# UNITED STATES SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549

## FORM 10-Q

x QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the Quarterly Period Ended June 30, 2013
or

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the Transition Period From $\qquad$ To $\qquad$

# HANMI FINANCIAL CORPORATION 

(Exact Name of Registrant as Specified in its Charter)

Delaware
95-4788120
(State or Other Jurisdiction of

Incorporation or Organization)
(I.R.S. Employer

Identification No.)

# 3660 Wilshire Boulevard, Penthouse Suite A <br> Los Angeles, California <br> 90010 <br> (Address of Principal Executive Offices) 

(213) 382-2200
(Registrant s Telephone Number, Including Area Code)

## Not Applicable

(Former Name, Former Address and Former Fiscal Year, If Changed Since Last Report)

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes x No "

Indicate by check mark whether the Registrant has submitted electronically and posted on its corporate Website, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the Registrant was required to submit and post such files). Yes x No *

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule $12 b-2$ of the Exchange Act.

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## Part I Financial Information

## Item 1. Financial Statements

## Hanmi Financial Corporation and Subsidiaries

Consolidated Balance Sheets (Unaudited)
(In thousands, except share data)

|  | $\begin{aligned} & \text { June 30, } \\ & 2013 \end{aligned}$ | $\begin{gathered} \text { December 31, } \\ 2012 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Cash and due from banks | \$ 72,429 | \$ | 92,350 |
| Interest-bearing deposits in other banks | 5,431 |  | 175,697 |
| Cash and cash equivalents | 77,860 |  | 268,047 |
| Restricted cash |  |  | 5,350 |
| Securities available-for-sale, at fair value (amortized cost of \$399,900 as of June 30, 2013 and $\$ 443,712$ as of December 31, 2012) | 400,815 |  | 451,060 |
| Loans held for sale, at the lower of cost or fair value | 2,553 |  | 8,306 |
| Loans receivable, net of allowance for loan losses of \$59,876 as of June 30, 2013 and $\$ 63,305$ as of December 31, 2012 | 2,128,208 |  | 1,986,051 |
| Accrued interest receivable | 7,441 |  | 7,581 |
| Premises and equipment, net | 14,463 |  | 15,150 |
| Other real estate owned, net | 900 |  | 774 |
| Customers liability on acceptances | 1,372 |  | 1,336 |
| Servicing assets | 6,383 |  | 5,542 |
| Other intangible assets, net | 1,253 |  | 1,335 |
| Investment in federal home loan bank stock, at cost | 14,197 |  | 17,800 |
| Investment in federal reserve bank stock, at cost | 13,200 |  | 12,222 |
| Income tax assets | 63,783 |  | 60,028 |
| Bank-owned life insurance | 29,517 |  | 29,054 |
| Prepaid expenses | 2,572 |  | 2,084 |
| Other assets | 8,897 |  | 10,800 |
| Total assets | \$ 2,773,414 | \$ | 2,882,520 |

Liabilities and Stockholders Equity

| Liabilities: |  |  |
| :---: | :---: | :---: |
| Deposits: |  |  |
| Noninterest-bearing | \$ 736,470 | \$ 720,931 |
| Interest-bearing | 1,625,443 | 1,675,032 |
| Total deposits | 2,361,913 | 2,395,963 |
| Accrued interest payable | 2,570 | 11,775 |
| Bank s liability on acceptances | 1,372 | 1,336 |
| Federal home loan bank advances | 2,743 | 2,935 |
| Junior subordinated debentures |  | 82,406 |
| Accrued expenses and other liabilities | 9,420 | 9,741 |
| Total liabilities | 2,378,018 | 2,504,156 |

Stockholders equity:

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Common stock, $\$ 0.001$ par value; authorized $62,500,000$ shares; issued $32,182,731$ shares (31,604,837 shares
outstanding) and $32,074,434$ shares (31,496,540 shares outstanding) as of June 30,2013 and December 31,
2012
Additional paid-in capital
Unearned compensation
Accumulated other comprehensive income, net of tax (benefit) expense of (\$702) as of June 30, 2013 and
$\$ 1,946$ as of December 31, 2012

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## Hanmi Financial Corporation and Subsidiaries

## Consolidated Statements of Operations (Unaudited)

(In thousands, except share and per share data)

|  | Three Months Ended June 30, |  |  |  | Six Months EndedJune 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 |  | 2012 |  | 2013 |  | 2012 |  |
| Interest and Dividend Income: |  |  |  |  |  |  |  |  |
| Interest and fees on loans | \$ | 27,839 | \$ | 27,241 | \$ | 54,638 | \$ | 54,783 |
| Taxable interest on investment securities |  | 2,100 |  | 2,190 |  | 4,216 |  | 4,288 |
| Tax-exempt interest on investment securities |  | 73 |  | 99 |  | 168 |  | 201 |
| Interest on term federal funds sold |  |  |  | 168 |  |  |  | 493 |
| Interest on federal funds sold |  |  |  | 31 |  | 6 |  | 33 |
| Interest on interest-bearing deposits in other banks |  | 24 |  | 59 |  | 112 |  | 127 |
| Dividends on federal reserve bank stock |  | 196 |  | 148 |  | 379 |  | 276 |
| Dividends on federal home loan bank stock |  | 147 |  | 29 |  | 255 |  | 58 |
| Total interest and dividend income |  | 30,379 |  | 29,965 |  | 59,774 |  | 60,259 |
| Interest Expense: |  |  |  |  |  |  |  |  |
| Interest on deposits |  | 3,100 |  | 3,953 |  | 6,259 |  | 8,872 |
| Interest on federal home loan bank advances |  | 41 |  | 43 |  | 79 |  | 86 |
| Interest on junior subordinated debentures |  | 84 |  | 797 |  | 678 |  | 1,596 |
| Total interest expense |  | 3,225 |  | 4,793 |  | 7,016 |  | 10,554 |
| Net interest income before provision for credit losses |  | 27,154 |  | 25,172 |  | 52,758 |  | 49,705 |
| Provision for credit losses |  |  |  | 4,000 |  |  |  | 6,000 |
| Net interest income after provision for credit losses |  | 27,154 |  | 21,172 |  | 52,758 |  | 43,705 |
| Non-Interest Income: |  |  |  |  |  |  |  |  |
| Service charges on deposit accounts |  | 2,884 |  | 2,936 |  | 5,932 |  | 6,104 |
| Insurance commissions |  | 1,418 |  | 1,294 |  | 2,631 |  | 2,530 |
| Remittance fees |  | 541 |  | 487 |  | 1,038 |  | 941 |
| Trade finance fees |  | 276 |  | 292 |  | 553 |  | 584 |
| Other service charges and fees |  | 335 |  | 380 |  | 733 |  | 744 |
| Bank-owned life insurance income |  | 233 |  | 238 |  | 463 |  | 637 |
| Gain on sales of SBA loans guaranteed portion |  | 2,378 |  | 5,473 |  | 5,070 |  | 5,473 |
| Net loss on sales of other loans |  | (460) |  | $(5,326)$ |  | (557) |  | $(7,719)$ |
| Net gain on sales of investment securities |  | 303 |  | 1,381 |  | 312 |  | 1,382 |
| Other-than-temporary impairment loss on investment securities |  |  |  | (116) |  |  |  | (116) |
| Other operating income |  | 242 |  | 150 |  | 332 |  | 262 |
| Total non-interest income |  | 8,150 |  | 7,189 |  | 16,507 |  | 10,822 |
| Non-Interest Expense: |  |  |  |  |  |  |  |  |
| Salaries and employee benefits |  | 9,415 |  | 9,449 |  | 18,766 |  | 18,559 |
| Occupancy and equipment |  | 2,555 |  | 2,621 |  | 5,111 |  | 5,216 |
| Deposit insurance premiums and regulatory assessments |  | 517 |  | 1,498 |  | 751 |  | 2,899 |
| Data processing |  | 1,142 |  | 1,298 |  | 2,312 |  | 2,551 |
| Other real estate owned expense |  | (20) |  | 69 |  | 12 |  | 25 |

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| Professional fees |  | 2,365 |  | 1,089 |  | 4,521 |  | 1,838 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Directors and officers liability insurance |  | 219 |  | 295 |  | 439 |  | 592 |
| Supplies and communications |  | 630 |  | 576 |  | 1,125 |  | 1,134 |
| Advertising and promotion |  | 1,005 |  | 1,009 |  | 1,677 |  | 1,610 |
| Loan-related expense |  | 91 |  | 88 |  | 237 |  | 288 |
| Amortization of other intangible assets |  | 41 |  | 45 |  | 82 |  | 116 |
| Other operating expenses |  | 2,004 |  | 1,726 |  | 4,098 |  | 3,681 |
| Total non-interest expense |  | 19,964 |  | 19,763 |  | 39,131 |  | 38,509 |
| Income before provision (benefit) for income taxes |  | 15,340 |  | 8,598 |  | 30,134 |  | 16,018 |
| Provision (benefit) for income taxes |  | 5,821 |  | $(47,177)$ |  | 10,505 |  | $(47,098)$ |
| Net income | \$ | 9,519 | \$ | 55,775 | \$ | 19,629 | \$ | 63,116 |
| Earnings per share: |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.30 | \$ | 1.77 | \$ | 0.62 | \$ | 2.01 |
| Diluted | \$ | 0.30 | \$ | 1.77 | \$ | 0.62 | \$ | 2.00 |
| Weighted-average shares outstanding: |  |  |  |  |  |  |  |  |
| Basic |  | 90,760 |  | 31,475,610 |  | 31,565,013 |  | 31,473,065 |
| Diluted |  | 55,988 |  | 31,499,803 |  | 31,633,535 |  | 31,489,943 |

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|  | Three Months Ended June 30, |  | Six Months EndedJune 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2013 | 2012 |  | 2012 |
| Net Income | \$ 9,519 | \$ 55,775 | \$ 19,629 | \$ 63,116 |
| Other comprehensive income (loss), net of tax |  |  |  |  |
| Unrealized (loss) gain on securities |  |  |  |  |
| Unrealized holding (loss) gain arising during period | $(5,553)$ | 214 | $(6,121)$ | 888 |
| Less: reclassification adjustment for gain included in net income | (303) | $(1,266)$ | (312) | $(1,266)$ |
| Unrealized gain on interest rate swap |  | 8 |  | 9 |
| Unrealized gain on interest-only strip of servicing assets | (2) | (3) | 1 | (1) |
| Income tax benefit related to items of other comprehensive income | 2,397 |  | 2,648 |  |
| Other comprehensive loss | $(3,461)$ | $(1,047)$ | $(3,784)$ | (370) |
| Comprehensive Income | \$ 6,058 | \$ 54,728 | \$ 15,845 | \$ 62,746 |

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> Hanmi Financial Corporation and Subsidiaries Consolidated Statements of Changes in Stockholders Equity (Unaudited)
> (In thousands, except share data)


See Accompanying Notes to Consolidated Financial Statements (Unaudited)

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## Hanmi Financial Corporation and Subsidiaries

## Consolidated Statements of Cash Flows (Unaudited)

(In thousands)

|  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2013 |  | 2012 |  |
| Cash flows from operating activities: |  |  |  |  |
| Net income | \$ | 19,629 | \$ | 63,116 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization of premises and equipment |  | 997 |  | 1,087 |
| Amortization of premiums and accretion of discounts on investment securities, net |  | 1,443 |  | 2,005 |
| Amortization of other intangible assets |  | 82 |  | 116 |
| Amortization of servicing assets |  | 739 |  | 419 |
| Share-based compensation expense |  | 189 |  | 102 |
| Provision for credit losses |  |  |  | 6,000 |
| Other-than-temporary loss on investment securities |  |  |  | 116 |
| FRB and FHLB stock dividends |  |  |  | 334 |
| Net gain on sales of investment securities |  | (312) |  | $(1,382)$ |
| Net (gain) loss on sales of loans |  | $(4,513)$ |  | 465 |
| Loss on investment in affordable housing partnership |  | 378 |  | 440 |
| Gain on bank-owned life insurance settlement |  |  |  | (163) |
| Valuation adjustment on other real estate owned |  | 7 |  | 57 |
| Valuation adjustment for loans held for sale |  |  |  | 1,781 |
| Origination of loans held for sale |  | $(45,978)$ |  | $(60,589)$ |
| Proceeds from sales of SBA loans guaranteed portion |  | 60,562 |  | 72,223 |
| Change in restricted cash |  | 5,350 |  | $(2,001)$ |
| Change in accrued interest receivable |  | 140 |  | 661 |
| Change in cash surrender value of bank-owned life insurance |  | (463) |  | (473) |
| Change in prepaid expenses |  | (488) |  | $(1,128)$ |
| Change in other assets |  | 1,489 |  | $(7,909)$ |
| Change in income tax assets |  | $(1,425)$ |  | $(52,063)$ |
| Change in accrued interest payable |  | $(9,205)$ |  | $(1,150)$ |
| Change in stock warrants payable |  | 82 |  | 137 |
| Change in other liabilities |  | 1,239 |  | 882 |
| Net cash provided by operating activities |  | 29,942 |  | 23,083 |
| Cash flows from investing activities: |  |  |  |  |
| Proceeds from matured term federal funds |  |  |  | 160,000 |
| Proceeds from redemption of federal home loan bank and federal reserve bank stock |  | 3,603 |  | 2,109 |
| Proceeds from matured or called securities available-for-sale |  | 40,247 |  | 71,339 |
| Proceeds from sales of securities available-for-sale |  | 24,764 |  | 88,538 |
| Proceeds from matured or called securities held to maturity |  |  |  | 6,338 |
| Proceeds from sales of other real estate owned |  | 548 |  |  |
| Proceeds from sales of loans held for sale |  | 5,380 |  | 65,470 |
| Proceeds from insurance settlement on bank-owned life insurance |  |  |  | 344 |
| Purchases of term federal fund |  |  |  | $(155,000)$ |
| Change in loans receivable |  | $(154,739)$ |  | $(16,160)$ |
| Purchases of securities available-for-sale |  | $(22,329)$ |  | $(98,311)$ |
| Purchases of premises and equipment |  | (310) |  | (396) |
| Purchases of loans receivable |  |  |  | $(82,669)$ |
| Purchases of federal reserve bank stock |  | (978) |  | $(1,979)$ |


| Net cash (used in) provided by investing activities | $(103,814)$ | 39,623 |
| :---: | :---: | :---: |
| Cash flows from financing activities: |  |  |
| Change in deposits | $(34,050)$ | 40,197 |
| Repayment of long-term federal home loan bank advances | (192) | (181) |
| Redemption of junior subordinated debentures | $(82,406)$ |  |
| Proceeds from exercise of stock options | 28 |  |
| Proceeds from exercise of stock warrants | 305 |  |
| Net cash (used in) provided by financing activities | $(116,315)$ | 40,016 |
| Net (decrease) increase in cash and cash equivalents | $(190,187)$ | 102,722 |
| Cash and cash equivalents at beginning of year | 268,047 | 201,683 |
| Cash and cash equivalents at end of period | \$ 77,860 | \$ 304,405 |

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| Supplemental disclosures of cash flow information: |  |  |
| :---: | :---: | :---: |
| Cash paid during the period for: |  |  |
| Interest paid | \$ 12,430 | \$ 11,704 |
| Income taxes paid | \$ 11,910 | \$ 4,912 |
| Non-cash activities: |  |  |
| Transfer of loans receivable to other real estate owned | \$ 800 | \$ 948 |
| Transfer of loans receivable to loans held for sale | \$ 8,010 | \$ 64,471 |
| Transfer of loans held for sale to loans receivable | \$ | \$ 1,779 |
| Conversion of stock warrants into common stock | \$ 983 | \$ |
| Income tax benefit related to items of other comprehensive income | \$ 2,648 | \$ |
| Change in unrealized loss in accumulated other comprehensive income | \$ 6,120 |  |

See Accompanying Notes to Consolidated Financial Statements (Unaudited)

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## Hanmi Financial Corporation and Subsidiaries

## Notes to Consolidated Financial Statements (Unaudited)

Three and Six Months Ended June 30, 2013 and 2012

## Note 1 Basis of Presentation

Hanmi Financial Corporation ( Hanmi Financial, the Company, we or us ) is a Delaware corporation and is subject to the Bank Holding Compan Act of 1956, as amended. Our primary subsidiary is Hanmi Bank (the Bank ), a California state chartered bank. Our other subsidiaries are Chun-Ha Insurance Services, Inc., a California corporation ( Chun-Ha ), and All World Insurance Services, Inc., a California corporation ( All World ).

In management sopinion, the accompanying unaudited consolidated financial statements of Hanmi Financial Corporation and Subsidiaries reflect all adjustments of a normal and recurring nature that are necessary for a fair presentation of the results for the interim period ended June 30, 2013, but are not necessarily indicative of the results that will be reported for the entire year or any other interim period. Certain information and footnote disclosures normally included in annual financial statements prepared in accordance with U.S. generally accepted accounting principles (GAAP ) have been condensed or omitted. The aforementioned unaudited consolidated financial statements are in conformity with GAAP. Such interim consolidated financial statements have been prepared in accordance with the instructions to Form 10-Q pursuant to the rules and regulations of the Securities and Exchange Commission. The interim information should be read in conjunction with our Annual Report on Form 10-K for the fiscal year ended December 31, 2012 (the 2012 Annual Report on Form 10-K ).

The preparation of interim consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Descriptions of our significant accounting policies are included in Note 2 Summary of Significant Accounting Policies in our 2012 Annual Report on Form 10-K.

## Note 2 Investment Securities

The following is a summary of investment securities available-for-sale:

|  | Amortized Cost |  | Gross realized Gain (In th | Un | ross ealized Loss | Estimated <br> Fair <br> Value |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| June 30, 2013: |  |  |  |  |  |  |
| Mortgage-backed securities ${ }^{(1)}$ | \$ 125,177 | \$ | 1,312 | \$ | 1,871 | \$ 124,618 |
| Collateralized mortgage obligations ${ }^{(1)}$ | 83,955 |  | 1,414 |  | 521 | 84,848 |
| U.S. government agency securities | 98,853 |  | 18 |  | 1,267 | 97,604 |
| Municipal bonds-tax exempt | 10,166 |  | 485 |  |  | 10,651 |
| Municipal bonds-taxable | 44,053 |  | 1,679 |  | 186 | 45,546 |
| Corporate bonds | 20,475 |  | 176 |  | 276 | 20,375 |
| SBA loan pool securities | 13,842 |  |  |  | 341 | 13,501 |
| Other securities | 3,025 |  | 1 |  | 93 | 2,933 |
| Equity securities | 354 |  | 385 |  |  | 739 |
| Total securities available-for-sale | \$ 399,900 | \$ | 5,470 | \$ | 4,555 | \$ 400,815 |
| December 31, 2012: |  |  |  |  |  |  |
| Mortgage-backed securities ${ }^{(1)}$ | \$ 157,185 | \$ | 3,327 | \$ | 186 | \$ 160,326 |
| Collateralized mortgage obligations ${ }^{(1)}$ | 98,821 |  | 1,775 |  | 109 | 100,487 |

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| U.S. government agency securities | 92,990 | 222 | 94 | 93,118 |
| :--- | ---: | ---: | ---: | ---: |
| Municipal bonds-tax exempt | 12,209 | 603 | 12,812 |  |
| Municipal bonds-taxable | 44,248 | 2,029 | 135 | 46,142 |
| Corporate bonds | 20,470 | 176 | 246 | 20,400 |
| SBA loan pool securities | 14,104 | 4 | 82 | 14,026 |
| Other securities | 3,331 | 73 | 47 | 3,357 |
| Equity securities | 354 | 78 | 40 | 392 |
|  |  |  |  |  |
| Total securities available-for-sale | $\$ 443,712$ | $\mathbf{\$ ~ 8 , 2 8 7}$ | $\mathbf{\$}$ | $\mathbf{9 3 9}$ |

(1) Collateralized by residential mortgages and guaranteed by U.S. government sponsored entities

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The amortized cost and estimated fair value of investment securities at June 30, 2013, by contractual maturity, are shown below. Although mortgage-backed securities and collateralized mortgage obligations have contractual maturities through 2042, expected maturities may differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

|  | Available-for-Sale |  |
| :---: | :---: | :---: |
|  | Amortized <br> Cost $\qquad$ | $\begin{aligned} & \text { Estimated } \\ & \text { Fair } \\ & \text { Value } \\ & \text { ands) } \end{aligned}$ |
| Within one year | \$ | \$ |
| Over one year through five years | 29,404 | 29,406 |
| Over five years through ten years | 111,880 | 111,811 |
| Over ten years | 49,130 | 49,393 |
| Mortgage-backed securities | 125,177 | 124,618 |
| Collateralized mortgage obligations | 83,955 | 84,848 |
| Equity securities | 354 | 739 |
| Total | \$ 399,900 | \$ 400,815 |

FASB ASC 320, Investments Debt and Equity Securities, requires us to periodically evaluate our investments for other-than-temporary impairment ( OTTI ). There was no OTTI charge during the six months ended June 30, 2013.

Gross unrealized losses on investment securities available-for-sale, the estimated fair value of the related securities and the number of securities aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position, were as follows as of June 30, 2013 and December 31, 2012:

|  | Less Than 12 Months |  |  | Holding Period 12 Months or More |  |  |  | Total Estimated Fair Value | Number <br> of <br> Securities |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Gross } \\ \text { Unrealized } \\ \text { Loss } \end{gathered}$ | $\begin{aligned} & \text { Estimated } \\ & \text { Fair } \\ & \text { Value } \end{aligned}$ | Number of Securities (In | Gross <br> Unrealized Loss <br> thousands, | Estimated Fair Value except numb | Number of Securities r of securitics | Gross Unrealized Loss ies) |  |  |
| June 30, 2013: |  |  |  |  |  |  |  |  |  |
| Mortgage-backed securities | \$ 1,871 | \$ 79,024 | 26 | \$ | \$ |  | \$ 1,871 | \$ 79,024 | 26 |
| Collateralized mortgage obligations | 521 | 25,134 | 10 |  |  |  | 521 | 25,134 | 10 |
| U.S. government agency securities | 1,267 | 89,068 | 31 |  |  |  | 1,267 | 89,068 | 31 |
| Municipal bonds-taxable | 183 | 7,485 | 6 | 3 | 444 | 1 | 186 | 7,929 | 7 |
| Corporate bonds | 108 | 4,880 | 1 | 168 | 10,819 | 3 | 276 | 15,699 | 4 |
| SBA loan pool securities | 341 | 13,501 | 4 |  |  |  | 341 | 13,501 | 4 |
| Other securities | 10 | 2,016 | 4 | 83 | 918 | 1 | 93 | 2,934 | 5 |
| Total | \$4,301 | \$ 221,108 | 82 | \$ 254 | \$ 12,181 | 5 | \$4,555 | \$ 233,289 | 87 |
| December 31, 2012: |  |  |  |  |  |  |  |  |  |
| Mortgage-backed securities | \$ 186 | \$ 28,354 | 10 | \$ | \$ |  | \$ 186 | \$ 28,354 | 10 |
| Collateralized mortgage obligations | 109 | 14,344 | 5 |  |  |  | 109 | 14,344 | 5 |
| U.S. government agency securities | 94 | 26,894 | 9 |  |  |  | 94 | 26,894 | 9 |
| Municipal bonds-taxable | 126 | 4,587 | 4 | 9 | 1,964 | 3 | 135 | 6,551 | 7 |
| Corporate bonds |  |  |  | 246 | 10,738 | 3 | 246 | 10,738 | 3 |
| SBA loan pool securities | 82 | 11,004 | 3 |  |  |  | 82 | 11,004 | 3 |
| Other securities | 1 | 12 | 1 | 46 | 953 | 1 | 47 | 965 | 2 |
| Equity securities | 40 | 96 | 1 |  |  |  | 40 | 96 | 1 |



All individual securities that have been in a continuous unrealized loss position for 12 months or longer as of June 30, 2013 and December 31, 2012 had investment grade ratings upon purchase. The issuers of these securities have not established any cause for default on these securities and the various rating agencies have reaffirmed these securities long-term investment grade status as of June 30, 2013. These securities have fluctuated in value since their purchase dates as market interest rates have fluctuated.

FASB ASC 320 requires other-than-temporarily impaired investment securities to be written down when fair value is below amortized cost in circumstances where: (1) an entity has the intent to sell a security; (2) it is more likely than not that an entity will be required to sell the security before recovery of its amortized cost basis; or (3) an entity does not expect to recover the entire amortized cost basis of the security. If an entity intends to sell a security or if it is more likely than not the entity will be required to sell the security before recovery, an OTTI write-down is recognized in earnings equal to the entire difference between the security $s$ amortized cost basis and its fair value. If an entity does not intend to sell the security or it is not more likely than not that it will be required to sell the security before recovery, the OTTI write-down is separated into an amount representing credit loss, which is recognized in earnings, and the amount related to all other factors, which is recognized in other comprehensive income.

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The Company does not intend to sell these securities and it is not more likely than not that we will be required to sell the investments before the recovery of its amortized cost basis. In addition, the unrealized losses on municipal and corporate bonds are not considered other-than-temporarily impaired as the bonds are rated investment grade and there are no credit quality concerns with the issuers. Interest payments have been made as scheduled, and management believes this will continue in the future and that the bonds will be repaid in full as scheduled. Therefore, in management s opinion, all securities that have been in a continuous unrealized loss position for the past 12 months or longer as of June 30, 2013 and December 31, 2012 were not other-than-temporarily impaired, and therefore, no impairment charges as of June 30, 2013 and December 31, 2012 were warranted.

Realized gains and losses on sales of investment securities, proceeds from sales of investment securities and the tax expense on sales of investment securities were as follows for the periods indicated:

|  | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 013 |  | 2012 |  | 13 |  | 2012 |
|  | (In thousands) |  |  |  |  |  |  |  |
| Gross realized gains on sales of investment securities | \$ | 304 | \$ | 1,431 | S | 313 | \$ | 1,432 |
| Gross realized losses on sales of investment securities |  | (1) |  | (50) |  | (1) |  | (50) |
| Net realized gains on sales of investment securities | \$ | 303 | \$ | 1,381 | \$ | 312 | \$ | 1,382 |
| Proceeds from sales of investment securities | \$ 15,764 |  | \$ 85,538 |  | \$ 24,764 |  | \$ 88,538 |  |
| Tax expense on sales of investment securities | \$ | 127 | \$ | 581 |  | 131 | \$ | 581 |

For the three months ended June 30, 2013, there was a $\$ 303,000$ net gain in earnings resulting from the redemption and sale of investment securities that had previously been recorded as net unrealized gains of $\$ 812,000$ in comprehensive income. For the three months ended June 30, 2012, there was a $\$ 1.4$ million net gain in earnings resulting from the redemption and sale of investment securities that had previously been recorded as net unrealized gains of $\$ 1.9$ million in comprehensive income.

For the six months ended June 30, 2013, there was a $\$ 312,000$ net gain in earnings resulting from the redemption and sale of investment securities that had previously been recognized as net unrealized gains of $\$ 856,000$ in comprehensive income. For the six months ended June 30, 2012, there was a $\$ 1.4$ million net gain in earnings resulting from the redemption and sale of investment securities that had previously been recorded as net unrealized gains of $\$ 1.7$ million in comprehensive income.

Investment securities available-for-sale with carrying values of $\$ 55.7$ million and $\$ 18.2$ million as of June 30, 2013 and December 31, 2012, respectively, were pledged to secure FHLB advances, public deposits and for other purposes as required or permitted by law.

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## Note 3 Loans

The Board of Directors and management review and approve the Bank s loan policy and procedures on a regular basis to reflect issues such as regulatory and organizational structure changes, strategic planning revisions, concentrations of credit, loan delinquencies and non-performing loans, problem loans, and policy adjustments.

Real estate loans are loans secured by liens or interest in real estate, to provide purchase, construction, and refinance on real estate properties. Commercial and industrial loans consist of commercial term loans, commercial lines of credit, and SBA loans. Consumer loans consist of auto loans, credit cards, personal loans, and home equity lines of credit. We maintain management loan review and monitoring departments that review and monitor pass graded loans as well as problem loans to prevent further deterioration.

Concentrations of Credit: The majority of the Bank s loan portfolio consists of commercial real estate and commercial and industrial loans. The Bank has been diversifying and monitoring commercial real estate loans based on property types, tightening underwriting standards, and portfolio liquidity and management, and has not exceeded certain specified limits set forth in the Bank s loan policy. Most of the Bank s lending activity occurs within Southern California.

## Loans Receivable

Loans receivable consisted of the following as of the dates indicated:

|  | $\begin{aligned} & \text { June 30, } \\ & 2013 \end{aligned}$ <br> (In th | D | $\begin{aligned} & \text { ecember 31, } \\ & 2012 \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| Real estate loans: |  |  |  |
| Commercial property | \$ 887,782 | \$ | 787,094 |
| Residential property | 88,654 |  | 101,778 |
| Total real estate loans | 976,436 |  | 888,872 |
| Commercial and industrial loans: |  |  |  |
| Commercial term ${ }^{(1)}$ | 940,555 |  | 884,364 |
| Commercial lines of credit ${ }^{(2)}$ | 45,195 |  | 56,121 |
| SBA loans ${ }^{(3)}$ | 157,240 |  | 148,306 |
| International loans | 32,583 |  | 34,221 |
| Total commercial and industrial loans | 1,175,573 |  | 1,123,012 |
| Consumer loans | 35,380 |  | 36,676 |
| Total gross loans | 2,187,389 |  | 2,048,560 |
| Allowance for loans losses | $(59,876)$ |  | $(63,305)$ |
| Deferred loan fees | 695 |  | 796 |
| Loans receivable, net | \$ 2,128,208 | \$ | 1,986,051 |

(1) Includes owner-occupied property loans of $\$ 838.5$ million and $\$ 774.2$ million as of June 30, 2013 and December 31, 2012, respectively.
(2) Includes owner-occupied property loans of $\$ 1.0$ million and $\$ 1.4$ million as of June 30, 2013 and December 31, 2012, respectively.
(3) Includes owner-occupied property loans of $\$ 142.9$ million and $\$ 128.4$ million as of June 30, 2013 and December 31, 2012, respectively. Accrued interest on loans receivable was $\$ 5.7$ million and $\$ 5.4$ million at June 30, 2013 and December 31, 2012, respectively. At June 30, 2013 and December 31, 2012, loans receivable totaling $\$ 691.6$ million and $\$ 524.0$ million, respectively, were pledged to secure advances from the FHLB and the FRB s federal discount window.

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The following table details the information on the sales and reclassifications of loans receivable to loans held for sale by portfolio segment for the three months ended June 30, 2013 and 2012:

|  | Real <br> Estate |  | CommercialandIndustrial $\quad$ Consumer(In thousands) |  |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| June 30, 2013 |  |  |  |  |  |  |  |
| Balance at beginning of period | \$ |  |  | 6,043 | \$ | \$ | 6,043 |
| Origination of loans held for sale |  |  |  | 22,834 |  |  | 22,834 |
| Reclassification from loans receivable to loans held for sale |  | 780 |  | 3,857 |  |  | 4,637 |
| Sales of loans held for sale |  |  |  | $(30,956)$ |  |  | $(30,956)$ |
| Principal payoffs and amortization |  |  |  | (5) |  |  | (5) |
| Balance at end of period | \$ | 780 |  | 1,773 | \$ | \$ | 2,553 |
| June 30, 2012 |  |  |  |  |  |  |  |
| Balance at beginning of period | \$ | 10,879 |  | 45,114 | \$ | \$ | 55,993 |
| Origination of loans held for sale |  |  |  | 34,723 |  |  | 34,723 |
| Reclassification from loans receivable to loans held for sale |  | 15,148 |  | 11,842 |  |  | 26,990 |
| Reclassification from loans held for sale to loans receivable |  | $(1,647)$ |  | (132) |  |  | $(1,779)$ |
| Sales of loans held for sale |  | $(21,909)$ |  | $(87,552)$ |  |  | $(109,461)$ |
| Principal payoffs and amortization |  | (58) |  | (146) |  |  | (204) |
| Valuation adjustments |  | $(1,124)$ |  |  |  |  | $(1,124)$ |
| Balance at end of period | \$ | 1,289 | \$ | 3,849 | \$ | \$ | 5,138 |

For the three months ended June 30, 2013, loans receivable of $\$ 4.6$ million were reclassified as loans held for sale, and loans held for sale of $\$ 31.0$ million were sold. For the three months ended June 30, 2012, loans receivable of $\$ 27.0$ million were reclassified as loans held for sale, and loans held for sale of $\$ 109.5$ million were sold.

The following table details the information on the sales and reclassifications of loans receivable to loans held for sale by portfolio segment for the six months ended June 30, 2013 and 2012:

|  | Real Estate |  | Commercial and Industrial Consumer (In thousands) |  |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| June 30, 2013 |  |  |  |  |  |  |  |
| Balance at beginning of period | \$ |  | \$ | 8,306 | \$ | \$ | 8,306 |
| Origination of loans held for sale |  |  |  | 45,978 |  |  | 45,978 |
| Reclassification from loans receivable to loans held for sale |  | 780 |  | 7,230 |  |  | 8,010 |
| Sales of loans held for sale |  |  |  | $(59,721)$ |  |  | $(59,721)$ |
| Principal payoffs and amortization |  |  |  | (20) |  |  | (20) |
| Balance at end of period | \$ | 780 | \$ | 1,773 | \$ | \$ | 2,553 |
| June 30, 2012 |  |  |  |  |  |  |  |
| Balance at beginning of period | \$ | 11,068 | \$ | 11,519 | \$ | \$ | 22,587 |
| Origination of loans held for sale |  |  |  | 60,589 |  |  | 60,589 |
| Reclassification from loans receivable to loans held for sale |  | 32,224 |  | 32,247 |  |  | 64,471 |
| Reclassification from loans held for sale to other real estate owned |  | (360) |  |  |  |  | (360) |

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| Reclassification from loans held for sale to loans receivable | $(1,647)$ | $(132)$ | $(1,779)$ |
| :--- | ---: | ---: | ---: |
| Sales of loans held for sale | $(38,703)$ | $(99,455)$ | $(138,158)$ |
| Principal payoffs and amortization | $(169)$ | $(262)$ | $(431)$ |
| Valuation adjustments | $(1,124)$ | $(657)$ | $(1,781)$ |
|  |  |  |  |
| Balance at end of period | $\mathbf{1 , 2 8 9}$ | $\mathbf{\$}$ | $\mathbf{3 , 8 4 9}$ |

For the six months ended June 30, 2013, loans receivable of $\$ 8.0$ million were reclassified as loans held for sale, and loans held for sale of $\$ 59.7$ million were sold. For the six months ended June 30, 2012, loans receivable of $\$ 64.5$ million were reclassified as loans held for sale, and loans held for sale of $\$ 138.2$ million were sold.

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## Allowance for Loan Losses and Allowance for Off-Balance Sheet Items

In the first quarter of 2010, the look-back period was reduced from twelve quarters to eight quarters, with 60 percent weighting given to the most recent four quarters and 40 percent to the oldest four quarters, to place greater emphasis on losses taken by the Bank during the economic downturn. In the second quarter of 2013, management reevaluated the look-back period and restored the twelve quarter look-back period in order to capture a period of higher losses that would have otherwise been excluded. Risk factor calculations are weighted at 50 percent for the most recent four quarters, 33 percent for the next four quarters, and 17 percent for the oldest four quarters. As homogenous loans are bulk graded, the risk grade is not factored into the historical loss analysis. The change in methodology maintained the Bank sallowance at a level consistent with prior quarter. Under the previous methodology, the Bank would have recognized a negative provision of $\$ 5.9$ million, which the Bank did not consider to be prudent, given the uncertainty in the economy.

Activity in the allowance for loan losses and allowance for off-balance sheet items was as follows for the periods indicated:

|  | As of and for the Three Months Ended |  |  |  | As of and for the Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June 30, } \\ 2013 \end{gathered}$ |  | $\begin{aligned} & \text { March 31, } \\ & 2013 \end{aligned}$ | $\begin{gathered} \text { June 30, } \\ \text { 2012 } \\ \text { (In thousands) } \end{gathered}$ | $\begin{aligned} & \text { June 30, } \\ & 2013 \end{aligned}$ | $\begin{gathered} \text { June 30, } \\ 2012 \end{gathered}$ |
| Allowance for loan losses: |  |  |  |  |  |  |
| Balance at beginning of period | \$ 61,191 |  | 63,305 | \$ 81,052 | \$ 63,305 | \$ 89,936 |
| Actual charge-offs | $(3,490)$ |  | $(3,024)$ | $(14,716)$ | $(6,514)$ | $(27,037)$ |
| Recoveries on loans previously charged off | 1,867 |  | 714 | 1,324 | 2,581 | 2,361 |
| Net loan charge-offs | $(1,623)$ |  | $(2,310)$ | $(13,392)$ | $(3,933)$ | $(24,676)$ |
| Provision charged to operating expense | 308 |  | 196 | 4,233 | 504 | 6,633 |
| Balance at end of period | \$ 59,876 |  | 61,191 | \$ 71,893 | \$ 59,876 | \$ 71,893 |
| Allowance for off-balance sheet items: |  |  |  |  |  |  |
| Balance at beginning of period | \$ 1,628 |  | 1,824 | \$ 2,581 | \$ 1,822 | \$ 2,981 |
| Provision charged to operating expense | (308) |  | (196) | (233) | (504) | (633) |
| Balance at end of period | \$ 1,320 |  | 1,628 | \$ 2,348 | \$ 1,318 | \$ 2,348 |

The following table details the information on the allowance for loan losses by portfolio segment for the three months ended June 30, 2013 and 2012:

|  | Real Estate |  | Commercial and Industrial |  | Consumer <br> (In thousands) |  | Unallocated |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| June 30, 2013 |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses: |  |  |  |  |  |  |  |  |  |  |
| Beginning balance | \$ | 17,832 | \$ | 39,560 | \$ | 1,795 | \$ | 2,004 | \$ | 61,191 |
| Charge-offs |  | (146) |  | $(3,308)$ |  | (36) |  |  |  | $(3,490)$ |
| Recoveries on loans previously charged off |  | 1,042 |  | 819 |  | 6 |  |  |  | 1,867 |
| Provision |  | (248) |  | 1,963 |  | 119 |  | $(1,526)$ |  | 308 |
| Ending balance | \$ | 18,480 | \$ | 39,034 | \$ | 1,884 | \$ | 478 | \$ | 59,876 |
| Ending balance: individually evaluated for impairment | \$ | 28 | \$ | 5,011 | \$ | 385 | \$ |  | \$ | 5,424 |
| Ending balance: collectively evaluated for impairment | \$ | 18,452 | \$ | 34,023 | \$ | 1,499 | \$ | 478 | \$ | 54,452 |


| Loans receivable: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ending balance |  | 976,436 | \$ | 1,175,573 | \$ | 35,380 | \$ |  |  | 187,389 |
| Ending balance: individually evaluated for impairment | \$ | 6,972 | \$ | 37,055 | \$ | 1,647 | \$ |  | \$ | 45,674 |
| Ending balance: collectively evaluated for impairment |  | 969,464 | \$ | 1,138,518 | \$ | 33,733 | \$ |  |  | 141,715 |
| June 30, 2012 |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses: |  |  |  |  |  |  |  |  |  |  |
| Beginning balance |  | 22,230 | \$ | 54,638 | \$ | 2,244 | \$ | 1,940 | \$ | 81,052 |
| Charge-offs |  | $(5,243)$ |  | $(9,393)$ |  | (80) |  |  |  | $(14,716)$ |
| Recoveries on loans previously charged off |  | 517 |  | 789 |  | 18 |  |  |  | 1,324 |
| Provision |  | 3,902 |  | 776 |  | (425) |  | (20) |  | 4,233 |
| Ending balance |  | 21,406 | \$ | 46,810 | \$ | 1,757 | \$ | 1,920 | \$ | 71,893 |
| Ending balance: individually evaluated for impairment |  | 437 | \$ | 7,224 | \$ |  | \$ |  | \$ | 7,661 |
| Ending balance: collectively evaluated for impairment |  | 20,969 | \$ | 39,586 | \$ | 1,757 | \$ | 1,920 | \$ | 64,232 |
| Loans receivable: |  |  |  |  |  |  |  |  |  |  |
| Ending balance |  | 839,816 | \$ | 1,070,469 | \$ | 39,339 | \$ |  |  | 949,624 |
| Ending balance: individually evaluated for impairment |  | 16,619 | \$ | 42,087 | \$ | 1,401 | \$ |  | \$ | 60,107 |
| Ending balance: collectively evaluated for impairment |  | 823,197 | \$ | 1,028,382 | \$ | 37,938 | \$ |  |  | 889,517 |

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The following table details the information on the allowance for loan losses by portfolio segment for the six months ended June 30, 2013 and 2012:


As part of the on-going monitoring of the credit quality of our loan portfolio, we utilize an internal loan grading system to identify credit risk and assign an appropriate grade (from (0) to (8)) for each and every loan in our loan portfolio. All loans are reviewed by a third-party loan reviewer on a semi-annual basis. Additional adjustments are made when determined to be necessary. The loan grade definitions are as follows:

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Pass: Pass loans, grades (0) to (4), are in compliance in all respects with the Bank s credit policy and regulatory requirements, and do not exhibit any potential or defined weaknesses as defined under Special Mention (5), Substandard (6) or Doubtful (7). This category is the strongest level of the Bank s loan grading system. It incorporates all performing loans with no credit weaknesses. It includes cash and stock/security secured loans or other investment grade loans. The following are sub categories within the Pass category, or grades (0) to (4):

Pass (0): Loans or commitments secured in full by cash or cash equivalents.
Pass (1): Loans or commitments requiring a very strong, well-structured credit relationship with an established borrower. The relationship should be supported by audited financial statements indicating cash flow well in excess of debt service requirements, excellent liquidity, and very strong capital.

Pass (2): Loans or commitments requiring a well-structured credit that may not be as seasoned or as high quality as grade (1). Capital, liquidity, debt service capacity, and collateral coverage must all be well above average. This grade includes individuals with substantial net worth supported by liquid assets and strong income.

Pass (3): Loans or commitments to borrowers exhibiting a fully acceptable credit risk. These borrowers should have sound balance sheets and significant cash flow coverage, although they may be somewhat more leveraged and exhibit greater fluctuations in earning and financing but generally would be considered very attractive to the Bank as a borrower. The borrower has historically demonstrated the ability to manage economic adversity. Real estate and asset-based loans with this grade must have characteristics that place them well above the minimum underwriting requirements. Asset-based borrowers assigned this grade must exhibit extremely favorable leverage and cash flow characteristics and consistently demonstrate a high level of unused borrowing capacity.

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Pass (4): Loans or commitments to borrowers exhibiting either somewhat weaker balance sheets or positive, but inconsistent, cash flow coverage. These borrowers may exhibit somewhat greater credit risk, and as a result, the Bank may have secured its exposure to mitigate the risk. If so, the collateral taken should provide an unquestionable ability to repay the indebtedness in full through liquidation, if necessary. Cash flows should be adequate to cover debt service and fixed obligations, although there may be a question about the borrower s ability to provide alternative sources of funds in emergencies. Better quality real estate and asset-based borrowers who fully comply with all underwriting standards and are performing according to projections would be assigned this grade.
Special Mention: A Special Mention credit, grade (5), has potential weaknesses that deserve management s close attention. If not corrected, these potential weaknesses may result in deterioration of the repayment of the debt and result in a Substandard classification. Loans that have significant actual, not potential, weaknesses are considered more severely classified.

Substandard: A Substandard credit, grade (6), has a well-defined weakness that jeopardizes the liquidation of the debt. A credit graded Substandard is not protected by the sound worth and paying capacity of the borrower, or of the value and type of collateral pledged. With a Substandard loan, there is a distinct possibility that the Bank will sustain some loss if the weaknesses or deficiencies are not corrected.

Doubtful: A Doubtful credit, grade (7), is one that has critical weaknesses that would make the collection or liquidation of the full amount due improbable. However, there may be pending events which may work to strengthen the credit, and therefore the amount or timing of a possible loss cannot be determined at the current time.

Loss: A loan classified as Loss, grade (8), is considered uncollectible and of such little value that their continuance as active bank assets is not warranted. This classification does not mean that the loan has absolutely no recovery or salvage value, but rather it is not practical or desirable to defer writing off this asset even though partial recovery may be possible in the future. Loans classified Loss will be charged off in a timely manner.

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As of June 30, 2013 and December 31, 2012, pass (grade 0-4), criticized (grade 5) and classified (grade 6-7) loans, disaggregated by loan class, were as follows:

|  | $\begin{gathered} \text { Pass } \\ \text { (Grade 0-4) } \end{gathered}$ |  | Criticized <br> (Grade 5) |  | Classified <br> (Grade 6-7) <br> sands) |  | Total Loans |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| June 30, 2013 |  |  |  |  |  |  |  |  |
| Real estate loans: |  |  |  |  |  |  |  |  |
| Commercial property |  |  |  |  |  |  |  |  |
| Retail | \$ | 433,954 | \$ | 3,755 | \$ | 2,362 | \$ | 440,071 |
| Land |  | 5,465 |  |  |  | 7,981 |  | 13,446 |
| Other |  | 419,664 |  | 12,026 |  | 2,575 |  | 434,265 |
| Residential property |  | 86,677 |  |  |  | 1,977 |  | 88,654 |
| Commercial and industrial loans: |  |  |  |  |  |  |  |  |
| Commercial term |  |  |  |  |  |  |  |  |
| Unsecured |  | 84,786 |  | 631 |  | 16,612 |  | 102,029 |
| Secured by real estate |  | 779,408 |  | 16,105 |  | 43,013 |  | 838,526 |
| Commercial lines of credit |  | 42,914 |  | 608 |  | 1,673 |  | 45,195 |
| SBA loans |  | 146,716 |  | 884 |  | 9,640 |  | 157,240 |
| International loans |  | 31,303 |  |  |  | 1,280 |  | 32,583 |
| Consumer loans |  | 32,617 |  | 181 |  | 2,582 |  | 35,380 |
| Total gross loans |  | ,063,504 | \$ | 34,190 | \$ | 89,695 |  | ,187,389 |
| December 31, 2012 |  |  |  |  |  |  |  |  |
| Real estate loans: |  |  |  |  |  |  |  |  |
| Commercial property |  |  |  |  |  |  |  |  |
| Retail | \$ | 386,650 | \$ | 3,971 | \$ | 2,324 | \$ | 392,945 |
| Land |  | 5,491 |  |  |  | 8,516 |  | 14,007 |
| Other |  | 366,518 |  | 12,132 |  | 1,492 |  | 380,142 |
| Residential property |  | 99,250 |  |  |  | 2,528 |  | 101,778 |
| Commercial and industrial loans: |  |  |  |  |  |  |  |  |
| Commercial term |  |  |  |  |  |  |  |  |
| Unsecured |  | 87,370 |  | 663 |  | 22,139 |  | 110,172 |
| Secured by real estate |  | 710,723 |  | 13,038 |  | 50,431 |  | 774,192 |
| Commercial lines of credit |  | 53,391 |  | 863 |  | 1,867 |  | 56,121 |
| SBA loans |  | 136,058 |  | 1,119 |  | 11,129 |  | 148,306 |
| International loans |  | 34,221 |  |  |  |  |  | 34,221 |
| Consumer loans |  | 33,707 |  | 201 |  | 2,768 |  | 36,676 |
| Total gross loans |  | ,913,379 | \$ | 31,987 | \$ | 103,194 |  | ,048,560 |

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The following is an aging analysis of past due loans, disaggregated by loan class, as of June 30, 2013 and December 31, 2012:

|  | $\begin{aligned} & \text { 30-59 Days } \\ & \text { Past } \\ & \text { Due } \end{aligned}$ | 60-89 Days <br> Past <br> Due |  | 90 Days or More Past Due |  | Total Past Due (In thousands) |  |  | Current |  | otal Loans | $\begin{gathered} \text { Accruing } 90 \\ \text { Days } \\ \text { or More } \\ \text { Past Due } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| June 30, 2013 |  |  |  |  |  |  |  |  |  |  |  |  |
| Real estate loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial property |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | \$ | \$ |  | \$ |  | \$ |  | \$ | 440,071 | \$ | 440,071 | \$ |
| Land |  |  |  |  |  |  |  |  | 13,446 |  | 13,446 |  |
| Other |  |  |  |  |  |  |  |  | 434,265 |  | 434,265 |  |
| Residential property |  |  | 219 |  | 810 |  | 1,029 |  | 87,625 |  | 88,654 |  |
| Commercial and industrial loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial term |  |  |  |  |  |  |  |  |  |  |  |  |
| Unsecured | 416 |  | 455 |  | 1,885 |  | 2,756 |  | 99,273 |  | 102,029 |  |
| Secured by real estate |  |  |  |  | 122 |  | 122 |  | 838,404 |  | 838,526 |  |
| Commercial lines of credit |  |  | 146 |  | 188 |  | 334 |  | 44,861 |  | 45,195 |  |
| SBA loans | 2,376 |  | 2,707 |  | 3,718 |  | 8,801 |  | 148,439 |  | 157,240 |  |
| International loans |  |  |  |  |  |  |  |  | 32,583 |  | 32,583 |  |
| Consumer loans | 492 |  | 962 |  | 413 |  | 1,867 |  | 33,513 |  | 35,380 |  |
| Total gross loans | \$ 3,284 | \$ | 4,489 | \$ | 7,136 | \$ | 14,909 |  | 2,172,480 |  | 2,187,389 | \$ |
| December 31, 2012 |  |  |  |  |  |  |  |  |  |  |  |  |
| Real estate loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial property |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | \$ | \$ | 111 | \$ |  | \$ | 111 | \$ | 392,834 | \$ | 392,945 | \$ |
| Land |  |  |  |  | 335 |  | 335 |  | 13,672 |  | 14,007 |  |
| Other |  |  |  |  |  |  |  |  | 380,142 |  | 380,142 |  |
| Residential property |  |  | 588 |  | 311 |  | 899 |  | 100,879 |  | 101,778 |  |
| Commercial and industrial loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial term |  |  |  |  |  |  |  |  |  |  |  |  |
| Unsecured | 918 |  | 1,103 |  | 1,279 |  | 3,300 |  | 106,872 |  | 110,172 |  |
| Secured by real estate | 1,949 |  |  |  | 926 |  | 2,875 |  | 771,317 |  | 774,192 |  |
| Commercial lines of credit |  |  | 188 |  | 416 |  | 604 |  | 55,517 |  | 56,121 |  |
| SBA loans | 3,759 |  | 1,039 |  | 2,800 |  | 7,598 |  | 140,708 |  | 148,306 |  |
| International loans |  |  |  |  |  |  |  |  | 34,221 |  | 34,221 |  |
| Consumer loans | 61 |  | 146 |  | 538 |  | 745 |  | 35,931 |  | 36,676 |  |
| Total gross loans | \$ 6,687 | \$ | 3,175 | \$ | 6,605 | \$ | 16,467 |  | 2,032,093 |  | 2,048,560 | \$ |

## Impaired Loans

Loans are considered impaired when non-accrual and principal or interest payments have been contractually past due for 90 days or more, unless the loan is both well-collateralized and in the process of collection; or they are classified as Troubled Debt Restructuring ( TDR ) loans to offer terms not typically granted by the Bank; or when current information or events make it unlikely to collect in full according to the contractual terms of the loan agreements; or there is a deterioration in the borrower s financial condition that raises uncertainty as to timely collection of either principal or interest; or full payment of both interest and principal is in doubt according to the original contractual terms.

We evaluate loan impairment in accordance with applicable GAAP. Impaired loans are measured based on the present value of expected future cash flows discounted at the loan s effective interest rate or, as a practical expedient, at the loan s observable market price or the fair value of the collateral if the loan is collateral dependent, less costs to sell. If the measure of the impaired loan is less than the recorded investment in the loan,

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the deficiency will be charged off against the allowance for loan losses or, alternatively, a specific allocation will be established. Additionally, loans that are considered impaired are specifically excluded from the quarterly migration analysis when determining the amount of the allowance for loan losses required for the period.

The allowance for collateral-dependent loans is determined by calculating the difference between the outstanding loan balance and the value of the collateral as determined by recent appraisals. The allowance for collateral-dependent loans varies from loan to loan based on the collateral coverage of the loan at the time of designation as non-performing. We continue to monitor the collateral coverage, using recent appraisals, on these loans on a quarterly basis and adjust the allowance accordingly.

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The following table provides information on impaired loans, disaggregated by loan class, as of the dates indicated:

|  | Recorded <br> Investment | Unpaid <br> Principal <br> Balance | With No |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Related <br> Allowance <br> Recorded <br> (In thousands) |  | With an <br> Allowance Recorded |  | Related <br> Allowance |  |
| June 30, 2013 |  |  |  |  |  |  |  |  |
| Real estate loans: |  |  |  |  |  |  |  |  |
| Commercial property |  |  |  |  |  |  |  |  |
| Retail | \$ 1,818 | \$ 1,818 |  | 1,818 | \$ |  | , |  |
| Land | 1,612 | 1,902 |  | 1,612 |  |  |  |  |
| Other | 523 | 523 |  |  |  | 523 |  | 28 |
| Residential property | 3,019 | 3,091 |  | 3,019 |  |  |  |  |
| Commercial and industrial loans: |  |  |  |  |  |  |  |  |
| Commercial term |  |  |  |  |  |  |  |  |
| Unsecured | 12,689 | 13,742 |  | 3,440 |  | 9,249 |  | 3,863 |
| Secured by real estate | 16,492 | 17,649 |  | 15,887 |  | 605 |  | 119 |
| Commercial lines of credit | 1,052 | 1,259 |  | 1,052 |  |  |  |  |
| SBA loans | 5,541 | 8,832 |  | 3,363 |  | 2,178 |  | 998 |
| International loans | 1,281 | 1,280 |  | 572 |  | 709 |  | 31 |
| Consumer loans | 1,647 | 1,718 |  | 457 |  | 1,190 |  | 385 |
| Total gross loans | \$ 45,674 | \$ 51,814 | \$ | 31,220 | \$ | 14,454 | \$ | 5,424 |
| December 31, 2012 |  |  |  |  |  |  |  |  |
| Real estate loans: |  |  |  |  |  |  |  |  |
| Commercial property |  |  |  |  |  |  |  |  |
| Retail | \$ 2,930 | \$ 3,024 |  | 2,930 | \$ |  | \$ |  |
| Land | 2,097 | 2,307 |  | 2,097 |  |  |  |  |
| Other | 527 | 527 |  |  |  | 527 |  | 67 |
| Residential property | 3,265 | 3,308 |  | 1,866 |  | 1,399 |  | 94 |
| Commercial and industrial loans: |  |  |  |  |  |  |  |  |
| Commercial term |  |  |  |  |  |  |  |  |
| Unsecured | 14,532 | 15,515 |  | 6,826 |  | 7,706 |  | 2,144 |
| Secured by real estate | 22,050 | 23,221 |  | 9,520 |  | 12,530 |  | 2,319 |
| Commercial lines of credit | 1,521 | 1,704 |  | 848 |  | 673 |  | 230 |
| SBA loans | 6,170 | 10,244 |  | 4,294 |  | 1,876 |  | 762 |
| International loans |  |  |  |  |  |  |  |  |
| Consumer loans | 1,652 | 1,711 |  | 449 |  | 1,203 |  | 615 |
| Total gross loans | \$ 54,744 | \$ 61,561 |  | 28,830 | \$ | 25,914 | \$ | 6,231 |

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The following table provides information on impaired loans, disaggregated by loan class, as of dates indicated:


The following is a summary of interest foregone on impaired loans for the periods indicated:

| Three Months Ended <br> June 30, <br> 2013 | June 30, <br> 2012 | Six Months Ended <br> June 30, <br> 2013 | June 30, <br> 2012 |
| :---: | :---: | :---: | :---: |
| $\$ 1,057$ | $\$ 1,505$ | $\$ 2,125$ | $\$ 2,933$ |

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| Interest income that would have been recognized had impaired loans <br> performed in accordance with their original terms <br> Less: Interest income recognized on impaired loans <br>  <br> Interest foregone on impaired loans$\quad(926)$ |
| :--- |

There were no commitments to lend additional funds to borrowers whose loans are included above.

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## Non-Accrual Loans

Loans are placed on non-accrual status when, in the opinion of management, the full timely collection of principal or interest is in doubt. Generally, the accrual of interest is discontinued when principal or interest payments become more than 90 days past due, unless management believes the loan is adequately collateralized and in the process of collection. However, in certain instances, we may place a particular loan on non-accrual status earlier, depending upon the individual circumstances surrounding the loan s delinquency. When a loan is placed on non-accrual status, previously accrued but unpaid interest is reversed against current income. Subsequent collections of cash are applied as principal reductions when received, except when the ultimate collectability of principal is probable, in which case interest payments are credited to income. Non-accrual loans may be restored to accrual status when principal and interest payments become current and full repayment is expected.

The following table details non-accrual loans, disaggregated by loan class, as of the dates indicated:

|  | June 30, <br> $\mathbf{2 0 1 3}$ <br> (In thousands) | December 31, <br> $\mathbf{2 0 1 2}$ |  |
| :--- | ---: | ---: | ---: |
| Real estate loans: |  |  |  |
| Commercial property | $\$$ | $\$$ | 1,079 |
| Retail | 1,612 | 2,097 |  |
| Land | 1,620 | 1,270 |  |
| Residential property |  |  |  |
| Commercial and industrial loans: | 6,209 | 8,311 |  |
| Commercial term | 5,389 | 8,679 |  |
| Unsecured | 1,052 | 1,521 |  |
| Secured by real estate | 10,596 | 12,563 |  |
| Commercial lines of credit | 1,497 | 1,759 |  |
| SBA loans |  |  |  |
| Consumer loans | $\mathbf{\$ 2 7 , 9 7 5}$ | $\$$ | $\mathbf{3 7 , 2 7 9}$ |
|  |  |  |  |

The following table details non-performing assets as of the dates indicated:

|  | June 30, <br> 2013 | December 31, <br> (In thousands) |  |
| :--- | ---: | ---: | ---: |
| Non-accrual loans | $\$ 27,975$ | $\$$ | 37,279 |
| Loans 90 days or more past due and still accruing |  |  |  |
|  |  |  |  |
| Total non-performing loans | 27,975 | 37,279 |  |
| Other real estate owned | 900 | 774 |  |
| Total non-performing assets | $\mathbf{\$ 2 8 , 8 7 5}$ | $\mathbf{\$}$ | $\mathbf{3 8 , 0 5 3}$ |

Loans on non-accrual status, excluding loans held for sale, totaled $\$ 28.0$ million as of June 30, 2013, compared to $\$ 37.3$ million as of December 31, 2012, representing a 25.0 percent decrease. Delinquent loans (defined as 30 days or more past due), excluding loans held for sale, were $\$ 14.9$ million as of June 30, 2013, compared to $\$ 16.5$ million as of December 31, 2012, representing a 9.5 percent decrease.

As of June 30, 2013, other real estate owned consisted of two properties in Virginia and California with a combined carrying value of $\$ 900,000$, and a valuation adjustment of $\$ 126,000$ was recorded. As of December 31, 2012, there were two properties located in Illinois and Virginia with a combined carrying value of $\$ 774,000$ and no valuation adjustment.

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## Troubled Debt Restructuring

In April 2011, the FASB issued ASU 2011-02, A Creditor s Determination of Whether a Restructuring is a Troubled Debt Restructuring, which clarifies the guidance for evaluating whether a restructuring constitutes a TDR. This guidance is effective for the first interim or annual period beginning on or after June 15, 2011, and should be applied retrospectively to the beginning of the annual period of adoption. For the purposes of measuring impairment of loans that are newly considered impaired, the guidance should be applied prospectively for the first interim or annual period beginning on or after June 15, 2011.

As a result of the amendments in ASU 2011-02, we reassessed all restructurings that occurred on or after the beginning of the annual period and identified certain receivables as TDRs. Upon identifying those receivables as TDRs, we considered them impaired and applied the impairment measurement guidance prospectively for those receivables newly identified as impaired.

During the three months ended June 30, 2013, we restructured monthly payments on 9 loans, with a net carrying value of $\$ 787,000$ as of June 30, 2013, through temporary payment structure modifications or re-amortization. For the restructured loans on accrual status, we determined that, based on the financial capabilities of the borrowers at the time of the loan restructuring and the borrowers past performance in the payment of debt service under the previous loan terms, performance and collection under the revised terms are probable.

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The following table details troubled debt restructurings, disaggregated by concession type and by loan type, as of June 30, 2013 and December 31, 2012:

|  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

The following table details troubled debt restructuring, disaggregated by loan class, for the three months ended June 30, 2013 and 2012:

|  | June 30, 2013 |  |  |  | June 30, 2012 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number o Loans | e-Modification Outstanding Recorded Investment |  | stication anding rded tment sands, | Number of Loans cept number | Pre | ification <br> nding <br> rded <br> ment |  | ostfication anding orded stment |
| Commercial and industrial loans: |  |  |  |  |  |  |  |  |  |
| Commercial term |  |  |  |  |  |  |  |  |  |
| Unsecured ${ }^{(1)}$ | 6 | \$ 518 | \$ | 498 | 10 | \$ | 1,640 | \$ | 1,588 |
| Secured by real estate ${ }^{(2)}$ |  |  |  |  | 1 |  | 378 |  | 358 |
| Commercial lines of credit ${ }^{(3)}$ | 1 |  |  |  | 1 |  | 196 |  | 192 |
| SBA loans ${ }^{(4)}$ | 1 | 148 |  | 140 | 4 |  | 681 |  | 653 |

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|  |  |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer loans ${ }^{(5)}$ | 1 | 149 |  | 149 |  |  |  |  |  |
| Total | $\mathbf{9}$ | $\$ \mathbf{8 1 5}$ | $\$$ | $\mathbf{7 8 7}$ | $\mathbf{1 6}$ | $\mathbf{\$}$ | $\mathbf{2 , 8 9 5}$ | $\mathbf{\$}$ | $\mathbf{2 , 7 9 1}$ |

(1) Includes modifications of $\$ 42,000$ through a reduction of principal or accrued interest and $\$ 456,000$ through extensions of maturity for the three months ended June 30, 2013, and modifications of $\$ 1.2$ million through payment deferrals and $\$ 394,000$ through extensions of maturity for the three months ended June 30, 2012.
(2) Includes a modification of $\$ 358,000$ through a reduction of principal or accrued interest for the three months ended June 30, 2012.
(3) Includes a modification of zero through a reduction of principal or accrued interest for the three months ended June 30, 2013 and a modification of $\$ 192,000$ through a reduction of principal or accrued interest for the three months ended June 30, 2012.
(4) Includes a modification of $\$ 140,000$ through a reduction of principal or accrued interest for the three months ended June 30, 2013, and modifications of $\$ 362,000$ through payment deferrals and $\$ 291,000$ through reductions of principal or accrued interest for the three months ended June 30, 2012.
(5) Includes a modification of $\$ 149,000$ through a reduction of principal or accrued interest for the three months ended June 30, 2013.

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The following table details troubled debt restructuring, disaggregated by loan class, for the six months ended June 30, 2013 and 2012:

|  | Number of Loans | June 30, Pre- <br> Modification Outstanding Recorded Investment | Mo Ou R In thou. | Postification standing corded estment ands, excep | Number of Loans t number of lo | Mod Out Re Inv ans) | une 30, refication anding orded stment |  | stication anding rded tment |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and industrial loans: |  |  |  |  |  |  |  |  |  |
| Commercial term |  |  |  |  |  |  |  |  |  |
| Unsecured ${ }^{(1)}$ | 7 | 764 |  | 692 | 27 |  | 4,696 |  | 4,426 |
| Secured by real estate ${ }^{(2)}$ |  |  |  |  | 3 |  | 2,211 |  | 2,144 |
| Commercial lines of credit ${ }^{(3)}$ | 1 |  |  |  | 1 |  | 202 |  | 192 |
| SBA loans ${ }^{(4)}$ | 2 | 161 |  | 147 | 9 |  | 975 |  | 934 |
| International loans ${ }^{(5)}$ | 2 | 1,584 |  | 1,280 |  |  |  |  |  |
| Consumer loans ${ }^{(6)}$ | 1 | 149 |  | 149 |  |  |  |  |  |
| Total | 13 | \$ 2,658 | \$ | 2,268 | 40 | \$ | 8,084 | \$ | 7,696 |

(1) Includes modifications of $\$ 42,000$ through a reduction of principal or accrued interest and $\$ 650,000$ through extensions of maturity for the six months ended June 30, 2013, and modifications of $\$ 893,000$ through payment deferrals, $\$ 1.9$ million through reductions of principal or accrued interest and $\$ 1.6$ million through extensions of maturity for the six months ended June 30, 2012.
(2) Includes modifications of $\$ 1.6$ million through reductions of principal or accrued interest and $\$ 497,000$ through an extension of maturity for the six months ended June 30, 2012.
(3) Includes a modification of zero through a reduction of principal or accrued interest for the three months ended June 30, 2013 and a modification of $\$ 192,000$ through a reduction of principal or accrued interest for the six months ended June 30, 2012.
(4) Includes modifications of $\$ 7,000$ through a payment deferral and $\$ 140,000$ through a reduction of principal or accrued interest for the six months ended June 30, 2013, and modifications of $\$ 503,000$ through payments deferral and $\$ 442,000$ through reductions of principal or accrued interest for the six months ended June 30, 2012.
(5) Includes a modification of $\$ 1.3$ million through reductions of principal or accrued interest for the six months ended June 30, 2013.
(6) Includes a modification of $\$ 149,000$ through a reduction of principal or accrued interest for the six months ended June 30, 2013.

As of June 30, 2013 and December 31, 2012, total TDRs, excluding loans held for sale, were $\$ 29.0$ million and $\$ 35.7$ million, respectively. A debt restructuring is considered a TDR if we grant a concession that we would not have otherwise considered to the borrower, for economic or legal reasons related to the borrower sfinancial difficulties. Loans are considered to be TDRs if they were restructured through payment structure modifications such as reducing the amount of principal and interest due monthly and/or allowing for interest only monthly payments for six months or less. All TDRs are impaired and are individually evaluated for specific impairment using one of these three criteria: (1) the present value of expected future cash flows discounted at the loan s effective interest rate; (2) the loan s observable market price; or (3) the fair value of the collateral if the loan is collateral dependent.

At June 30, 2013 and December 31, 2012, TDRs, excluding loans held for sale, were subjected to specific impairment analysis, and $\$ 3.3$ million and $\$ 3.6$ million, respectively, of reserves relating to these loans were included in the allowance for loan losses.

The following table details troubled debt restructurings that defaulted subsequent to the modifications occurring within the previous twelve months, disaggregated by loan class, for the three and six months ended June 30, 2013 and 2012, respectively:

| Three Months Ended | Six Months Ended |  |  |
| :---: | :---: | :---: | :---: |
| June 30, 2013 | June 30, 2012 | June 30, 2013 | June 30, 2012 |

# Number of Recorded Number of Recorded Number of Recorded Number of Recorded 

 Loans Investment Loans Investment Loans Investment Loans Investment (In thousands, except number ofCommercial and industrial loans:
Commercial term

| Unsecured | 4 | $\$$ | 311 | 6 | $\$ 636$ | 4 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


[^0]:    See Accompanying Notes to Consolidated Financial Statements (Unaudited)

