Loan Portfolio

The CRE office portfolio<sup>(1)</sup> was \$575.0 million at December 31, 2023, representing 9% of the total loan portfolio.

### Portfolio by State



### Rate Distribution

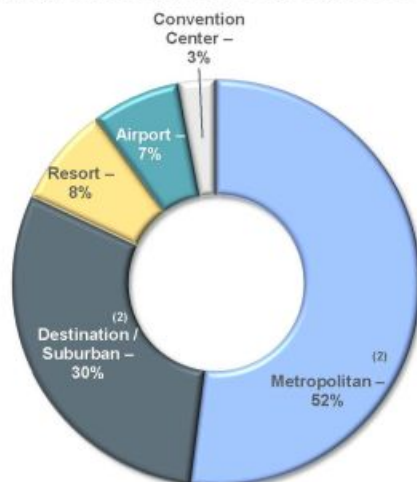


- Average balance and median balance of the portfolio were \$4.6 million and \$1.0 million, respectively
- Weighted average debt coverage ratio<sup>(2)</sup> of the segment was 2.03x
- Weighted average loan to value<sup>(2)</sup> of the segment was 56.50%
- 21.29% of the portfolio is expected to reprice in 1 to 3 months
- No delinquent or nonaccrual loans
- Criticized loans represented 1.76% of the office portfolio

(1) Segment represents exposure in CRE and excludes \$18.4 million in construction. 7.3% of the portfolio is owner occupied.  
 (2) Weighted average DCR and weighted average LTV calculated when the loan was first underwritten or renewed subsequently

## Hospitality Segment

Hospitality segment represented \$740.5 million or 12% of the loan portfolio at December 31, 2023.



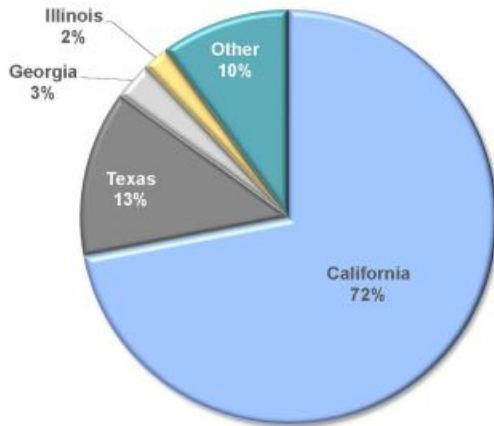
- Average balance and median balance of the segment (excluding construction) were \$3.8 million and \$0.9 million, respectively
- Weighted average debt coverage ratio<sup>(1)</sup> of the segment was 2.2x
- Weighted average loan to value<sup>(1)</sup> of the segment was 51.1%
- \$1.8 million, or 0.25%, of the hospitality segment was criticized at December 31, 2023
- Segment includes three nonaccrual loans for \$488 thousand - one in the metropolitan<sup>(2)</sup> area in Texas, and two in the suburban/destination areas in Tennessee and Washington

(1) Weighted average DCR and weighted average LTV calculated when the loan was first underwritten or renewed subsequently  
 (2) Metropolitan is categorized as a location that is in a major city and in proximity to downtown areas; destination is categorized as a hotel whose location/amenities make it a distinct tourist location; suburban is defined as areas outside of major city hubs and can include more rural areas



## Retail Segment

Retail segment represented \$1.1 billion or 18% of the loan portfolio at December 31, 2023.



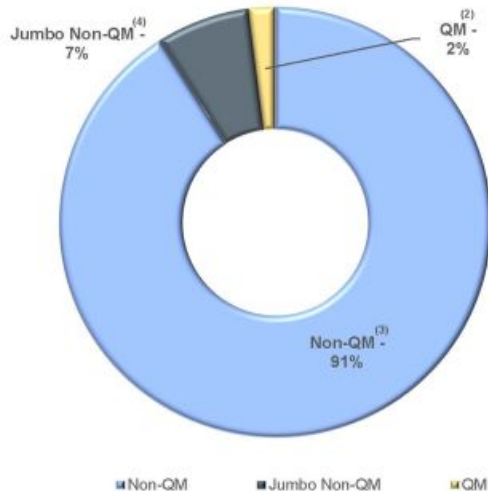
- Average balance and median balance of the segment were \$1.5 million and \$0.7 million, respectively
- Weighted average debt coverage ratio<sup>(1)</sup> of the segment was 2.02x
- Weighted average loan to value<sup>(1)</sup> of the segment was 47.50%
- \$11.4 million, or 1.03%, of the retail segment was criticized at December 31, 2023
- \$2.0 million, or 0.18%, of the retail segment were on nonaccrual status at December 31, 2023

(1) 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 \$962.7 million at December 31, 2023, representing 16% of the total loan portfolio.

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



- 27.6% of the Residential Real Estate portfolio is fixed and 72.4% is variable. Of the variable mortgage portfolio, 84.8% is expected to reset after 12 months and 15.2% within the next 12 months
- Total delinquencies are 0.09% of the residential portfolio, consisting of 0.05% within 30-59 and 0.03% in 60-89 days delinquency categories

(1) RRE includes \$1.9 million of Home Equity Line of Credit (HELOC) and \$4.5 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

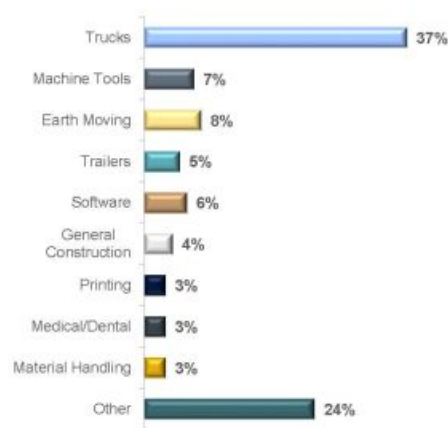
Equipment finance portfolio represented \$582.3 million or 9% of the loan portfolio at December 31, 2023.

## Portfolio by Industry

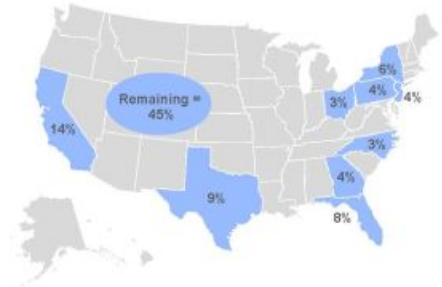


(1) Other includes retail trade, agriculture, and other services of 3%, 3%, and 3%, respectively

## Portfolio by Equipment



## Portfolio by State



## Average Deposit Trend

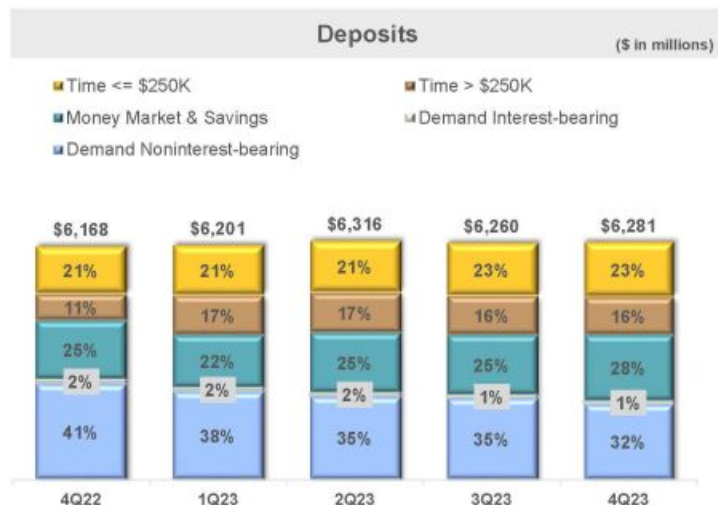
Strong deposit growth reflecting a 10% CAGR since 2013. Average noninterest-bearing deposits have grown by 11% CAGR since 2013, and now represents 35% of total deposits.



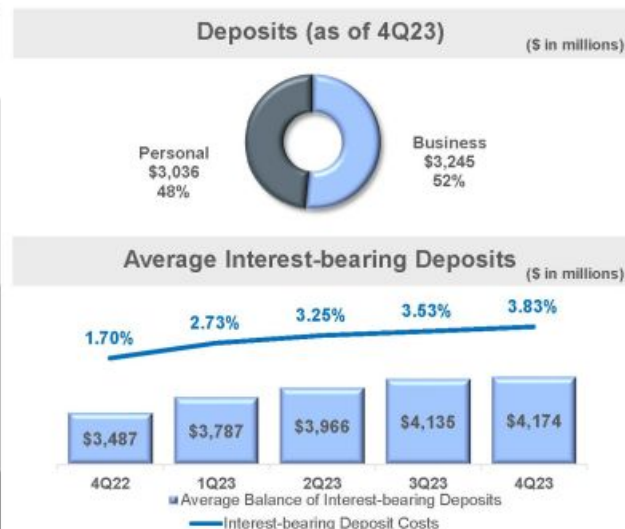
## Deposit Base

Noninterest-bearing demand deposits represented 32% of total deposits at December 31, 2023.

Estimated uninsured deposit liabilities were 40% of the total deposit liabilities. Brokered deposits remained low at 1% of the deposit base.

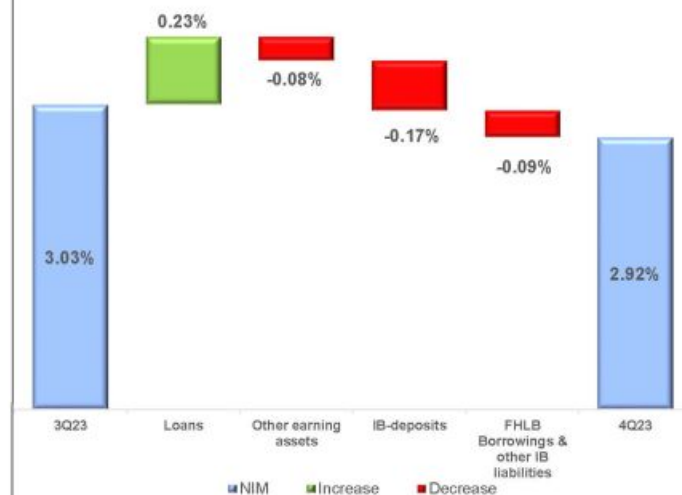
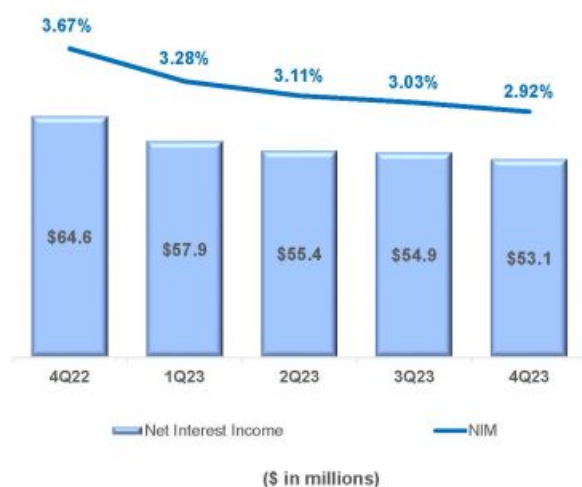


Note: Numbers may not add due to rounding



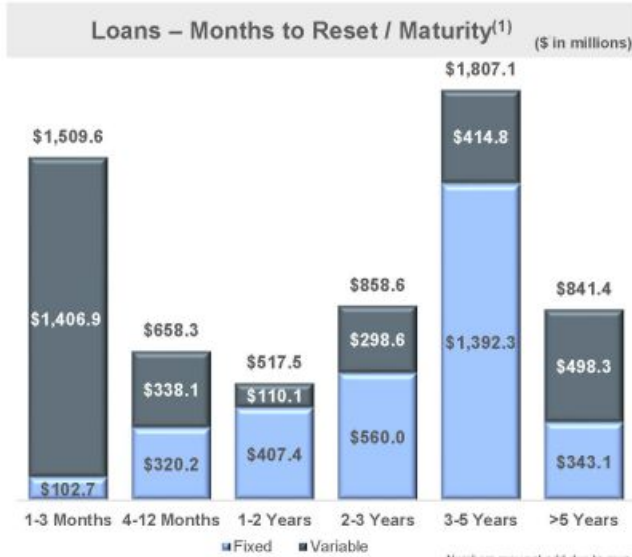
## Net Interest Income | Net Interest Margin

Net interest income for the fourth quarter was \$53.1 million and net interest margin (taxable equivalent) was 2.92%, both down from the previous quarter stemming from higher cost of interest-bearing deposits.



## Net Interest Income Sensitivity

24% of the loan portfolio reprices within 1-3 months.



Numbers may not add due to rounding

(1) Includes loans held for sale; numbers may not add due to rounding

(2) Cost of CDs and interest bearing deposits for the month of December 2023 was 4.40% and 3.97%, respectively

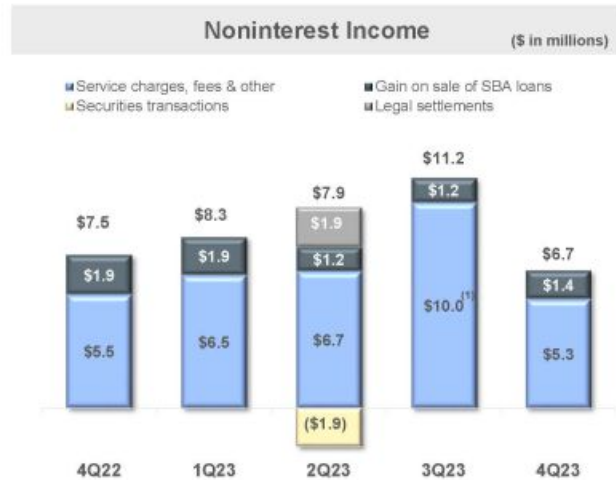
(3) Fed funds rate represent the rate at the end of the quarter

(4) Represent weighted average contractual rates



## Noninterest Income

Noninterest income for the fourth quarter was \$6.7 million, down 40% from the previous quarter primarily due to the third quarter benefitting from a \$4.0 million gain on a branch sale-and-leaseback.



Numbers may not add due to rounding

(1) Includes \$4.0 million gain on the sale-and-leaseback of bank premises

### 4Q23 Service Charges and Fees (\$ in millions)



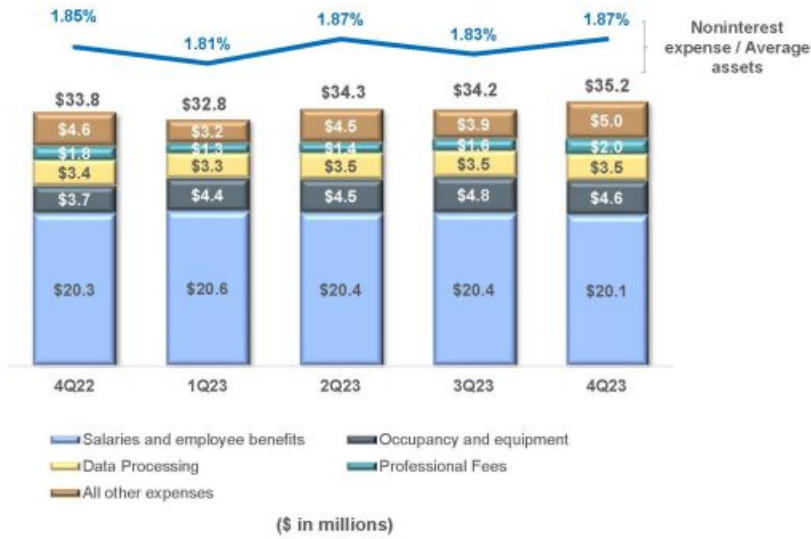
### SBA 7(a) Loan Production and Sales (\$ in millions)





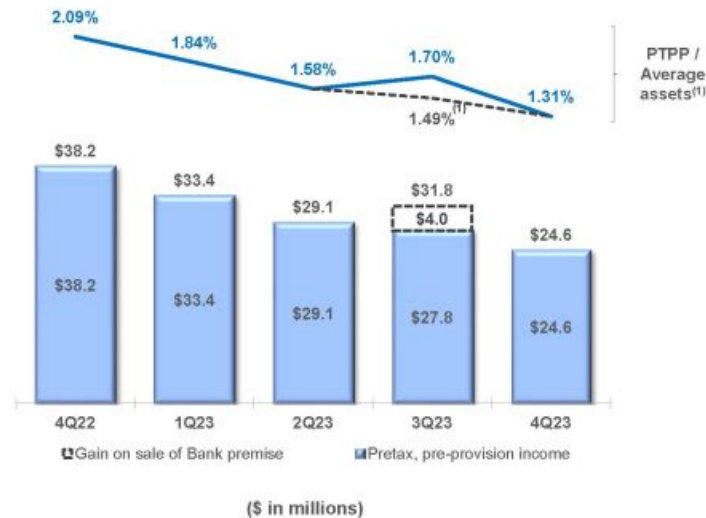
## Noninterest Expense

Continued focus on disciplined expense management.



- Noninterest expense was \$35.2 million in the fourth quarter, up 2.8% from the prior quarter
- Salaries and employee benefit expense as a percentage of total noninterest expense dropped from 59.5% in the third quarter to 57.0% in the fourth quarter, despite the continued inflationary pressure
- The efficiency ratio for the fourth quarter was 58.86% compared to 51.82% for the prior quarter

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



- Pretax, pre-provision income was \$24.6 million for the fourth quarter, down 22.7% from the prior quarter and down 35.5% from the same quarter last year
- PTPP over average assets for 4Q23 was 1.31% compared with 1.70% for the prior quarter

(1) Refer to PTPP schedule in appendix



## Asset Quality – Delinquent & Criticized Loans

Asset quality remains strong.

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



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



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

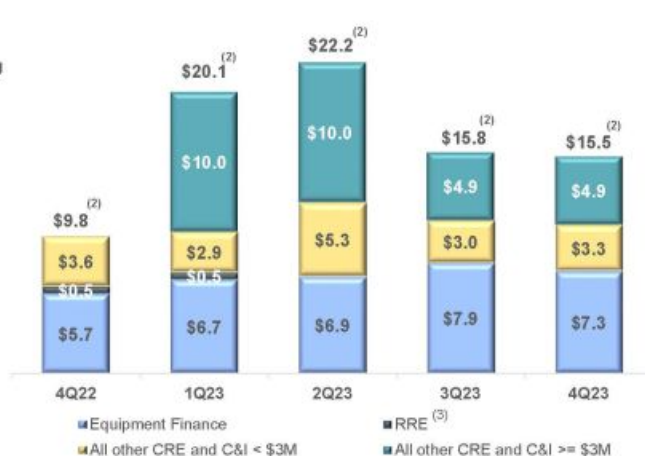
## Asset Quality – Nonperforming Assets & Nonaccrual Loans

Nonperforming assets were \$15.6 million at the end of the fourth quarter, down from \$15.9 million at the end of the third quarter.

**Nonperforming Assets<sup>(1)</sup>** (\$ in millions)



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



Note: Numbers may not add due to rounding

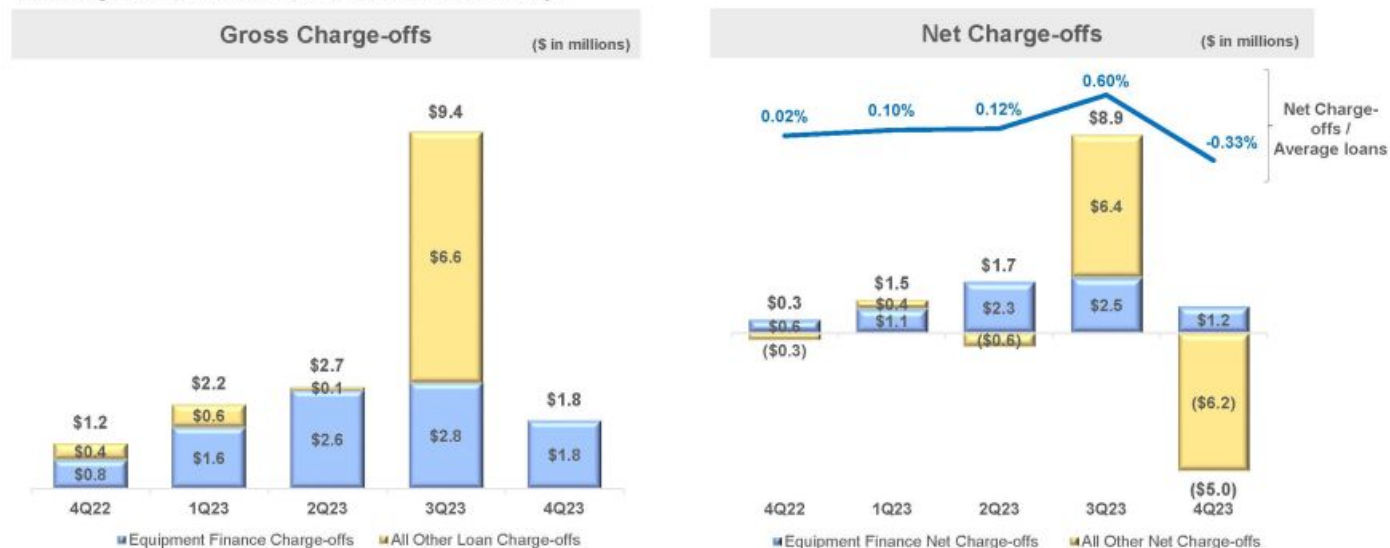
(1) Nonperforming assets exclude repossessed personal property of \$0.5 million, \$0.6 million, \$0.8 million, \$1.3 million, and \$1.3 million for December 31, 2022, March 31, 2023, June 30, 2023, September 30, 2023, and December 31, 2023 respectively

(2) Specific allowance for credit losses at December 31, 2022, March 31, 2023, June 30, 2023, September 30, 2023, and December 31, 2023 was \$3.3 million, \$8.2 million, \$7.4 million, \$2.9 million, and \$3.4 million respectively

(3) RRE includes consumer loans

## Asset Quality – Gross & Net Loan Charge-offs

Net charge-offs for the fourth quarter reflected \$6.2 million in recoveries, primarily stemming from \$6.1 million in recovery from a 2019 troubled loan relationship.



## ACL Trends

Allowance for credit losses was \$69.5 million as of December 31, 2023, generating an allowance for credit losses to loans of 1.12% consistent with the prior quarter.



## ACL Analysis by Loan Type

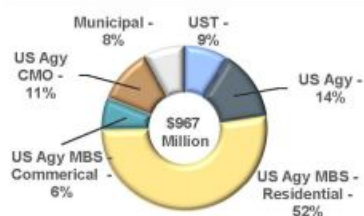
(\$ in millions)	December 31, 2023		September 30, 2023		June 30, 2023		March 31, 2023		December 31, 2022	
	Allowance	Loans	Allowance	Loans	Allowance	Loans	Allowance	Loans	Allowance	Loans
CRE	\$ 40.2	\$ 3,889.7	\$ 38.9	\$ 3,773.0	\$ 38.4	\$ 3,738.3	\$ 39.2	\$ 3,784.2	\$ 40.6	\$ 3,833.4
C&I	10.3	747.8	11.2	728.8	16.0	753.5	15.3	778.1	15.3	804.5
Equipment Finance	13.7	582.2	12.3	592.7	11.9	586.4	13.4	600.2	12.2	594.8
RRE & Consumer	5.3	962.7	4.9	926.3	4.7	887.0	4.3	817.9	3.4	734.5
<b>Total</b>	<b>\$ 69.5</b>	<b>\$ 6,182.4</b>	<b>\$ 67.3</b>	<b>\$ 6,020.8</b>	<b>\$ 71.0</b>	<b>\$ 5,965.2</b>	<b>\$ 72.2</b>	<b>\$ 5,980.5</b>	<b>\$ 71.5</b>	<b>\$ 5,967.1</b>

Note: Numbers may not add due to rounding

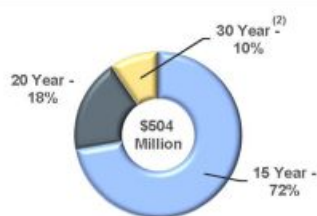
## Securities Portfolio

The \$967 million securities portfolio (all AFS, no HTM) represented 13% of assets at December 31, 2023, and had a weighted average modified duration of 4.8 years with \$101.0 million in an unrealized loss position.

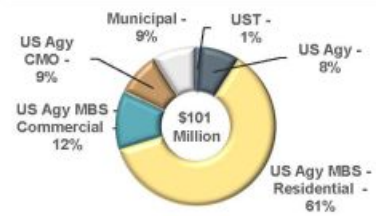
Available for Sale <sup>(1)</sup>



US Agcy Residential MBS - Maturity



Unrealized Loss

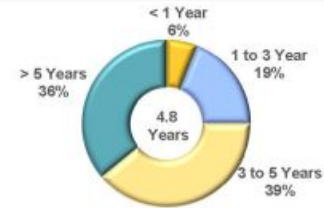


Principal Paydowns

(\$ in millions)



Securities Duration



Note: Numbers may not add due to rounding

The Bank and the Company have ample liquidity resources at December 31, 2023.

## Liquidity Position

	(\$ in millions)	
	Balance	% of Assets
Cash & cash equivalents	\$ 302	4.0%
Securities (unpledged)	809	10.7%
<b>Liquid assets</b>	<b>1,111</b>	<b>14.7%</b>
FHLB available borrowing capacity	1,092	14.4%
FRB discount window borrowing capacity	23	0.3%
Federal funds lines (unsecured) available	115	1.5%
<b>Secondary liquidity sources</b>	<b>1,230</b>	<b>16.2%</b>
<b>Bank liquidity (liquid assets + secondary liquidity)</b>	<b>\$ 2,341</b>	<b>30.9%</b>

## Cash & Securities at Company only

	(\$ in millions)	
	Balance	
Cash	\$ 7	
Securities (AFS)	33	
	<b>\$ 40</b>	

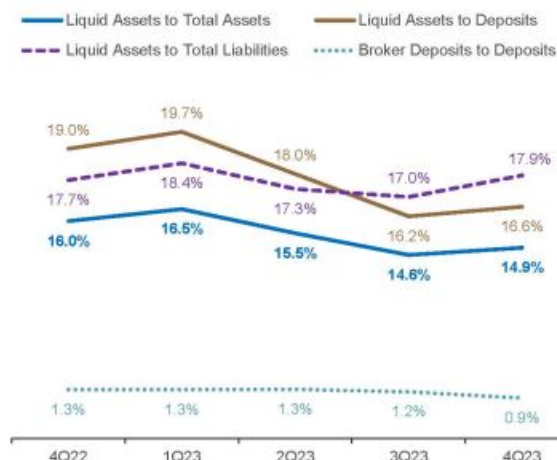
## Company only Subordinated Debentures

	(\$ in millions)			
	Par	Amortized Cost	Rate	
2036 Trust Preferred Securities	\$ 27	\$ 22	7.07% <sup>(1)</sup>	
2031 Subordinated Debt	110	108	3.75% <sup>(2)</sup>	
	<b>\$ 137</b>	<b>\$ 130</b>		

(1) Rate at December 31, 2023, based on 3-month SOFR + 166 bps

(2) 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



# Capital Management

Tangible book value per share (TBVPS)<sup>(1)</sup> increased to \$22.75 from \$21.45 at the end of the prior quarter. The increase reflects a \$27.3 million decrease in the unrealized after-tax loss on AFS, and \$11.0 million increase in net income, net of cash dividends paid.

## TBVPS<sup>(1)</sup> & TCE/TA<sup>(1)</sup>



## AOCI & 5-YR TSY



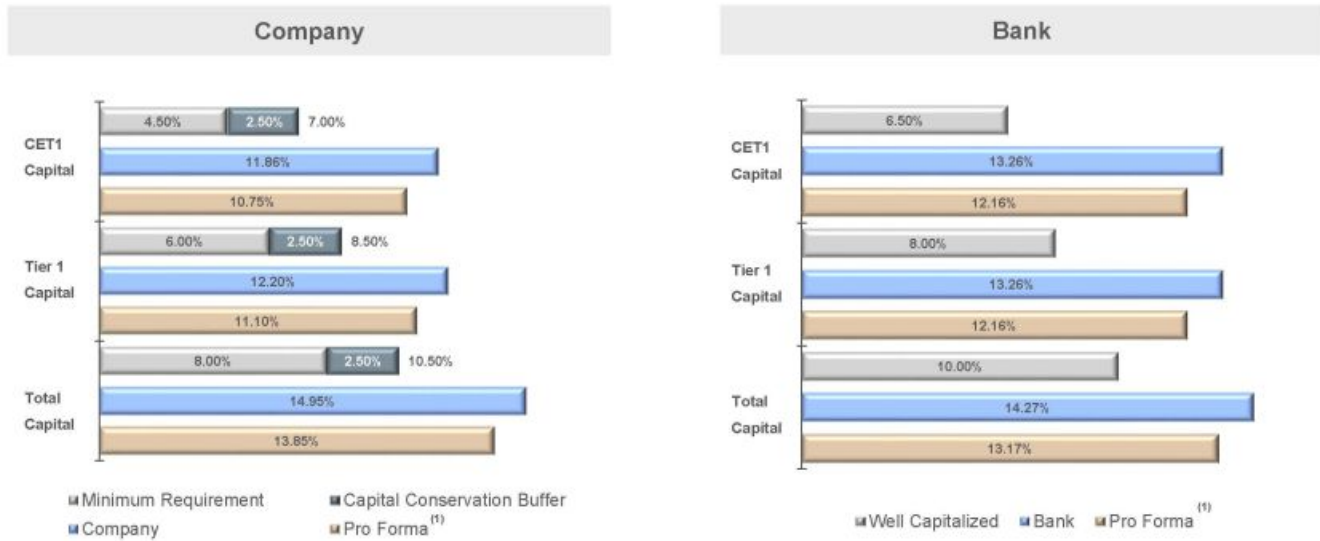
(1) Non-GAAP financial measure, refer to the non-GAAP reconciliation slides

(2) Rate at the end of the quarter



# Regulatory Capital

The Company exceeds regulatory minimums and the Bank remains well capitalized at December 31, 2023.



(1) Pro forma illustrates capital ratios with unrealized losses at December 31, 2023. 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.



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

*"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

**GOVERNANCE  
QUALITYSCORE**  
DIRECTOR 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

Source: 2023 Hanmi ESG Report (published April 2023)



## 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

68%

Female  
Workforce

91%

Ethnically Diverse  
Workforce

60%

Female  
Managers

13%

Workforce promotions  
via Annual Review

43%

Current staff have been  
with us at least 5 years

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

Provided Almost  
**\$1M**  
in Scholarships

Assisting  
**426**  
at-risk Students

Across  
**12**  
States

### Serving Our Communities

**\$7.5M**

Long-term commitment to a Community Reinvestment Act fund

**289**

Small business and community development loans

**\$380M**

Originated for small businesses and community development

**\$300K+**

Donated to non-profit partners

### Financial Wellness

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



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

Source: 2023 Hanmi ESG Report (published April 2023)

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

## 4Q23 Financial Summary

(\$ in millions, except EPS)

(\$ in millions, except EPS)				Change <sup>(1)</sup>	
	December 31, 2023	September 30, 2023	December 31, 2022	Q/Q	Y/Y
<b>Income Statement Summary</b>					
Net interest income	\$ 53.1	\$ 54.9	\$ 64.6	-3.1%	-17.7%
Noninterest income	6.7	11.2	7.5	-40.5%	-10.4%
Operating revenue	59.8	66.1	72.0	-9.5%	-16.9%
Noninterest expense	35.2	34.2	33.8	2.8%	4.0%
Credit loss (recovery) expense	(2.9)	5.2	0.1	-155.7%	-5619.2%
Pretax income	27.5	26.7	38.1	3.0%	-27.9%
Income tax expense	8.8	7.9	9.6	12.1%	-8.3%
Net income	\$ 18.6	\$ 18.8	\$ 28.5	-0.9%	-34.6%
EPS-Diluted	\$ 0.61	\$ 0.62	\$ 0.93		
<b>Selected balance sheet items</b>					
Loans receivable	\$ 6,182	\$ 6,021	\$ 5,967	2.7%	3.6%
Deposits	6,281	6,260	6,168	0.3%	1.8%
Total assets	7,570	7,350	7,378	3.0%	2.6%
Stockholders' equity	\$ 702	\$ 663	\$ 638	5.8%	10.1%
<b>Profitability Metrics</b>					
Return on average assets	0.99%	1.00%	1.56%	(1)	(57)
Return on average equity	9.70%	9.88%	15.90%	(18)	(620)
TCE/TA <sup>(2)</sup>	9.14%	8.89%	8.50%	25	64
Net interest margin	2.92%	3.03%	3.67%	(11)	(75)
Efficiency ratio	58.86%	51.82%	46.99%	704	1,187

Note: numbers may not add due to rounding

(1) Percentage change calculated from dollars in thousands; change in basis points for profitability metrics

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

## Pretax, Pre-Provision Income (PTPP) Schedule

(\$ in millions)

	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
<b>Average assets</b>	<b>\$ 7,475.2</b>	<b>\$ 7,434.7</b>	<b>\$ 7,382.0</b>	<b>\$ 7,367.2</b>	<b>\$ 7,252.2</b>
Net interest revenue	\$ 53.1	\$ 54.9	\$ 55.4	\$ 57.9	\$ 64.6
Noninterest income	6.7	11.2	7.9	8.3	7.5
Noninterest expense	35.2	34.2	34.3	32.8	33.8
<b>PTPP</b>	<b>\$ 24.6</b>	<b>\$ 31.8</b>	<b>\$ 29.1</b>	<b>\$ 33.4</b>	<b>\$ 38.2</b>
Noninterest income	\$ 6.7	\$ 11.2	\$ 7.9	\$ 8.3	\$ 7.5
less gain on a branch sale-and-leaseback	-	(4.0)	-	-	-
<b>Adjusted noninterest income</b>	<b>\$ 6.7</b>	<b>\$ 7.2</b>	<b>\$ 7.9</b>	<b>\$ 8.3</b>	<b>\$ 7.5</b>
PTPP	\$ 24.6	\$ 31.8	\$ 29.1	\$ 33.4	\$ 38.2
less gain on a branch sale-and-leaseback	-	(4.0)	-	-	-
<b>Adjusted PTPP</b>	<b>\$ 24.6</b>	<b>\$ 27.8</b>	<b>\$ 29.1</b>	<b>\$ 33.4</b>	<b>\$ 38.2</b>
<b>PTPP/Average assets</b>	<b>1.31%</b>	<b>1.70%</b>	<b>1.58%</b>	<b>1.84%</b>	<b>2.09%</b>
<b>Adjusted PTPP/Average assets</b>	<b>1.31%</b>	<b>1.49%</b>	<b>1.58%</b>	<b>1.84%</b>	<b>2.09%</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

	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Assets	\$ 7,570,341	\$ 7,350,140	\$ 7,344,924	\$ 7,434,130	\$ 7,378,262
Less goodwill and other intangible assets	(11,099)	(11,131)	(11,162)	(11,193)	(11,225)
Tangible assets	\$ 7,559,242	\$ 7,339,009	\$ 7,333,762	\$ 7,422,937	\$ 7,367,037
Stockholders' equity <sup>(1)</sup>	\$ 701,891	\$ 663,359	\$ 668,560	\$ 662,165	\$ 637,515
Less goodwill and other intangible assets	(11,099)	(11,131)	(11,162)	(11,193)	(11,225)
Tangible stockholders' equity <sup>(1)</sup>	\$ 690,792	\$ 652,228	\$ 657,398	\$ 650,972	\$ 626,290
Stockholders' equity to assets	9.27%	9.03%	9.10%	8.91%	8.64%
Tangible common equity to tangible assets <sup>(1)</sup>	9.14%	8.89%	8.96%	8.77%	8.50%
Common shares outstanding	30,368,655	30,410,582	30,485,788	30,555,287	30,485,621
Tangible common equity per common share	\$ 22.75	\$ 21.45	\$ 21.56	\$ 21.30	\$ 20.54

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

## Non-GAAP Reconciliation: Pro Forma Regulatory Capital

(\$ in thousands)

	Company			Bank		
	Common Equity Tier 1	Tier 1	Total Risk-based	Common Equity Tier 1	Tier 1	Total Risk-based
Regulatory capital	\$ 751,515	\$ 773,178	\$ 947,285	\$ 840,046	\$ 840,046	\$ 904,153
Unrealized losses on AFS securities	(71,928)	(71,928)	(71,928)	(71,924)	(71,924)	(71,924)
Adjusted regulatory capital	\$ 679,587	\$ 701,250	\$ 875,357	\$ 768,122	\$ 768,122	\$ 832,229
Risk weighted assets	\$ 6,336,136	\$ 6,336,136	\$ 6,336,136	\$ 6,334,263	\$ 6,334,263	\$ 6,334,263
Risk weighted assets impact of unrealized losses on AFS securities	(16,677)	(16,677)	(16,677)	(17,254)	(17,254)	(17,254)
Adjusted Risk weighted assets	\$ 6,319,459	\$ 6,319,459	\$ 6,319,459	\$ 6,317,009	\$ 6,317,009	\$ 6,317,009
Regulatory capital ratio as reported	11.86%	12.20%	14.95%	13.26%	13.26%	14.27%
Impact of unrealized losses on AFS securities	-1.11%	-1.11%	-1.10%	-1.10%	-1.10%	-1.10%
Pro forma regulatory capital ratio	10.75%	11.10%	13.85%	12.16%	12.16%	13.17%

Note: numbers may not add due to rounding