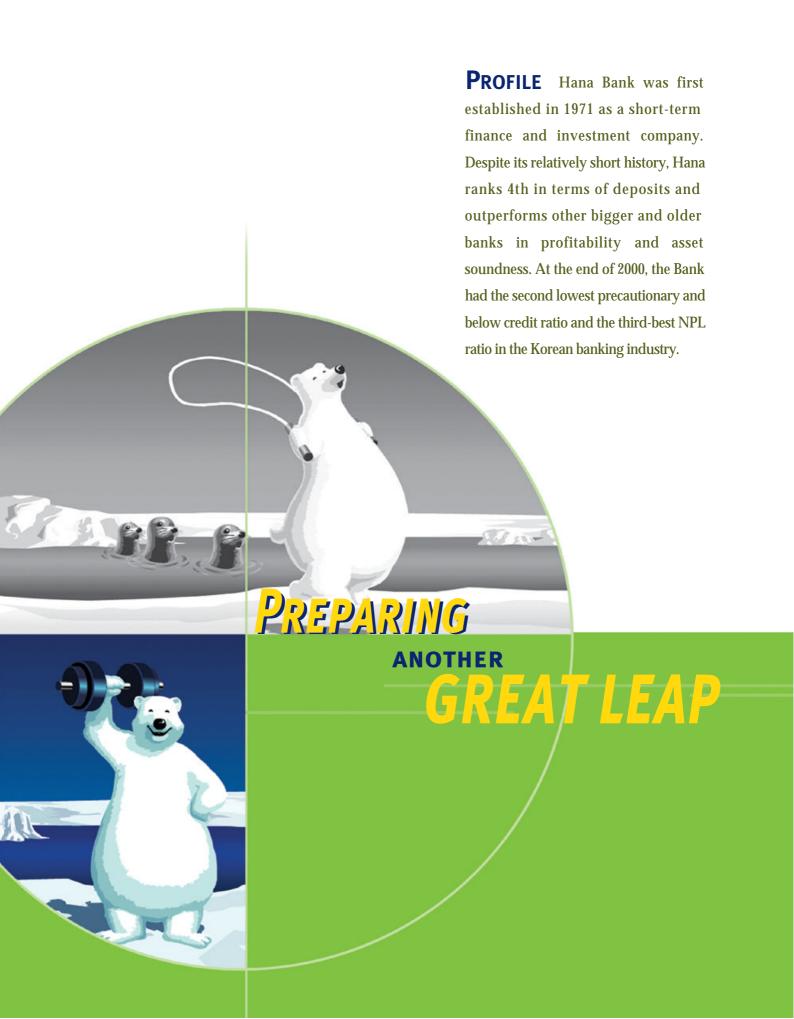


# Moving onto a New Banking Era







The Bank's core strength stems from its dominant position at the high end of the retail banking market. High net-worth customers contribute more than 35% of the Bank's total deposits, which gives the Bank the highest per capita deposits in the industry. Adding to these strengths, the Bank has the lowest expenses-to-assets ratio, making it the most efficient in the Korean banking industry.

For its outstanding productivity and profit performance, the Bank has been selected as the best bank in Korea by such leading trade journals as Asiamoney, Euromoney and Finance Asia.

Having matured into an established industry member, the Bank now charts a new course toward its goal: becoming one of the leading full-service financial institutions in Korea.



## **FORWARD**

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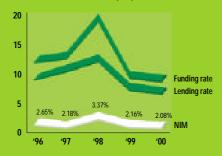


- \* The definition of total deposits and total loans is different from those in Audit Report (deposits-see page 27, Loans-see page 35)
- \* Trust account is included in total assets, total deposits and total loans

#### **Re-balancing Portfolio**



#### NIS and NIM(%)



#### **Cost-income ratio(%)**



\* see page 27



Chairman & CEO Seung-Yu Kim

In order to enhance asset quality, we believe the **right mind-set** is the foundation for the sound management of financial institutions. Hana Bank has that mind-set.

#### LETTER TO SHAREHOLDERS

#### My dear shareholders,

In retrospect, the year 2000 was another turbulent period for Korea. The untangling of the Daewoo problem, the management crisis of some large corporations, soaring oil prices, and an intensive corporate restructuring were some of the more serious difficulties that tested the nation's economy as well as the financial industry.

But as before, we have successfully coped with the economic turmoil, and have passed the trials of the economy to come out stronger and wiser. First of all, asset quality was the area to which we devoted the most of our resources and energies. To maintain our long-held tradition of having the best asset quality in the industry, we provisioned W559.7 billion against possible loan loss and wrote off W535.7 billion worth of bad assets, including trust accounts. As a result, our substandard and below credit ratio of FSC standard improved from 8.58% to 5.60% over the past year. Due to the reduction of substandard and below credits, net income amounted to only W20.5 billion, despite operating income, excluding irregular income, increased from W728.9 billion in 1999 to W828.2 billion in 2000. We deeply regret to provide our shareholders with a less cash dividend than the year before.

Our business result reflected the harshness of the market environment, but we have made worthy progress in our strategic areas. We substantially expanded our target customer base of high-net-worth households and professionals. Low-cost deposits increased in proportion to total deposits as well as in volume. Household and SME loans also rose markedly. We have invited Allianz Group, a world leader in asset management, as our new major shareholder, and expanded our capital base with their equity investment. In addition, we have also expanded our business operations by venturing into bancassurance and investment trust management with our new major shareholder. In Internet banking, which is fast-emerging as a strategic area of future financial business, the Bank was named "Best Bank of the Year" by four major dailies. Investment banking was another area where we excelled: We were also named "the best M&A house in Korea" by Euromoney.

This year we will keep our management focus on profitability and asset quality.

To improve profitability, we will first upgrade our funding and lending structures. Low-cost funding sources will be further cultivated to raise relatively cheap funds from the present 20% to 25% in terms of proportion to total Won deposits. To further disperse risks inherent in lending, large corporate loans outstanding will continually be redirected to the household and Small & Medium-sized Enterprise (SME) sectors. Such structural upgrading will not only lead to a bigger net interest margin but also become a cornerstone that heightens the Bank's corporate value.

Second, to better carry out the profitability and asset plans, we will realign our operation structure to market needs. As SMEs are growing both in number and in scale, we plan to establish a wholly-independent business unit dedicated to serving that growth market. Our Internet banking services will be further expanded, and our ATMs located at 200 some convenient stores will be given better exposure through an intensive promotional campaign. The use of outside marketing support services, which have proven effective in marketing loans and credit cards, will also be broadened.

The third part of our plan for 2001 is to continue our search for strategic business partners. In addition to bancassurance and investment trust management, we plan to venture into other areas in partnership with the world's leading institutions. Equity partnership will also be given consideration. Last year, we introduced an official electronic authentication card, and this year we will continue developing products that enable corporations to conduct financial transactions online in a real-time environment.

Fourth, we will focus on developing human resources to improve customer service. Encouraged by the performance of Private Bankers and Relationship Managers, we will continue to support our high networth customers and corporate finance specialists(RM) to improve their customer relationships. In particular, we will innovate our training programs for tellers, section officers and branch managers, those Bank representatives who are the first to come in contact with customers. Because they can make lasting imprints on customers with their job knowledge and work attitude, we will develop an employee training system that rewards their outstanding customer performance when assisting customers.

In order to enhance asset quality, we believe the right mind-set is the foundation for the sound management of financial institutions. Hana Bank has that mind-set. Our corporate culture of putting bank assets above ourselves has been more effective than any of the most sophisticated systems in keeping our asset quality sound. We will do our utmost to carry on this culture.

Of course, advanced risk management systems can help, and we will continue to upgrade ours. We have been encouraged by what the recently-developed Hana Grading System has demonstrated in terms of managing credit risk, but it still needs to be improved and finetuned. An upgraded Hana Grading System will play an integral part of the total risk management system we plan to complete in the near future. This total system will be used for risk-weighted performance measuring and pricing, which will in turn be a basis of a rational and objective reward system on our agenda. Through this system and other measures, we will strive to bring down our NPL ratio from the 5.6% of last year-end to the 2% level, where most of the world-leading banks stand.

Moreover, with a fully integrated risk management system, we should be able to raise the level of transparency in accounting. Following International Financial Service's recommendations, we have adopted international accounting standards in addition to Korean standards. To list our stocks on major international stock markets, we are taking the necessary steps to adopt U.S. accounting standards.

The year 2001 is our 30th anniversary, and our achievements made during the past 30 years are monumental in every aspect of finance. We have consistently posted a net profit performance for 30 years since our conversion to a bank, we have been No. 1 in productivity for the past 10 years. Having completed the restructuring that had lasted over the past few years, we now are in a better position to compensate our shareholders for the trust you have had in us. We project that our net income for 2001 will be around W300 billion, while ROE will exceed 17%. And I assure you that these figures are just the beginning of many heartwarming numbers to come in the near future. I have our patient shareholders, loyal customers and dedicated staff to thank for the picture of a brighter tomorrow.

Sincerely yours,

Chairman & CEO **Seung-Yu Kim** 

Sewy Kim

#### A GLANCE AT HANA'S 30 YEARS



Hana Bank has come a long way since its inception back in 1971 as a short-term finance and investment company. What grew into the best-performing short-term finance company, however, came to a crossroads in 1990: Facing an increasingly unstable business environment, the company had to choose one of the two roads available-commercial banking and merchant banking. The former was chosen and the choice could not have been more foresighted. All of the Bank's peers that took the other road failed to overcome the blow of the 1997 "IMF crisis" and became insolvent.

Having converted into a bank, Hana quickly discarded the shortcomings inherent in investment finance and kept the strengths, including a fluid corporate culture ideal for adopting changes in the banking environment. Armed with a progressive philosophy, the Bank successfully carried out a niche marketing strategy against the bigger and more established institutions. When the IMF crisis rocked the financial industry to its core, Hana was one of the few that came out from the crisis more respected.

In 1993 when the Bank was only three years into banking operations, Euromoney crowned Hana as the best Korean bank of the year. Other leading trade journals, namely Asiamoney and Finance Asia, followed with their endorsements, which included "Best Domestic Bank in Korea", "Best-Managed Company in Korea", and "Best Domestic M&A House in Korea".

During the past 10 years, the Bank has acquired a regional bank and merged with another commercial bank of similar size and corporate culture. The latter alliance, in particular, has strengthened the Bank's high net-worth customer base, an increasingly lucrative and strategically important niche market.

Hana has grown into a full-fledged commercial bank with a nationwide branch network. And Hana will continue to grow bigger and stronger at a pace faster than its peers.

# HANA'S THI

#### Euromoney picks Korea's best bank

In recognition of the Bank's superior management style, profitability and growth potential, the respected financial journal selected the Bank as "Korea's best bank".



71 June '9

**'90** 

December

**'91** 

9

lulv

Korea Investment Finance established



In response to a government effort to bring the curb market into the main stream, a group of investors formed Korea's first privately-owned finance brokerage company.

#### No. 1 underwriter

By achieving a total underwriting volume of W1 trillion, the company became a top-ranking underwriter among its peers and securities firms.

## Converted to Bank



Having seen the liberalization of the financial markets in the coming, the short-term finance company prepared for an eventual conversion into a bank by building a nationwide branch network, and when the time came, the transition was as smooth as had prepared for.

# RTY YEARS



### Finance Asia honors

Impressed with the Bank's comprehensive risk and cost management systems, the leading Hong Kong-based trade journal named Hana "Korea's best bank".

#### Asiamoney follows suit

Based on opinions of 250 fund managers of 150 investment firms worldwide, Asiamoney included the Bank in its "Korea's 10 best managed companies" list. Hana was the only bank to make the list.



96 November

97

June

'98

March June

October



#### Listed on London Stock Market

Despite negative market conditions at home, the Bank successfully issued US\$73 million worth of GDRs at a 6% premium, confirming its solid overseas credibility.

# IFC invests US\$150 million



The World Bank's International Finance Corporation emerged as the major shareholder by investing US\$150 million in the Bank.

#### Chungchong Hana launched

By taking over
Chungchong Bank through
P&A, the Bank expanded
its branch network by 67
new branches, most of
which concentrated in a
region where the Bank had
little presence. The
acquired bank soon became
an independent business
unit.







#### No.1 by customer satisfaction index

The Bank scored the best in the National Customer Satisfaction Index report. The index, developed by Korea Productivity Institute in 1999, calibrates the satisfaction levels of customers with regards to the respective products and services they actually have used.

## **Euromoney** awards HANA as "Best domestic M&A House"

Hana provided M&A advisory service to clients exceeding W420billion in total transaction value.



98 December



December OO Apr

December



# Top customer satisfaction bank

Korea Management Association awarded the Bank a "Top Customer Satisfaction Award in Banking" based on 6,000 consumers' opinions.

#### Merger with Boram Bank



The merger with a quality commercial bank with similarities in target groups and management style enabled the Bank to offer better customer service, to expand its customer base of high net-worth customers and to lay a firm foundation for growing into a full-sized financial institution.



#### Allianz Group becomes major shareholder

One of the world's topthree insurance and financial service groups, Allianz chose the Bank as a strategic partner for its penetration of Korean markets by taking up a 12.5% stake and establishing business ties for future joint ventureship.

# Protecting investor interests and earning their trust in management transparency and efficiency



Its international-standard corporate governance structure and on its commitment to

#### build an unassailable reputation as a trustworthy institution

#### **GOVERNANCE STRUCTURE**

Hana Bank's corporate governance structure was set up with a view toward protecting investor interests and earning their trust in management transparency and corporate efficiency. For higher transparency in bank management, the majority of the Board of Directors comprises non-standing members with distinguished business or academic backgrounds.

The Bank prides itself on a corporate governance structure that meets the international standards and on its commitment to build an unassailable reputation as a trustworthy institution. Hana Bank's management is future-oriented, with proper composition and operation of various decision-making bodies, based on the spirit of creative entrepreneurship.



#### **Board of Directors Steering Committee**

The Steering Committee consists of seven board members and is responsible for continually rationalizing the Bank's corporate governance structure, planning for the Board of Directors and its Committees, and appraising the operation of the Board of Directors. It is also in charge of recommending and screening candidates for the Board of Directors (except CEO & Audit Committee members).

#### **Management Development & Compensation Committee**

This committee is in charge of coming up with ways to heighten managerial performance. It also evaluates the performance and decides compensation for the Bank President and standing directors. Other duties also include improving the methods used for measuring managerial performance. It consists of four non-standing board members.

#### **Risk Committee**

This committee is responsible for the Bank's overall risk management strategy, overseeing the control of general risks and setting limits for market risk, credit risk, operation risk, and other types of risk inherent of the banking industry. It is also in charge of implementing and revising internal regulations pertaining to risk management and reviewing the status of the Bank's risk management activities. It consists of three standing board members and four non-standing board members.

#### **Audit Committee**

Launched in 2000 as a way to strengthen the function of auditors and to meet global standards, this committee is in charge of supervising management activities and evaluating internal control systems. It also monitors the performance of the outside auditor. It consists of three members of Board of Directors and two of three committee members are non-standing directors.

#### **VISION** AND **STRATEGY**



Chong-Suk Choi Senior Executive Vice President & CFO Group Head of Strategic Planning

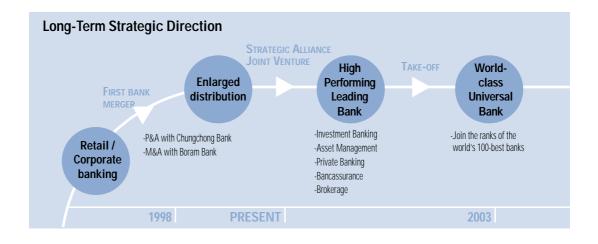
#### Vision

The Bank's vision is to become a world-class universal bank that consistently delivers maximum shareholders value and offers a complete selection of high-quality financial services.

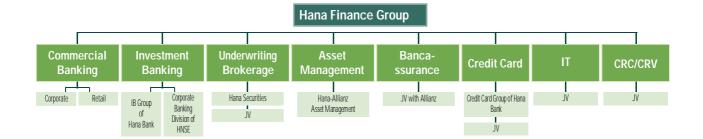
#### **Strategy**

Having set a clear vision, the Bank has been making steady progress toward its vision over the years. To expand its market position and distribution channels in retail and corporate banking, the Bank acquired a regional bank in 1998 and merged with a commercial bank with a solid position in the high net-worth individual segment. In addition, to further expand its services and products range, the Bank launched a bancassurance business in cooperation with Allianz AG in February, 2000, and established an investment trust management company in joint ventureship with the world's second largest insurance group in the second half of the year.

The basic strategy for reaching its vision involves strengthening its core areas, which will continue to be retail, corporate, and investment banking.



Becoming a world-class universal bank that consistently delivers maximum shareholders value and offers a complete selection of **high-quality financial services** 



Commercial Banking: >>> Retail banking To better develop its VIP-rich customer base, the Bank employees a Personal Banker system to cross-sell various products to customers in the middle and higher income brackets. The Bank also raises low-cost funds by serving the mass market through low-cost distribution channels . >>> Corporate banking The Bank has been reducing its exposure to the large corporate sector. Instead, it is increasing the range of services, including offering more loans to medium-sized businesses through its Relationship Manager system.

**Investment Banking**: The Bank plans to bolster its underwriting, brokerage, project financing and M&A advisory operations by finding a strategic partner of world-class level for its securities subsidiary.



Underwriting & Brokerage: The Bank offers underwriting and brokerage services in cooperation with its securities trading arm, Hana Securities. To strengthen its sales capacity and improve risk management, the trading subsidiary plans to pursue either business ties with global leaders in securities trading or adoption of advanced operation systems. The existing Internet trading services will continue to be upgraded and marketed. Moreover, by sharing customer databases and coordinating marketing strategies, the two institutions plan to expand cross-marketing programs to retail and corporate customers.

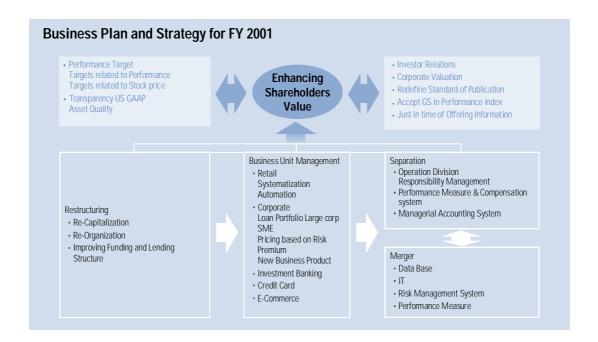
**Asset Management:** Asset management is one of the areas the Bank has recently ventured into by forming Hana Allianz Investment Trust Management Corporation with Allianz Group, its major shareholder. The Bank and the world's leading insurance corporation plan to nurture the first product of their strategic partnership into Korea's leading asset management company.

Bancassurance: Bancassurance is another latest addition to the Bank's operations. Launched together with Allianz, the Bank's bancassurance business is scheduled to grow into a joint venture company.

**Credit Card**: Credit card business holds a great future for the Bank's vision of a world-class financial group. To better keep up with market demand, the Bank has recently upgraded its credit card business to a fullyindependent unit. To further take advantage of its growth potential, the Bank plans to find the right partner from overseas.

IT: To improve operation efficiency and cut costs, the Bank plans to establish a subsidiary that will provide IT support to all Hana Financial Group members.

CRC / CRV: By establishing a subsidiary specializing in bad asset management, the Bank plans to improve upon its soundness and to prepare to venture into the asset management area.



#### **2001** Business Plan

For 2001, the Bank has set specific targets in three areas: profitability, soundness and capital. In regard to profitability ROE of 17.63%, ROA and NIM are targeted at 0.73% and 2.49%, respectively. The soundness target is a substandard and below credit ratio of 1.64%. The capital-related targets are, EPS of W2,093, BPS of W12,519, and BIS capital adequacy ratio of 10.91%.

#### **Performance Target Strategies**

#### 1. Restructure operations>>>

Improve funding and lending structures

Funding: Expand low-cost funding sources

Lending: Reduce exposure to large corporations and increase exposure to the SME and household sectors

Re-organization: Gear operation structure to customer needs and income source development

Re-capitalization

#### 2. Bolster management by operation>>>

Retail banking: Systemize and automate the operating base

Corporate banking: Improve the asset quality of credit exposure portfolio, fine-tune pricing to better reflect risk, and develop new business products

Investment banking: Expand operation to increase fee-based income

Credit card: Step up marketing and increase fee-based services

e-commerce: Expand the online infrastructure and upgrade services to attract more customers away from teller services, thereby cutting costs while increasing low-cost deposits.

#### 3. Separate and integrate>>>

#### Separation

Separate each operation division into an autonomous business unit as a way to instill accountability in management and modify each unit to customer needs.

Develop a rational performance measurement and compensation system as way to maintain employee quality. Integration

Integrate IT, risk management, performance measurement and database systems to bring efficiencies to operation and to improve employees' customer skills.

#### **RISK MANAGEMENT**

#### RISK MANAGEMENT SYSTEM

#### Risk management governance

As illustrated in the diagram below, the Bank's risk management governance structure comprises four bodies: Risk Committee, Risk Management Committee, Risk Management Group, and the Middle Offices.





Dal-Yong Lee President & CRO

Jeong-Ho Suh, Ph.D Executive Vice President & Group Head of Risk Management Group

#### **Risk Committee**

The Risk Committee, the highest risk-related decision-making body, sets limits on how much risk the Bank can take in each business. Comprising the Bank President, two deputy presidents and four nonstanding board directors, this committee also sets and revise basic risk management policies and guidelines, decides the amount of risk-weighted capital to be allocated to each unit and reviews the Bank's risk exposure and management status.

#### **Risk Management Committee**

The Risk Management Committee monitors whether the business units are adhering to risk limits and checks the Bank's exposure to each risk on a monthly basis. Consisting of seven heads of business divisions, this committee convenes at least once a month and ensures that each business division's operations meet the risk guidelines set by the Risk Committee.

#### **Risk Management Group**

The Risk Management Group manages all risk-related activities and issues arising from the banking operations. The group consists of two teams: ALM and Credit Control Teams. The former is in charge of market risk and liquidity risk, while the latter handles credit risk. Together, the two teams monitor the Bank's risk status, measure risk, keep track of the Bank's assets exposed to risk, and forecast the movement of risk variables. The teams also interact with the Middle Office of each business unit on all risk-related activities pertaining to the unit. In addition, the teams report the Bank's risk exposure and risk management status--including the Middle Offices' activities--to the two committee and to the management.

#### **RMS Project**

The Bank is in the process of establishing a total risk management system that identifies, measures, monitors and evaluates all risks inherent in the banking operations. For the initial stage, the Bank, in consultation with IBM and LKFS, has drawn up plans to upgrade the local and foreign currency front systems and the ALM system and defined the requisites for establishing a risk management system for each type of risk. Also completed is a data mart modeling for compiling and processing risk data at the main server. The next stage will involve forming a project team with the skills defined as necessary in the initial stage and establishing the integrated risk management system. Once completed in a year or so, the system is expected to create efficiency in the way the Bank manages its assets and to increase shareholders' value.

# With efforts on reducing precautionary and below credit exposures, the bank's year-end asset soundness

was one of the best in the industry

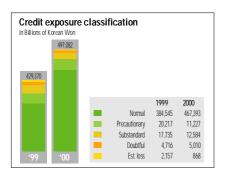
#### CREDIT RISK MANAGEMENT

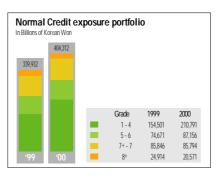
#### **Asset quality improved**

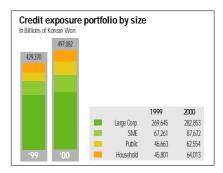
Because credit risk is such an important issue in banking business, the Bank makes an all-out effort to contain it within an acceptable limit.

During 2000, the Bank paid a particular attention to the asset quality of its credit portfolio. The Bank made a concerted effort to reduce its precautionary and below credit exposure, including the adoption of a "Watch List" system. The Bank also wrote off and sold a substantial portion of its non-performing credit exposures. "Credit exposure" is defined as loans and securities in bank and trust accounts.

Such efforts paid off, and the asset quality of the Bank's credit exposure portfolio has markedly improved over the past year. As the chart below shows, precautionary and below credit exposures decreased by 33.8%, while total credit exposure increased by 15.8%.







In addition to its credit exposures portfolio, the Bank's normal credit exposure portfolio has improved in quality over the year. As a result of the Bank's conservative credit exposure management, credit exposures of Grade 1 to Grade 4, or low-risk credit exposures, increased by 36.4%, while high-risk credit exposures, Grade 8, dropped by 17.4%.

The improvement in asset quality also accompanied a readjusting of the by-industry credit exposure portfolio that has lead to a reduction in the Bank's credit exposures to high-risk industries. In response to the weakening economy, the Bank reduced its exposures to construction and wholesale which carry higher risk in times of economic slowdown. As of 2000-end, the Bank's credit exposures in these areas accounted for 9.3% of total credit exposures, a substantial drop from 13.6% of the previous year.

The Bank also continued its efforts to dilute the unhealthy concentration of credit exposure in the large corporate sector which carries relatively higher risk. In particular, by constantly readjusting credit limits of large corporate borrowers to their latest ratings, the Bank reduced its credit exposure to the sector by 6% points. Its credit exposure to the SME and household sectors, on the other hand, has increased substantially. To further reduce its large corporate exposure, the Bank will adopt more stringent credit exposure review standards and update corporate credit ratings on a quarterly basis.



#### Credit management strengthened

#### International-standard corporate credit risk evaluation system adopted

The Bank uses a Hana Credit Grading System, an international-standard corporate credit risk evaluation system and the banking industry's first of its kind. The system was developed in cooperation with International Financial Corporation, one of the Bank's major shareholders. Currently, there are 100 credit evaluators thoroughly trained on the use of the sophisticated system. These credit evaluation specialists also function as Relationship Managers. The results produced from the Hana Credit Grading System serve as important information and data for the Bank's making of decisions ranging from innovating credit-related work processes to improving the management decision process.

#### Credit risk review strengthened

The Bank regularly assesses the credit risk of the top 60 business groups and adds any high-risk groups to the watch list for constant monitoring. When assessing credit risk, the Bank applies forward-looking criteria. Corporate borrowers with loans of W10 billion or higher are constantly monitored for any signs that could negatively affect their credit ratings.

Five times a year, each branch also conducts a loan review that involves fine-tuning the loan limits, rating, and credit risk of its small-amount borrowers. Branch personnel in charge of loan review are regularly educated and trained on the importance of sound credit management. Seminar is held twice a year on the prevention of loan default, covering the latest in the cause of loan default and how to deal with it.

#### Credit decision-making process digitalized

For the first time in the Korean banking industry, the Bank has digitalized its entire credit decision-making process from loan application to credit evaluation to loan approval. This digitalization is a result of the Bank's years-long effort to build a computer database of corporate credit ratings, credit evaluation results and other related data. The automation of the lending process has introduced efficiencies into the Bank's credit business, and it has also greatly improved customer relationships.

#### Measures to be taken in 2001

The Bank will continue to use every possible means to reduce problem-credit exposures and to fortify credit exposure management. By keeping close taps on its outstanding credit exposure by borrower, business type, and product, asset concentration will be prevented and credit risk will be spread out. By running its credit risk management system through various scenarios of different market conditions, the Bank will further hone its ability to allocate assets and capital in an efficient manner under any circumstances. In addition, through education and training, a team of qualified credit risk managers will be fostered. A new credit risk manager course will be created, more seminars on industry development will be held, and manuals of how to evaluate credit risk by industry will be made available.

A Hana Credit Grading System is an international-standard corporate credit risk evaluation system and the banking industry's first of its kind



#### MARKET RISK MANAGEMENT

#### Interest rate risk management

To maximize net interest income while maintaining interest rate risk at an acceptable level, the Bank actively manages the matching of its assets and liabilities. It minimizes risk arising from interest rate fluctuations by analyzing interest rate sensitivity gaps of assets and liabilities on a monthly basis and maintaining the ratio of assets to liabilities on an accumulative basis at 90% to 160%.(see page 34) The Risk Committee sets the ratio limits and the ALM team reports monthly to the Risk Management Committee about the ratio.

#### Price risk management

Price risk facing Korean banks has increased in degree and in kind over the past few years. In the name of market liberalization, the government continues to expand the limit within which market variables can fluctuate in price. The futures market has been thriving since its opening two years ago. To effectively manage price risk arising from the fluctuation of stock prices and exchange rates, and other market variables, the Bank uses a VaR (value-at-risk) methodology in its management of all investments related to market risk, such as securities, derivatives, etc.

To measure price risk, the Bank uses the value-at-risk ("VaR") methodology, which captures the potential loss from adverse market movements. This methodology in turn is based on a Delta-Normal method applied 10-day-hold period and confidence level of 99%. To supplement its VaR measurement, the Bank also uses a stress test based on the standard model of Derivatives Policy Group reflected extreme shock.(see page 34)

Each year the Risk Committee allocates a certain portion of the Bank's net worth against price risk, and, for each quarter, sets exposure and loss limits by product using a risk-weighted performance index. The Risk Management Group reports daily, weekly, monthly and quarterly to the Risk Committee and the Risk Management Committee about the Bank's exposure to price risk and any price risk-related developments.

#### Liquidity risk management

Liquidity risk is expected loss from the possibility of the Bank's inability to meet its liability obligations. The loss of investment opportunities due to liquidity problem is considered to be a part of liquidity risk. The Bank sets liquidity limits on all its assets, liabilities and derivatives trading, and it maintains liquidity based on the calculation of liquidity gaps between assets and liabilities of the same maturity. In the case of assets and liabilities with three-month-or-less-maturity, the ratio of assets to liabilities is to be maintained above 100%, which is well within the limit recommended by the Financial Supervision Service (FSS).(see page 34)

As of end of 2000, the Bank's local currency liquidity ratio was at 122% according to the FSS's guidelines. To maintain short-term foreign currency liquidity, the Bank has set the limits for the mismatch ratios of assets and liabilities maturing in seven days and one month to total foreign currency assets at FSS-recommended over 0% and over -10% relatively. As of the year-end, these two ratios were 19.5% and 23.5%, testaments to the Bank's sound foreign liquidity position.

On a monthly basis, the Risk Management Committee checks the Bank's exposure to liquidity risk based on a liquidity gap ratio and cash flow reported by the ALM team and the Middle Offices. The committee also readjusts the funding and asset management policies so as to keep the exposure within the limits set by the Risk Committee.

Focusing more on profitability and customers allows each division to better develop its **primary strengths**, more closely tie results to **strategic capability** with the continuously changing competitive environment

#### **PROFIT CENTERS**

In 2000, the Bank began a realignment of its organization to better focus on profitability and customers. This new organization is designed to allow each division to better develop its primary strengths, more closely tie results to rewards, better perform risk management, and improve strategic capability with the continuously changing competitive environment. The new organization consists of eight profit centers: retail banking, credit card, corporate banking, investment banking, treasury, Chungchong Hana, trust business, and e-commerce business groups.

#### Retail banking group

The Retail Banking Group is one of the three pillars buttressing the Bank's push toward world-class banking. The group contributes to the growth of the Bank's profit base by improving upon its dominance of the high end of the retail market and expanding its position in the middle market. To further develop its core customer base, the group runs 49 branches and 16 private banking centers where 77 Private Bankers cater toward high networth customers. Thoroughly trained in diverse aspects of banking, the group's Private Bankers provide VIP customers with comprehensive asset management service including financial planning, sale of mutual funds, advice on tax and real estate expertise.

In 2001, the group will focus on increasing household loans and low-cost deposits. To increase household loans, the sales organization will be bolstered, the loan broker system expanded, marketing of collateral-linked project financing stepped up toward housing constructors, and sale of real estate investment trusts strengthened. The group plans to expand household loans from the current 20% to 25% in proportion to total loans by the year-end. To attract more low-cost deposits, the securities trading deposit account will be marketed, use of internet banking including virtual accounts aggressively promoted and ATMs made more available.

Jung-Tae Kim Senior Executive Vice President & Group Head of Retail Banking Group

#### Credit card business group

The credit card business group is one of the Bank's fastest growing profit centers. As of the end of 2000, the group posted W1,250 billion in billings, which represents a 103% jump from the year before. The Hana Bank card membership hovered at 690,000 and merchants accepting the Bank's cards numbered 54,000. The group issues and markets credit cards under the name, Hana, affiliated with Visa, Master, or JCB Card.

In developing innovative products, the group stays a step ahead of customer needs. The Hana Save Card is popular for its three-month-no-interest payment feature. The Hana Eve Card was developed with features addressing woman needs. And the Hana Save & Joy Card offers a special discount at selected merchants. Also available from the card selection is an affinity card that offers mileage and other related benefits together with Korean Airlines. In 2001, the group plans to expand the profit base by developing Visa-affiliated revolving and business cards. In particular, the group intends to focus on gold and platinum cards for high-income and high net-worth customers.



Hoon-Kyu Kim
Senior Executive Vice Presiden
& Group Head of Corporate

#### Corporate banking group

The Corporate Banking Group has recently been reorganized to better respond to market changes and to compete more effectively with its peers. The new group now consists of large corporate business and SME business divisions and has expanded the Relationship Manager (RM) system for its SME business and global banking operations. The group's 21 teams of Relationship Managers are groomed into corporate banking specialists through rigorous training programs including courses on analyzing the current value and future redemption abilities of corporations.

The group has been reducing its large corporate loan portfolio for the past few years, and plans to further cut the ratio of total corporate loans from 46% to 39% by this year-end. To supplement the income base, the group is focusing on its fee-based businesses, including asset-backed securitization, underwriting, CLO, and derivatives trading, to name a few. As a part of its customer service, the group regularly provides 7,500 clients with the up-to-date information on interest rates, exchange rates and taxes. To expand its customer base of small proprietorships, the group plans to develop a scoring system to streamline its lending process. A user interface system combining corporate transaction settlement and other value-added services ideal for corporate customers is also planned. As corporate customers use the system to conduct their business transactions, the group can monitor all transactions and make loans for their settlement and purchases. Moreover, such customers will be more inclined to transfer funds, including employee salaries, through the Bank.



Hee-Dae Kim
Executive Vice President
& Group Head of Large Corporate
Promotion Group

Hee-Won Shim
Executive Vice President & Regional Group
Head of Regional SME Banking Division II

#### **Investment banking group**

Regarded as the pioneer in investment banking in Korea, Hana Bank's Investment Banking Group, with its prominent professionals and broad networks, continues to provide the highest quality financing and advisory services to the satisfaction of both domestic and international clients. The Group is composed of the Investment Banking Team and Venture Investment Team. The Investment Banking Team provides financial advisory services relating to Mergers & Acquisitions, Corporate Restructuring, Project Finance, Privatizations and Private Equity Investment. The Venture Investment Team makes equity investment in, and provides related advisory services to venture companies that are in the initial stage of establishment or in the pre-IPO stage.

Some of the highlights made in 2000 attest to the leadership position of the group. The group provided M&A advisory services to both buy- and sell-side clients with a total transaction value exceeding W420 billion. The group also syndicated a total of W1.1 trillion through non- and limited-resource project financing. In recognition of the group's stellar investment banking performance, the Bank was named "Best Domestic M&A House" by Euromoney, and ranked "No. 6 in project financing in Asia" and selected as "Runner-up for Best LBO Deal" for Project Mercury by The Asset.

Woong-il (Francis) Lee Senior Executive Vice President & Group Head of Investment Banking Group

In line with the Bank's effort to improve the caliber of its asset managers, the group plans to bolster the managerial accounting system to better measure the performance of each manager

#### **Treasury group**

The Bank Account Treasury Group is in charge of overseeing the Bank's liquidity, profitability and asset soundness. To maintain sound asset quality in the face of the volatile financial market, the group focused on reducing the Bank's high-risk asset portfolio and made encouraging progress. As of the end of 2000, the Bank's securities portfolio comprised government bonds and other high-quality investment instruments. As a result, the group's performance in improving the Bank's asset quality exceeded the industry average.

In 2001, the group will continue its focus on the asset quality of the Bank. The risk management systems will be constantly updated with the latest in software and hardware. In line with the Bank's effort to improve the caliber of its asset managers, the group plans to bolster the managerial accounting system to better measure the performance of each manager. Because the foreign currency market is known for its volatility, the Foreign Currency Money Market Team will join the group and closely cooperate with the group's Domestic Currency Money Market Team. The two teams cooperating to shield the Bank from the wild fluctuation of currencies will make the group's other operations more efficient.

Jin-Sung Kim Group Head of Treasury Group

#### **Chungchong Hana Bank**

Since the P&A of Chungchong Bank in 1998, the Chungchong Group has represented the Chungchong region including the Taejon metropolitan area in spirit and in substance. Thanks to its biggest presence in the region, the group has enjoyed an averaged growth rate in deposits of over 50%. Such an impressive growth can be attributed to its active community involvement. It has contributed to a local credit guarantee cooperative and an SME support center, both of which pursue the growth of the region's SME industry. In addition, as the treasury of Taejon City, the group teamed with the municipal government to set up a digital infrastructure to cut costs for the city's civil service operations to make them more efficient.

In 2001, the group aims to increase its net profit by 42% by raising total deposits by 46% and total loans by 59%. To increase household deposits, the group plans to target high income professionals and families. One-on-one marketing will be employed, while the Private Banker system will be further expanded through the branch network. The group will step up its effort to develop housing financing products that meet local customer needs and launch an intensive marketing campaign. Increasing joint projects with local civic bodies and business organizations will further strengthen the group's ties with them. By analyzing the SWOT of its peers, the group will fortify its position in some of the less-established areas.

Sung-Ho Choi Senior Executive Vice President & Group Head of Chungchong Hanabank.

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#### Trust business group

The Trust Business Group was the de facto leader in the domestic trust account business in 2000. The group either maintained the Bank's leadership position or improved its standing in a number of areassetting new industry records in the process. In total, the Bank had the largest position in 6 trust account markets, including specified money trust. For the first time in bank trust business, the group arranged and provided a trustee service to an asset-backed commercial paper issue and sold a will trust account.

The Trust Business Group comprises a trust fund team and a trust management team. The former operates traditional investment vehicles, such as stocks and bonds, as well as real estate and asset-backed securities. The latter ensures the transparent and efficient operation of trust investments. The group's strength lies in the close relationships it has established with high net-worth customers through the Bank's Private Banker system. High on its agenda for 2001 is reshuffling the components of its trust account portfolio with specified money trusts.

Michael Jeung Sae Lee Group Head of Trust Business Group

#### e-commerce business group

The Bank's basic strategy in e-business is called "e-transformation", which centers on strengthening customer relationships and creating additional value by transforming the current branch-based financial process into an information dealing process using digital channels. To bolster its e-business, the Bank has put more human and monetary resources on it through internal and external recruits for young pioneers. For corporate customers, the group offers cash management services, corporate banking system, virtual account services, and corporate credit cards. The group also offers individual PFM, as well as retail banking services. As icing on the cake, at the end of last year, the Bank's home site, hanabank.com received 4 Hit Web Site awards from major Korean newspaper companies for its convenience and qualified services .

In line with the Bank's strategy to increase SME loans, the e-Commerce Business Group developed a corporate purchasing fund loan and marketed it in cooperation with related business groups. As of the year-end, the Bank had the biggest share in this growth market. To expand its position in the online settlement market, the group is establishing a foothold in the digital identification card market created for government contractors. The group will accomplish this by linking its e-cash business with the purchase cards, buyer credit, receivable notes-backed loans and other similar products of other groups. An official settlement bank enjoys various benefits, including a steady flow of funds and new income opportunities. In cooperation with other financial institutions, the group is preparing demographic-based Web marketing and one-to-one personalized marketing programs for the planned introduction of the fully integrated one-stop financial service.



Sung-Yoon Song Senior Executive Vice President & Group Head of Banking Support Group

In-Sung Kang
Group Head of Information
and Technology Group



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#### **Key Financial Data (note 1)**

	2000	1999	1998
Operating Results (In billions of Korean Won)			
Operating Income(loss)	-61.6	81.0	176.0
Net interest income	693.6	522.9	412.2
Interest income	2,954.8	2,276.6	1,801.7
Interest expenses	2,261.2	1,753.7	1,389.5
Net of non-interest income	107.0	252.8	59.4
Net of commission income	115.2	80.4	81.7
Net of other operating income	-8.2	172.4	-22.3
General and administrative expenses	-340.6	-299.0	-167.8
Provision for credit losses (include provision for Guarantees and Acceptances)	-521.6	-395.7	-127.8
Net of non-operating income	78.9	131.2	-46.2
Ordinary income	17.3	212.2	129.8
Net of extraordinary income	15.8	0.0	0.0
Income before income taxes	33.1	212.2	129.8
Income tax expense	12.6	67.9	19.0
Net income	20.5	144.3	110.8
er Share Data (won)	20.0	111.0	110.0
Earnings per common share	124	1,353	1,790
(Fully diluted)	130	726	1,505
(Diluted-exclude preferred share held by KDIC)	156	1,252	1,505
Dividends per common share	200	400	400
Book value per common share	11,442	11,735	12,346
(Fully diluted)	9,220	8,638	11,216
(Diluted-exclude preferred share held by KDIC)	11,312	11,493	11,216
rofitability ratios (%)			
Return on assets	0.06	0.55	0.82
(FSC standard)(note 2)	0.05	0.47	0.69
Return on average common equity	1.06	10.58	11.35
(FSC standard )(note 3)	1.16	8.27	11.35
Net interest margin	2.08	2.16	3.37
(FSC standard)(see table 3)	2.07	2.16	3.34
G & D expenses to operating income ratio (see table 14)	42.5	38.5	35.6
Balance sheet data (In billions of Korea Won)			
Loans	25,608.6	17,970.3	7,700.2
Securities	11,918.5	9,708.2	5,635.9
Total assets	41,774.1	32,378.5	16,711.7
Deposits	28,753.3	23,019.7	10,838.3
Borrowings	2,663.9	2,804.7	1,468.3
Debentures	1,771.1	920.4	586.9
Total liabilities	40,015.7	30,612.9	15,848.4
Common stock	621.8	550.8	349.6
Preferred stock	335.4	472.8	0.0
Total shareholders' equity	1,758.4	1,765.6	863.3
sset quality ratios (amount - billion won, ratio - %) - Banking account only (see table 16, 19, 20)			
Total credit of banking account	26,681.6	18,940.3	92,502
Amount of substandard and below credits	1,384.1	1,410.6	186.1
Allowance for possible loan losses & Reserve for possible losses of G&A	861.2	705.0	239.4
Substandard and below ratio	5.19	7.45	2.01
Coverage ratio Coverage ratio			
Reserve for credit losses/Total credits	3.23	3.72	2.59
Reserve for credit losses/Substandard and below credits	62.22	49.98	128.64
apital Adequacy ratios (%) (Consolidated Base) - FSC standard			
Total capital ratio	10.45	12.33	13.10
Tier I ratio	6.50	8.99	7.90
Tier II ratio	3.95	3.54	5.20

note 1) All financial information set forth below is given on a non-consolidated basis and reshuffled in accordance with the 2000 line item classification.

The result of trust business reflected in the banking account on non-interest income is discussed in separate part of MD&A

note 2) Total average asset includes interest and principle guaranteed trust
note 3) Average equity includes preferred equity held by KDIC

#### Overview

During the year 2000, the Bank devoted the most of its resources and energies to improving asset quality. (A total of W559.7 billion was provisioned against possible credit losses and W535.7 billion Worth of bad assets was written off, those in including trust accounts.) As a result, the substandard and below credit ratio calculated based FSC standard improved from 8.58% to 5.60% over the past year. The coverage ratio of provisions for credit losses to substandard and below credites rose from 45.17% to 59.89%. As a result of these asset quality improvement actions, the Bank's net income fell by W123.8 billion to W20.5 billion.

In 2001, the Bank plans to increase provisions against possible credit losses by W320.9 billion, in order to completely erase the remaining bad assets from the balance sheet: W532.8 billion worth of assets will be written off, and W500.0 billion sold off, including bad assets in trust accounts. Once these clean-asset measures have been carried out, its substandard and below credit ratio will be 1.63%, while provisions against credit losses will account for 82.82% of total substandard and below credit.

#### **Net income**

As of the end of 2000, net interest income, the backbone of the Bank's income base, stood at W693.6 billion, up 33% from the year before. Net of non-interest income dropped W145.7 billion over the year. This drop stemmed from a W74.2 billion decrease in securities-related gains(see table 10, 18) due mainly to the sluggish stock market and a W105.8 billion decrease in income from trust operation(see table 10,17). These decreases overwhelmed a W41.3 billion increase made in fees and commissions in Banking account operating. (see table 10)

(table 1) Income statement

In billions of Korean Won

	2000	1999	1998
Operating Income(loss)	-61.6	80.9	176.0
Net interest income	693.6	522.9	412.2
Interest income	2,954.8	2,276.6	1,801.7
interest expenses	2,261.2	1,753.7	1,389.5
Net of non-interest income	107.0	252.8	59.4
Fees and commissions(note1)	115.2	80.4	81.7
Net of other operating income	-8.2	172.4	-22.3
General and administrative expenses	-340.6	-299.0	-167.8
Net of provisions for credit losses	-521.6	-395.7	-127.8
Net of non-operating income	78.9	131.2	-46.2
Ordinary income	17.3	212.2	129.8
Net of extraordinary income	15.8	0.0	0.0
Income before income tax	33.1	212.2	129.8
Income tax expense	12.6	67.9	19.0
Net income	20.5	144.3	110.8

note1) Consist of Fees and Commissions in banking account operation and Fees on termination of trust account (see table 10)

General & administrative expenses swelled 14% to W340.6 billion as a result of increased assets and branches.(see table 13 and 14) Net provisions for credit losses also rose W125.9 billion over the year, (see table 15 and 16) which consequently reduced net income to W20.5 billion.

#### Net interest income

Net interest income rose 32.6% to W693.6 billion. Net interest income in local currency rose 35.9% to W644.9 billion, while that in foreign currencies inched up W0.3 billion. The increase of net interest income reflects a healthy rise in interest income in relation to interest expenses. Interest income rose W678.2 billion while interest expenses increased W507.5 billion, resulting in a net interest income of W170.7 billion.

(table 2) Net interest income

In billions of Korean Won

2000	1999	1998
2,954.8	2,276.6	1,801.7
2,677,0	2,014.2	1,578.0
1,643.0	1,168.8	1,054.8
114.3	162.6	38.8
898.8	653.2	455.0
20.9	29.6	29.4
277.8	262.4	223.7
208.0	201.0	159.5
31.0	2.3	50.4
38.8	39.1	13.8
2,261.2	1,753.7	1,389.5
2,032.1	1,539.7	1,206.6
1,583.4	1,223.7	813.6
314.7	207.7	308.1
112.0	69.1	34.0
22.0	39.2	50.9
229.1	214.0	182.9
39.2	46.2	61.3
152.3	144.1	90.7
30.2	18.1	23.7
7.4	5.6	7.2
693.6	522.9	412.2
644.9	474.5	371.4
48.7	48.4	40.8
	2,954.8 2,677,0 1,643.0 114.3 898.8 20.9 277.8 208.0 31.0 38.8 2,261.2 2,032.1 1,583.4 314.7 112.0 22.0 229.1 39.2 152.3 30.2 7.4 693.6 644.9	2,954.8         2,276.6           2,677,0         2,014.2           1,643.0         1,168.8           114.3         162.6           898.8         653.2           20.9         29.6           277.8         262.4           208.0         201.0           31.0         2.3           38.8         39.1           2,261.2         1,753.7           2,032.1         1,539.7           1,583.4         1,223.7           314.7         207.7           112.0         69.1           22.0         39.2           229.1         214.0           39.2         46.2           152.3         144.1           30.2         18.1           7.4         5.6           693.6         522.9           644.9         474.5

note1) Exclude Reserve deposit in Bank of Korea

note2) Include Borrowings, Call money, Bonds sold of repurchase agreements, Bills sold, Due to BoK in foreign currencies

Net interest margin, which had dipped noticeably in the 4th quarter of 1999 due to the Daewoo crisis, began a steady rise in 2000, as the Bank continually improved its asset and liabilities portfolios and written off non-performing assets. As a result, net interest spread calculated by FSC standard rose 0.8% points from the 1.42% of the 4th quarter in 1999 to 2.22% in the 4th quarter in 2000, which is based on quarterly average balance. (see table 3)

(table 3) Trend of NIM(FSC standard)

unit:%

	1Q. '99	2Q. '99	3Q. '99	4Q. '99	1Q. '00	2Q. '00	3Q. '00	4Q. '00
Lending rate	11.85	9.20	9.04	8.14	8.73	9.06	8.76	8.91
Funding rate	8.62	7.81	7.45	7.20	7.23	7.18	7.09	7.09
Net interest spread	3.23	1.39	1.59	0.94	1.50	1.88	1.67	1.82
Net interest margin	3.28	2.18	2.11	1.42	1.81	2.22	2.02	2.22

- \* The differences between FSC standard and audit report are as follows.
  - $\cdot$  FSC standard treats stock as interest earning asset and dividend as interest revenue
  - •FSC standard treats credit card account as an interest earning asset and fees from credit card account as an interest revenue
  - Total interest earning asset is deducted by provision for credit losses by FSC standard

#### **Average Interest-Earning Assets and Lending Rate**

(table 4) Average Interest-Earning Assets and Lending Rate

unit: In billions of Korean Won

	2000		1999		1998	
	Average bs	Rate(%)	Average bs	Rate(%)	Average bs	Rate(%)
Won currency	30,048.7	8.91	20,932.8	9.62	9,837.6	16.04
Loans	18,478.0	8.89	12,223.0	9.56	6,202.7	17.01
Due from banks(note1)	1,373.9	8.32	2,259.7	7.19	332.5	11.66
Securities	10,196.8	8.81	6,450.1	10.13	3,302.4	13.78
Foreign currency	3,294.5	8.43	3,308.3	7.93	2,407.2	9.30
Loans	2,436.9	8.54	2,499.5	8.04	1,460.9	10.92
Due from banks	426.9	7.27	406.0	5.50	716.2	7.04
Securities	430.7	9.01	402.8	9.72	230.1	6.02
Total Interest-Earning Assets	33,343.2	8.86	24,241.1	9.39	12,244.8	14.71

note1) Exclude Reserve deposit in Bank of Korea

Total interest-earning assets rose 37.5% over the year to W33,343.2 billion, averaging a 86.2% growth rate for the past two years. Interest earning assets in local currency rose W9,115.9 billion to W30,048.7 billion, while those in foreign currencies decreased W13.8 billion to W3,294.5 billion. Local currency interest-earning assets rose sharply, as the Bank benefited handsomely from a quality flight triggered by the instability of the capital markets. Foreign currency assets, on the other hand, decreased because the Bank, mindful of the lessons of the 1997-98 financial crisis, has continued recalling high-risk overseas investments and maintained a conservative investment stance.

Average rate of return on interest-earning assets continued to decline since 1998 due to falling interest rates, but the rate of decline began to ease beginning in the second half of 1998. In 1997 and 1998, the government had applied a high interest rate policy to jump start the then lethargic economy, and, as the economy began to pick up steam in the latter half of 1998, interest rates were reduced to the previous level. Having anticipated such interest rate movements, the Bank reduced due from banks, which carried a relatively low rate of return, and instead expanded loans and securities. In lending in

particular, the Bank redirected large corporate loans to households and SME borrowers, thereby dispersing credit risk and improving rate of return. Average rate of return on foreign currency interestearning assets rose 0.5% points over the year, as the Bank's more stringent lending practices led to a sizable reduction in non-performing credit in foreign currencies.

These changes in asset management also brought about changes in assets mix as follows:

(table 5) Average Interest-Earning Assets Mix

unit:%

	2000	1999	1998
Won currency	90.12	86.35	80.34
Loans	55.42	50.42	50.66
Due from banks	4.12	9.32	2.72
Securities	30.58	26.61	26.96
Foreign currency	9.88	13.65	19.66
Loans	7.31	10.31	11.93
Due from banks	1.28	1.68	5.85
Securities	1.29	1.66	1.88

note1) exclude Reserve deposite in Bank of Korea

Average interest-earning assets in local currency rose 3.77% points in proportion to the total, against those in foreign currencies. Of local currency assets, the percentages of loans and securities rose 5.0% point and 3.97% point, respectively, while that of due from banks decreased 5.2% point. These changes reflect the Bank's asset

management strategies. After 1997 when credit risk was escalating, the Bank increased relatively lower-risk investment instruments such as due from banks and government bonds. As credit risk began to subside in 2000, however, the Bank switched its asset management strategy back to profitability and thus expanded securities and loans.

#### **Average Interest-Bearing Liabilities and Funding Rate**

(table 6) Average Interest-Bearing Liabilities and Funding Rate

In billions of Korean Won

	2000		1999		1998	
	Average bs	Rate(%)	Average bs	Rate(%)	Average bs	Rate(%)
Won currency	29,492.3	6.89	20,156.2	7.64	9,606.5	12.56
Deposits	23,495.7	6.74	16,301.7	7.51	6,930.4	11.74
Borrowings(note 1)	4,693.5	6.70	2,979.9	6.97	2,211.2	13.93
Debentures	1,052.0	10.65	640.3	10.80	219.1	15.52
Due from trust account	251.1	8.00	234.3	10.13	245.8	15.61
Foreign currency	3,062.5	7.48	3,249.9	6.58	2,365.0	7.74
Deposits	670.8	5.84	843.9	5.47	872.4	7.02
Borrowings(note 1)	2,042.5	7.46	2,097.5	6.87	1,092.2	8.30
Debentures	349.2	8.65	308.5	5.87	400.4	5.92
Total Interest-Bearing Liabilities	32,554.8	6.95	23,406.1	7.49	11,971.5	11.61

note1) Include Borrowings, Bonds sold of repurchase agreements, Bills sold, Due to BoK in foreign currencies

Interest-bearing liabilities rose 39.1% over the year 2000 to W32,554.8 billion. Local currency interest bearing liabilities rose 46.3%, while foreign currency interest bearing liabilities decreased 5.8%. Interest rates on interest bearing liabilities raised continued to drop since the IMF crisis of late 1997. The average interest rate

(table 7) Average Interest-Bearing Liabilities Mix

(unit · %)

			(41111. 70)
	2000	1999	1998
Won currency	90.59	86.12	80.24
Deposits	72.17	69.65	57.89
Borrowings(note 1)	14.42	12.73	18.47
Bond issued	3.23	2.74	1.83
Due from trust account	0.77	1.00	2.05
Foreign currency	9.41	13.88	19.76
Deposits	2.06	3.61	7.29
Borrowings(note 1)	6.28	8.97	9.13
Bond issued	1.07	1.32	3.34

note1) Include Borrowings, Bonds sold of repurchase agreements, Bills sold, Due to BoK in foreign currencies

dropped from the 11.61% of 1998 to 7.49% in 1999 and to 6.95% in 2000. Average interest rate on local currency interest bearing liabilities dropped further from 12.56% to 6.89% over the same period, thanks to the Bank's efforts to raise low-cost funds. Debentures, however, carried a relatively high interest rate of 10%, as they consist of a subordinated debts.

Foreign currency interest-bearing liabilities dropped in proportion to total interest-bearing liabilities, reflecting the Bank's conservative Lending practices. Local currency interestbearing liabilities, on the other hand, swelled as a result of quality flight. Noteworthy is that the Bank made significant progress in raising low-cost deposits which rose from W2.5trillion of 1st quarter 2000 to W5.7trillion of 4th quarter 2001 in average balance base.(see table 8). This is a result of the Bank's concerted efforts to strengthen its relatively weak position in the low-cost savings market. As a result of the W3.2 billion increase, average interest rate on deposits dropped 0.77% points over the year from 7.51% to 6.74%.

(table 8) The trend of deposit structure

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Classification	1Q. ′99	2Q. ′99	3Q. ′99	4Q. ′99	1Q. ′00	2Q. ′00	3Q. ′00	4Q. ′00
Low cost deposits	2,497.7	2,702.4	3,525.5	4,523.9	4,970.9	5,222.4	5,599.7	5,741.5
Core low cost deposits	1,828.8	1,323.0	1,829.4	2,280.1	2,661.0	2,902.0	2,953.0	2,924.6
Demand deposits	647.9	633.6	662.7	772.7	781.8	814.1	793.0	823.7
Low cost saving deposits	1,180.9	689.4	1,166.7	1,507.4	1,879.2	2,087.9	2,160.0	2,100.9
MMDA	668.9	1,379.4	1,696.1	2,243.7	2,309.9	2,320.4	2,646.8	2,816.9
Time deposits	8,506.5	9,294.1	9,720.0	11,935.0	13,587.6	13,953.2	14,786.3	15,658.2
Installment deposits	1,318.9	1,360.5	1,498.3	1,612.9	1,629.0	1,978.9	2,111.2	2,224.6
CDs, RPs, Bills Solds	3,070.1	2,705.7	3,125.8	3,462.9	3,840.7	4,394.9	4,341.2	4,852.2
Deposits in won currency	15,393.2	16,062.7	17,869.6	21,534.7	24,028.2	25,549.4	26,838.4	28,476.4
Low cost deposit ratio	16.23%	16.82%	19.73%	21.01%	20.69%	20.44%	20.86%	20.16%
Core low cost deposit ratio	11.88%	8.24%	10.24%	10.59%	11.07%	11.36%	11.00%	10.27%

<sup>\*</sup> Deposits in Audit Report do not include RPs and Bills solds but deposit defined by Hana Bank internally include RPs and Bills solds

#### **Net Interest Margin and Net Interest Spread**

(table 9) The trend of NIM and NIS

In billions of Korean Won

	2000			1999			1998		
	Average bs	Interest	Rate(%)	Average bs	Interest	Rate(%)	Average bs	Interest	Rate(%)
Interest-Earning Assets	33,343.2	2,954.8	8.86	24,241.1	2,276.6	9.39	12,244.8	1,801.7	14.71
Won currency	30,048.7	2,677.0	8.91	20,932.8	2,014.2	9.62	9,837.6	1,578.0	16.04
Foreign currency	3,294.5	277.8	8.43	3,308.3	262.4	7.93	2,407.2	223.7	9.30
Interest bearing liabilities	32,554.8	2,261.2	6.95	23,406.1	1,753.7	7.49	11,971.5	1,389.5	11.61
Won currency	29,492.3	2,032.1	6.89	20,156.2	1,539.7	7.64	9,606.5	1,206.5	12.56
Foreign currency	3,062.5	229.1	7.48	3,249.9	214.0	6.58	2,365.0	183.0	7.74
Net interest Margin			2.08			2.16			3.37
Won currency			2.15			2.27			3.78
Foreign currency			1.48			1.47			1.69
Net interest Spread			1.91			1.90			3.11
Won currency			2.02			1.98			3.48
Foreign currency			0.95			1.35			1.56

 $<sup>\</sup>star$  Based on Audit Report line item and average balance.(FSC standard-see page 25)

The high interest rates materialized in the wake of the IMF bailout began to stabilize after 1998 when the economy started to get back on a growth track, bringing down both funding costs and rate of return on interest-earning assets. In keeping with decreasing interest rates, the Bank made efforts to readjust funding costs to secure the optimum net interest margin. But such efforts were foiled by the credit crisis of Daewoo Group which led to a substantial increase the Bank's non-performing assets portfolio, consequently shrinking its net interest margin. In response, the

Bank doubled its efforts to expand the household and SME loan portfolios and to developed low-cost funding sources, and as a result, the Bank's net interest margin began its steep rise after the fourth quarter of 1999. FSC-based net interest spread, in particular, nearly doubled from the 0.94% of 1999 to 1.82% at the end of 2000.(see table 3) By continuing liquidating NPLs, cultivating the mass customer base, and lending to individual and SME borrowers, the Bank plans to raise its net interest margin to 2.49% in 2001.

#### **Net of Non-Interest Income**

(table 10) Trend of Non-Interest Income

In billions of Korean Won

	2000	1999	1998
Fees and Commissions			
in Banking account operation	111.7	70.4	51.0
Guarantee fees	9.0	14.3	14.2
Fees from credit card	47.4	28.2	22.6
Others	55.3	27.9	14.2
Income from trust operation	32.8	138.7	-9.5
Fees from trust operations	163.0	171.6	47.1
Losses from trust operations	-133.7	-42.9	-87.3
Fees on termination of trust account	3.5	10.0	30.7
Income from disposition			
and valuation of trading securities	-27.5	46.7	1.1
Income from disposition			
and valuation of trading bonds	11.7	-7.6	-16.6
Income from disposition			
and valuation of trading stocks	-39.2	54.3	17.7
Income from foreign currency trading	14.9	26.5	34.9
Others	-24.9	-29.5	-18.1
Total net of Non-interest income	107.0	252.8	59.4

1. Fees and Commissions: The Bank has been discontinuing low-yield payment guarantees and acceptances based on its judgement that they don't justify the risk they entail. As a result, guarantee fees have continued to fall for the last two years, dropping by W5.3 billion to W9.0 billion in 2000.

Income from the credit card business, however, jumped 68.09% to W47.4 billion in 2000, as a result of the Bank's stepped-up marketing efforts in contrast to its conservative approach the year before. The credit risk of households, which had soared after the IMF bailout, substantially eased by the end of 1999. In 2001, the Bank plans to upgrade its credit card operations to a fully independent business unit and to continue its aggressive approach to take advantage of the growing use of the plastic money.

(table 11) The result of credit card operation

In billions of Korean Won

	2000	1999	1998
Credit card number (customers) Affiliation (affiliations) Credit card account Billing amount	689,722	304,873	144,045
	54,428	44,086	17,252
	440.4	118.4	78.0
	1,259.5	620.5	343.0

2. Trust income: Income from trust operations reflected the Bank's shrunk trust volume, registering a W8.6 billion decrease. Losses from trust operations, however, soared to W133.7 billion due to the liquidation of development trust whose interest and principal are guaranteed. As a result, net income from trust operations dropped from W105.9 billion to W32.8 billion in 2000. As the outstanding

balance of development trusts fell from W3,136.1 billion in 1999 to W360.2 billion in 2000, it is expected that losses from trust operations for 2001 will be substantially less than the year 2000.

- 3. Securities-related income: As of the end of 2000, Losses from disposition and valuation of trading securities amounted to W27.5 billion, W74.2 billion less than the year before. Although falling interest rates led to a W11.7 billion gain from bond transaction and evaluation, the sluggish stock market and debt-equity swap for companies in work-out combined to generate a W39.2 billion loss.
- 4. Foreign exchange income: Though the Bank's import/export, FX, and wire remittance business was on a steady rise in 2000, stabilizing exchange rates were mainly responsible for reducing the Bank's foreign exchange income by W11.6 billion to W14.9 billion.

(table 12) The trend of foreign exchand transaction

unit: million dollar

	2000	1999	1998
Export	12,895	8,073	3,269
Import	11,315	6,622	2,378
Exchange / Sending	5,250	5,151	2,998

#### **General and Administrative expenses**

(table 13) G & A expenses breakdown

In billions of Korean Won

	2000	1999	1998
General and Administrative expenses	340.6	299.0	167.8
Salaries and Wages	134.9	126.1	53.7
Retirement benefits	12.1	9.7	12.8
Fringe benefits	23.9	17.7	24.2
Depreciation	38.8	32.1	14.7
Others	130.9	113.4	62.4

General and administrative expenses rose 13.9% over the year to W340.6 billion, reflecting the increased assets and rising prices.

(table 14) G&A expenses to Operating income ratio

G&A expense to Operating income ratio	42.5%	38.5%	35.6%
General and Administrative expenses	340.6	299.0	167.8
Operating income before provisions			
and G&A expenses	800.7	775.7	471.6
G&A expense to Operating income ratio	41.1%	41.0%	35.7%
General and Administrative expenses	340.6	299.0	167.8
Operating income exclude irregular income*	828.2	729.0	470.5

<sup>\*</sup> Irregular income: Income from disposition and valuation of trading securities, G&A expenses and Provisions for credit

#### **Management Discussion and Analysis**

years ended December 31

#### Net of Provisions for credit losses

(table 15) Trends of credit losses

In billions of Korean Won

	2000	1999	1998
Bad debt expenses Transfer from allowance	534.2	406.4	127.8
for acceptances and Guarantees	-12.6	-10.7	0.0
Net provisions for credit losses	521.6	395.7	127.8

During the year 2000, the Bank wrote off non-performing credit belonging to Daewoo Group and corporations in work-out programs, and provisioned against possible credit losses in accordance with the conservative forward-looking criteria. As a result, provisions for credit losses increased W125.9 billion over the year to W521.6 billion.

(table 16) Problem credit & Coverage ratio

In billions of Korean Won

	Precautionary	Substandard	Doubtful	Est. Loss	Total
Classification of credits	860.0	945.2	392.1	46.8	1384.1
Provisions for each credits	60.8	326.3	318.5	46.8	691.6
Collateral to each credits	637.7	253.8	218.1	82.8	554.7
Provisions/Credits(%)	7.07	34.52	81.23	100.00	49.97
(Provisions + Collateral)/Credits(%)	81.22	61.37	136.85	276.92	90.04

During the year 2000, the Bank built up enough provisions against possible credit losses. As of the year-end, the percentage of precautionary credit against which the Bank provisioned was 7.1%, that of substandard credit was 34.5%, doubtful credit 81.2% and estimated loss credit 100%. In addition, considering the amount of collateral in each category, doubtful and below credit is covered more than enough, with the possibility of some of the provisions to return to the income side of the ledger. As 61.4% of

substandard credit and 81.2% of precautionary credit are covered by collateral and provisions combined, the possibility of having to set additional provisions is very low.(see table 16)

In addition, the Bank plans a W495.8 billion write-off and a W500.0 billion sale of bad assets include bad assets in trust accounts in 2001. Once these have been carried out, the Bank's balance sheet will have been free of any non-performing assets, its profitability substantially enhanced and its BIS capital ratio greatly improved.

#### Improvement of Operation Base

#### 1. Decrease of losses from trust operation

(table 17) Breakdown of losses from trust operation

	2000	1999	1998
Ending balance of interest and principal guaranteed trust	360.6	3,136.7	2,465.7
The source of losses from trust operation	133.7	42.9	87.3
Provisions for credit losses	45.5	78.4	85.9
Losses from disposition and valuation of securities	73.5	-58.7	37.3
Losses from interest gap	30.2	18.7	3.1
Others	-15.5	4.5	-39.0
Ending balance of trust credits in interest & principal guaranteed trust	276.9	2,979.1	1,683.5
Substandard and below credits	220.1	721.5	157.5
Provisions for credit losses	120.9	236.3	70.0
Provisions/Substandard and below credits(%)	54.9	32.7	44.4
Outstanding Balance of stock & Losses from stock operation	Beginning BS	Ending BS	Profits
Total	108.5	2.3	-82.6
Pure Trading	43.1	0	-26.8
Debt-Equity swap	65.4	2.3	-55.8

<sup>\*</sup> Credit classification in 1998 did not apply FLC standard

The Bank offers four types of trust products: interest and principal guaranteed trust, principal-guaranteed trust, non-guaranteed performance based trust, and customer directions based trustSpecific money trust.

Of these types, interest and principal guaranteed trust was the only one that generated any loss from trust operations. The Bank managed two trust products whose interest and principal are guaranteed: the general unspecified money trusts and the development trust. The development trust, with an outstanding balance of W360.3 billion at the year-end, generated loss of 133.7 billion which is total losses from trust operations in 2000. The total figure comprised W45.5 billion in provisioning for possible credit losses in the development trust account, W73.5 billion in losses from disposition and valuation of securities, and W30.2 billion in interest gap between funding and lending rate. This year, however, the Bank expects losses from trust operations to be substantially less than last year. The reasons are as follows; first the losses from interest gap between funding and lending rate will be substantially less than last year as the balance of the development trust is only W360.3 billion, which represents a substantial decrease from the W3,136.1 billion of 1999; second all the stocks in the portfolio were sold during the year 2000, which eliminated the possibility of any loss from securities transaction and evaluation; third, the need to set an additional provisions against the possible credit loss in the development trust will be substantially less than the last year thanks to sufficient

provisions made in 2000. As such, the possibility of the Bank's making profits from its trust operations is very positive this year.

#### 2. Stock balance and losses from disposition and valuation of trading securities

(table 18) The operating result of trading stock

In billions of Korean Won

Classification	Beginning bs	Ending bs	Profits
Banking account	387.2	360.9	-104.0
Pure Trading	37.4	45.4	-28.3
Pure Investment	90.2	102.7	0.4
Debt-Equity swap	98.0	43.8	-45.4
Subsidiary	139.5	150.3	-15.7
Others	22.1	18.7	-15.0

As of the end of 2000, stock-related losses amounted to W104.0 billion. This figure mainly comprises W45.4 billion related to the disposition and valuation of equities swapped for loans to corporations in workout program and W41.3 billion related to equity evaluation following the insolvency of Korea Merchant Bank. Again, in 2001, the Bank expects its stock-related losses to decrease substantially for two main reasons: first, the Bank has reduced the book value of all its debt-equity swapped stocks and, second, it has also reduced the book value of its unsound subsidiary KMBC to zero and cut off its relationship with KMBC.

#### 3. Asset classification and provisions for credit loss

(table 19) The status of Asset classification and provisioning

Classification	2000	1999	1998(note 1)
Normal	24,437.5	16,414.7	7,673.4
Precautionary	860.0	1,115.0	1,390.7
Substandard	945.2	935.3	132.5
Doubtful	392.1	377.2	49.0
Estimated losses	46.8	98.1	4.6
Total Credit	26,681.6	18,940.3	9,250.2
Provisions for credit losses	861.2	705.0	239.4
Precautionary and below credits	2,244.1	2,525.6	1,576.8
Precautionary and below credit ratio(%)	8.41	13.33	17.05
Provisions for credit losses/precautionary and below credits(%)	38.38	27.91	15.18
Substandard and below credits	1,384.1	1,410.6	186.1
Substandard and below credit ratio(%)	5.19	7.45	2.01
Provisions for credit losses/Substandard and below credit(%)	62.22	49.98	128.64
Loss risk weighted bed credits(note 2)	431.9	473.8	55.6
Loss risk weighted bed credit ratio(%)	1.62	2.50	0.60
Provisions for credit losses/Total credit(%)	3.23	3.72	2.59

note 1) The asset classification in 1998 did not apply FLS standard

note 2) Substandard credits weighted 20%, Doubtful credits weighted 50% and Estimated loss credits weighted 100%

table 20) The trend of increase and decrease of Substandard and below credits

															III DIIIIOIIIS OI NOI EAII WOII	
	10.1997	20.1997	30.1997	40.1997	40.1997 10.1998 20.1998		30.1998	40.1998 10.1999		20.1999 30.1999		40.1999	10.2000	20.2000	30.2000	40.2000
As of beginning of quarter(a)	1,723	1,921	2,216	2,068	5,388	6,822	7,662	5,830	6,210	6,537	6,955	6,218	22,851	21,864	22,722	20,092
Increase(b)	349	554	2,986	2,822	3,024	1,819	2,664	1,961	1,478	1,622	1,209	21,764	1,318	5,104	1,499	1,462
FLC												18,134	617	4,473	526	213
Overdue 3 month	118	99	103	151	191	306	1,551	883	855	367	98 25	535	88	55	71	88
Court receivership, insolvency etc.	225	477	394	1,878	1,538	936	705	810	103	434	192	327	28	<i>L</i> 9	8	642
Deterioration of corporate credits	_	4	က	113	292	61	787	38	174			<del>8</del>	106	64	<i>L</i> 9	69
Rescheduling credits																
Others	5	7	2,486	089	1,000	516	121	99	346			2,052	428	427	917	4/4
Decrease(c)	151	259	134	2,502	1,590	979	4,496	1,581	1,151	1,204	1,946	5,131	2,305	4,246	4,129	4.361
Collection	139	82	119	8	333	88	210	83	790	82	83	1,745	1,178	1,479	1,431	1,645
Write off(d)	0	ಜ	0	112	42	340	217	432	142	262	000	920	99	1,118	2,314	1,785
Improvement of corporate credits	12	17	15	1,056	780	258	122	259	37	337	82	1,38	911	880	174	45
Sale(e)							3,947			<del>-</del>	-201	88	-289	-170	-171	6/9
Debt-equity swap									182		0	408	396	71	199	180
Discounting present value											0	513	0	1,208	182	27
Others	0	0	0	424	902			721	0	36	969	52	79	160	0	0
As of end of the quarter	1,921	2,216	5,068	5,388	6,822	7,662	5,830	6,210	6,537	6,955	6,218	22,851	21,864	22,722	20,092	17,193
Decrease ratio of substandard and below credits	8.8%	13.5%	%0'9	49.4%	29.5%	14.4%	28.7%	27.1%	18.5%	18.4%	28.0%	85.5%	10.1%	19.4%	18.2%	21.7%
Decrease ratio of substandard and below credits exclude 8.1 write off and loans sale	clude 8.1%	%8'6	5.4%	26.3%	23.5%	2.6%	54.3%	15.3%	15.7%	9.3%	16.2%	45.5%	2.8%	12.6%	7.2	12.6%
Increase ratio of substand and below credits	20.3%	28.8%	134.7%	55.7%	56.1%	%2.9%	34.8%	33.6%	23.8%	24.8%	17.4%	320.0%	5.8%	23.3%	%9:9	
Note	Hanbo crisis		_	IMF crisis	¥	Kia crisis				ă	Daewoo crisis	Apply FLC	Α×	Additional withdraw		
												SISID		3	3	3

The chart above shows the quarterly movements of the Bank's substandard-and-below credit. The Bank's loan default ratio began to rise from the Hanbo crisis in the first quarter of 1997 and turned downward after the third quarter of that year. Of course, the ratio turned upward in the fourth quarter of 1999 due to the adoption of the FLC, but the rise did not last long. During the course of 2000, the ratio remained stabilized, below 10%. Although ratio of decrease of substandard and below credits were erratic, ratio of decrease of substandard and below credits excluding write-offs and loans sale began to exceed ratio of increase of substandard and below credits in the first quarter of 2000 and on, which means that substandard and below credits were on, a gradual decrease since then.

If this decreasing trend continues, the Bank expects that gains from the recovery of substandard and below credits will exceed losses related to loans going bad. However, to reduce its substandard and below credits ratio to below 2% and thus raise its asset quality to the level of banks in the advanced nations, the Bank plans to build credit loss provisions to around W320.0 billion to write off and sell bad assets in this year.

In hillians of Korean Won

#### **Loan Portfolio**

(table 21) Loan protfolio of Banking Account

					In Dillions of K	orean won
	2000	(%)	1999	(%)	1998	(%)
Loans in won(note 1)	18,839.3	73.5	12,277.3	68.3	5,164.1	67.2
Large Enterprise	5,486.8	21.4	3,537.4	19.7	1,887.7	24.5
SME	6,623.2	25.9	5,300.8	29.5	2,376.0	31.0
Household	5,338.3	20.8	3,279.3	18.2	710.4	9.2
Public and interbank	1,391.0	5.4	159.8	0.9	190.0	2.5
Loans in foreign currencies	1,007.4	3.9	958.5	5.3	617.8	8.0
Bills purchased in foreign currencies	1,246.4	4.9	1,181.9	6.6	591.9	7.7
Advances for customers	171.6	0.7	192.6	1.1	33.8	0.4
Bonds purchased under repurchase agreement	820.0	3.2	920.0	5.1	0.0	0.0
Credit card accounts	440.4	1.7	118.4	0.7	78.0	1.0
Call loans	767.4	3.0	412.3	2.3	241.5	3.1
Privately-placed debentures	2,194.8	8.6	1,774.6	9.9	973.1	12.6
Others(note 2)	121.3	0.5	134.7	0.7	0.0	0.0
Total loans	25,608.6	100.0	17,970.3	100.0	7,700.2	100.0
(Loan loss provision)	(821.2)		(655.1)		(239.4)	
(Discounting present value)	(48.6)		(24.6)		(0.0)	

note 1) Include Bills purchased in won currency

note 2) Include Factoring receivables and Loans to be swaped to equity

As of the end of 2000, the Bank's total loans stood at W25.6 trillion, a 42.5% increase from the year before. The total figure comprised mostly Loans in won and Credit card account.

Loans in won rose by W6,562.0 billion over the year. Of the amount, W2,059.0 billion, the largest share, came from household loans, followed by W1,949.4 billion from large corporate loans, W1,322.4 billion from SME loans, and W1,231.2 billion from loans to public enterprises. Although large corporate loans increased in amount, the actual increase was due to a simple reshuffling. As some trust accounts, such as the development trust, were either discontinued or reduced, healthy large corporate loans managed under the trust account were transferred to the bank account.

Increasing household loans was one of the Bank's top priority projects in 2000. As a result, household loans jumped 62.8% over the year to W5,338.3 billion, and credit card account soared 272% to W440.4 billion. Increasing household loans not only has a benefit of higher rate of return than corporate loans but also contributes to dispersing credit risk. Since the IMF bailout of 1997, the Bank had held a conservative approach toward household loans until the first half of 1998 due to high credit risk. But as the improving economy eased credit risk and the default ratio of household loans proved to be less than that of corporate loans during the "IMF years", the Bank has adopted an aggressive stance toward increasing household loans since the second half of 1998.

#### **Deposit structure**

(table 22) Deposit structure of Banking Account

	2000	(%)	1999	(%)	1998	(%)
Deposit in won currency	31,344.3	96.4	24,170.2	97.7	11,072.8	93.3
Low cost deposits	6,945.0	21.4	5,901.7	23.9	1,946.1	16.4
Core low cost deposits	3,842.3	11.8	2,902.6	11.7	1,267.9	10.7
MMDA	3,102.7	9.5	2,999.1	12.1	678.2	5.7
Time deposits	16,847.6	51.8	13,182.1	53.3	5,262.8	44.3
Installment deposits	1,870.7	5.8	1,560.2	6.3	862.9	7.3
CDs	1,914.5	5.9	1,843.4	7.5	1,971.3	16.6
RPs*	1,356.9	4.2	1,001.4	4.0	817.1	6.9
Bills solds*	2,409.5	7.4	681.5	2.8	212.6	1.8
Deposit in foreign currency	1,178.2	3.6	571.0	2.3	795.3	6.7
Deposits	1,175.4	3.6	532.4	2.2	795.3	6.7
RPs*	2.8	0.0	38.7	0.2	0.0	0.0
Total deposits	32,522.5	100.0	24,741.2	100.0	11,868.1	100.0

<sup>\*</sup> RPs and Bills sold are classified as Borrowings in audit report but Hanabank internally defined as deposits

As of the end of 2000, the Bank's total deposits amounted to W32,522.5 billion, up 31.5% from the year before. Local currency deposits rose W7.2 trillion to W31,344.3 billion, while foreign currency increased W607.2 billion to W1,178.2 billion.

To review the increase of local currency deposits by type, lowcost deposits rose W1,043.3 billion. Of this figure, W939.7 billion came from demand deposits and low-cost savings deposits and a mere W103.6 billion from the MMDA. The growth of the MMDA, which is sensitive to interest rate movements, failed to reflect the Bank's efforts to increase low-cost deposits. This can be ascribed to the fact that the Bank set the volume in which the MMDA can maintain its core deposits at around W3 trillion. The Bank plans to readjust the size of the MMDA by thoroughly analyzing the product's transaction sustenance ratio and maintenance cost.

Meanwhile, the ratio of time deposits to total deposits inched down over the year. During the year, the Bank reduced some high-interest time deposits to further enhance profitability. Bills sold increased in volume, because the Bank sold "Bills

sold", as a way to avoid the Totalized income tax of individual financial income, which was to go into effect this year.

#### BIS capital adequacy ratio

(table 23) The status of Capital Adequacy ratio

In billions of Korean Won

	III billions of Rolean Wolf			
	2000	1999	1998	
Tier 1 capital	1,715.4	1,868.4	864.8	
Paid in capital	957.2	1,023.6	349.6	
Common share	621.8	550.8	349.6	
Preferred share	335.4	472.8	0.0	
Capital surplus	424.5	339.7	169.1	
Retained earnings	360.8	408.9	346.4	
Adjustment and etc.	-27.1	96.2	-0.2	
Tier 2 capital	1,041.3	735.5	569.2	
Evaluation income				
form investment securities	11.5	0.0	0.0	
Allowance for credit losses	172.1	99.9	136.8	
Subordinate debt	857.7	635.6	432.4	
Investment to nonconsolidated				
subsidiaries	0.0	41.3	0.0	
Total Capital	2,756.7	2,562.6	1,434.1	
Total Risk-weighted assets	26,382.3	20,778.8	10,944.6	
Capital adequacy ratio(%)	10.45	12.33	13.10	
Tier 1 ratio(%)	6.50	8.99	7.90	
Tier 2 ratio(%)	3.95	3.54	5.20	

As of the year-end 2000, the Bank's BIS capital adequacy ratio stood at 10.45%, which represents a 1.88% point decrease from the year before. The reasons for the decrease are as follows: first, the Bank repurchased W137.4 billion of the preferred shares it had received from the Korea Deposits Insurance corporation in relation to the P&A of Chungchong Bank and the merger of Boram Bank; second, the liberal allocation of provisions against possible loan losses in turn cut into net income; and third, the rapid inflow of funds in search of safe havens ballooned the Bank's risk-weighted assets.

Having returned W137.4 billion of the preferred shares, the Bank has the following redemption plan.

(table 24) Time schedule of repurchase of preferred share

unit: million won

	2000	2001	2002	2003	2004
Chungchong P&A Boram P&A	28,660 108 735	28,660 108.735	42,990 112 030	21,495	21,495
Total	,		155,020	21,495	21,495

#### Other information

(table 25) Targets and Limits for VaR

In billions of Korean Won

		nds Foreign	Stocks	FX Open Position	Deritives	Total
VaR for 10 days	44.1	3.0	50.1	6.6	14.4	118.2
Ratio to Equity Capital	1.60%	0.11%	1.82%	0.24%	0.41%	4.18%

(table 26) Liquidity ratio

	Assets	Liabilities	%
Won currency(billion won)	19,176.6	15,765.6	121.64
Foreign currency(hundred dollar)	2,039.9	1,338.3	152.43

### (table 27) Maturity Gap

### In billions of Korean Won

	Assets	Liabilities	Gap	
Won currency	37,946.9	38,094.2	-147.3	
Due in 3 months or less	11,024.6	15,765.6	-4,741.0	
Due between 3 months and 6 months	5,296.0	5,312.6	-16.6	
Due between 6 months and 1 year	8,523.7	7,039.7	1,484.0	
Due between 1 year and 3 years	7,814.8	2,715.9	5,098.9	
Due after 3 years	5,287.8	7,260.4	-1,972.6	
Foreign currency	3,827.3	3,679.8	147.5	
Due in 3 months or less	2,650.9	1,798.2	852.7	
Due between 3 months and 6 months	364.3	247.9	116.4	
Due between 6 months and 1 year	280.4	440.0	-159.6	
Due between 1 year and 3 years	317.8	962.1	-644.2	
Due after 3 years	213.9	231.6	-17.7	

### (table 28) Interest Gap

### In billions of Korean Won

	Assets	Liabilities	Gap
Won currency	34,921.7	33,331.2	1,590.5
Due in 3 months or less	14,299.0	13,854.4	444.6
Due between 3 months and 6 months	3,858.7	5,265.7	-1,407.0
Due between 6 months and 1 year	6,863.0	6,993.5	-130.5
Due between 1 year and 3 years	6,587.9	2,467.4	4,120.5
Due after 3 years	3,313.1	4,750.2	-1,437.1
Foreign currency	3,778.3	3,188.7	589.6
Due in 3 months or less	2,182.0	1,954.0	228.0
Due between 3 months and 6 months	657.7	1,186.5	-528.8
Due between 6 months and 1 year	196.9	46.9	150.0
Due between 1 year and 3 years	396.3	1.3	395.0
Due after 3 years	345.4	0.0	345.4

### (table 29) Funding and Lending Structure

### In billions of Korean Won

	Assets	(%)	Liabilities	(%)
Won currency	34,921.7	100.00	33,331.2	100.00
Below 3%	861.4	2.47	6,125.1	18.38
between 3% and 5%	109.4	0.31	395.8	1.19
between 5% and 7%	6,804.1	19.48	11,212.7	33.64
between 7% and 9%	14,137.3	40.48	13,854.4	41.57
between 9% and 11%	10,086.5	28.88	1,041.3	3.12
between 11% and 13%	1,889.2	5.41	549.8	1.65
Over 13%	1,033.8	2.97	152.1	0.46
Foreign currency	3,778.3	100.00	3,188.7	100.00
Below 3%	591.1	15.64	61.4	1.93
between 3% and 5%	60.0	1.59	25.8	0.81
between 5% and 7%	515.5	13.64	947.1	29.70
between 7% and 9%	1,736.3	45.95	2,047.3	64.20
between 9% and 11%	826.9	21.89	107.1	3.36
between 11% and 13%	43.8	1.16	0.0	0.00
Over 13%	4.7	0.12	0.0	0.00

(table 30) The Definition of Loans used in Korean Banking System

Audit Report line item	Loans defined by Hanabank internally	Credits to be provisioned	Provisioning effect to bank's profit	Credits for NPL classification
Banking Account				
Loans in Won	0			
Corporate Loans		0	0	0
Household Loans		0	0	0
Government and Public corporate Loans		0	0	0
Inter-bank Loans		Χ	Χ	Χ
Loans in foreign currencies	0	0	0	0
Bills purchased in won		0	0	0
Bills discounted	0			
Local L/C discounted	Х			
Bills bought in foreign currencies	Х	0	0	0
Advances for customers	0	0	0	0
Factoring receivables	0	0	0	0
Privately-placed debentures	0	0	0	0
Credit card accounts		0	0	0
Credit card accounts	Х			
Credit card loans	0			
Bonds purchased under repurchase agreement	X	Х	Х	X
Call loans	X	Х	Х	Х
Gross Loans				
Guarantees and Acceptance(note 1)	Х	0	0	0
Suspense receivable as credit	Х	0	0	0
Transfer from bad foreign bills bought	X	0	0	0
Trust Account				
Interest and Principal Guaranteed Trust	0	0	0	0
Loans				
Privately Placed debentures				
CPs				
Principal Guaranteed Trust	0	0	Х	0
Loans				
Privately Placed debentures				
CPs				
Non-Guaranteed Trust	0	0	Х	0
Loans				
Privately Placed debentures				
CPs Specific Trust	0	Х	X	0
Loans	0	^	۸	U
Privately Placed debentures				
CPs				

note 1) Normal and Precautionary in Guarantees and Acceptances and normal in Principle Guaranteed trust and Non-Guaranteed trust don't make provision following the FSS guideline

(table 31) Operating result of trust business

In billions of Korean Won

		Principal G	uaranteed	Non Gua	ranteed			
	Interest Guaranteed	Non mark to market	Mark to market	Non mark to market	Mark to market	Specific money trust	Asset trust	Total
Income form interest margin	-30.2	4.1	1.5	75.5	23.9	33.2	2.2	110.0
Income related securities transaction and evaluation	-73.5	2.2	0.0	16.8	0.0	0.0	0.0	-54.5
Bond transaction	9.2	2.2	0.0	168	0.0	0.0	0.0	28.1
Stock transaction	-81.0	0.0	0.0	0.0	0.0	0.0	0.0	-81.0
Stock evaluation	-1.6	0.0	0.0	0.0	0.0	0.0	0.0	-1.6
Income form loan sale	-2.6	0.0	0.0	-0.7	0.0	0.0	0.0	-3.3
Other income	18.0	-2.9	0.0	0.1	0.0	0.0	0.0	15.2
Income from discounting present value	18.0	0.0	0.0	0.4	0.0	0.0	0.0	18.4
Reserve for trust losses	0.0	-2.9	0.0	-0.3	0.0	0.0	0.0	-3.2
Reserve for credit losses	-45.5	5.4	0.0	-2.5	4.4	0.0	0.0	-38.1
Net of trust management income	-133.7	8.8	1.5	89.2	28.3	33.2	2.2	29.3
Fees on early termination of trust account	0.0	0.1	0.0	2.3	0.0	1.2	0.0	3.5
Total income form trust business	-133.7	8.9	1.5	91.4	28.3	34.3	2.2	32.8
Absorption from the bank	133.7	0.0	0.0	0.0	0.0	0.0	0.0	133.7

### (table 32) Asset classification and provision(FY2000)

In billions of Korean Won

		Trust a	ssets		Trust assets				
	Bank credits(a)	Int&Prin Guaranteed (b)	Prin. Guaranteed (c)	Trust credits to be consolidated (d=b+c)	Non -Guaranteed (e)	Trust credits to be provisioned (f=d+e)	Credits to be provisioned (g=a+f)	Credits in Specific trust(h)	Total credit(I=g+h)
Normal	24,437.5	23.6	390.6	414.2	1,881.0	2,295.1	26,732.7	1,107.3	27,839.9
Precautionary	860.0	33.2	5.8	39.1	96.4	135.5	995.5	50.0	1,045.5
Substandard	945.2	181.7	0.1	181.8	52.8	234.6	1,179.8	1.1	1,181.0
Doubtful	392.1	20.9	0.1	20.9	14.8	35.8	427.9	36.2	464.0
Est. loss	46.8	17.5	0.0	17.5	3.6	21.1	67.9	0.8	68.8
Total credits	26,681.6	276.9	396.7	673.6	2,048.6	2,722.1	29,403.8	1,195.4	30,599.1
Problem credits									
Precautionary and below credits	2,244.1	253.3	6.1	259.4	167.6	427.0	2,671.1	88.1	2,759.2
Substandard and below credits	1,384.1	220.1	0.2	220.3	71.2	291.5	1,675.6	38.1	1,713.7
Bad credits(doubtful and below)	438.9	38.4	0.1	38.5	18.4	56.9	495.8	37.0	532.8
Asset soundness ratio									
Precautionary ratio	3.22%	12.01%	1.47%	5.80%	4.71%	4.98%	3.39%	4.18%	3.42%
Precautionary and below ratio	8.41%	91.49%	1.53%	38.51%	8.18%	15.69%	9.08%	7.37%	9.02%
Substandard and below ratio	5.19%	79.48%	0.06%	32.71%	3.48%	10.71%	5.70%	3.19%	5.60%
Bad assets ratio	1.64%	13.86%	0.03%	5.71%	0.90%	2.09%	1.69%	3.09%	1.74%
Provisioning									
Provisions for credit losses	861.2	120.9	0.2	121.0	44.2	165.2	1,026.4	0.0	1,026.4
Present value discounts	48.6	26.8	0.5	27.3	0.0	27.3	75.9	0.0	75.9
Coverage ratio									
Provisions/total credits	3.23%	43.65%	0.05%	17.97%	2.16%	6.07%	3.49%	0.00%	3.35%
Provision/precautionary and below credits	38.38%	47.70%	3.25%	46.67%	26.36%	38.69%	38.43%	0.00%	37.20%
Provision/substandard and below credits	62.22%	54.91%	89.55%	54.94%	62.04%	56.68%	61.25%	0.00%	59.89%

<sup>\*</sup> Provision in interest and principal guaranteed trust directly effect to bank's profits.

\* Provision in principal guaranteed trust which is operated performance base does not effect to bank's profits as long as the leanding rate is higher then zero.

\* Provision in nonguaranteed trust does not effect to bank's profits.

\* The specitic money trust is operated by directions of truster so the credits in specitic money trust does not make provision.

# **Management Discussion and Analysis**

years ended December 31

(table 33) Asset classification and provision(FY1999)

In billions of Korean Won

		Trust a	nssets		Trust assets				
	Bank credits(a)	Int&Prin Guaranteed (b)	Prin. Guaranteed (c)	Trust credits to be consolidated (d=b+c)	Non -Guaranteed (e)	Trust credits to be provisioned (f=d+e)	Credits to be provisioned (g=a+f)	Credits in Specific trust(h)	Total credit(I=g+h)
Normal	16,414.7	1,615.6	86.5	1,702.1	3,668.2	5,370.3	21,785.0	653.8	22,438.8
Precautionary	1,115.0	300.9	4.3	305.2	409.9	715.1	1,830.1	89.2	1,919.3
Substandard	935.3	556.9	2.8	559.7	161.8	721.5	1,656.8	54.1	1,710.9
Doubtful	377.2	29.3	0.0	29.3	11.2	40.5	417.7	3.5	421.2
Est. loss	98.1	42.4	3.2	45.6	9.3	54.9	153.0	0.0	153.0
Total credits	18,940.3	2,545.1	96.8	2,641.9	4,260.4	6,902.3	25,842.6	800.6	26,643.2
Problem credits									
Precautionary	1,115.0	300.9	4.3	305.2	409.9	715.1	1,830.1	89.2	1,919.3
Precautionary and below credits	2,525.6	929.5	10.3	939.8	592.2	1,532.0	4,057.6	146.,8	4,204.4
Substandard and below credits	1,410.6	628.6	6.0	634.6	182.3	816.9	2,227.5	57.6	2,285.1
Bad credits(doubtful and below)	475.3	71.7	3.2	74.9	20.5	95.4	570.7	3.5	574.2
Asset soundness ratio									
Precautionary ratio	5.89%	11.82%	4.44%	11.55%	9.62%	10.36%	7.08%	11.14%	7.20%
Precautionary and below ratio	13.33%	36.52%	10.64%	35.57%	13.90%	22.20%	15.70%	18.34%	15.78%
Substandard and below ratio	7.45%	24.70%	6.20%	24.02%	4.28%	11.84%	8.62%	7.19%	8.58%
Bad assets ratio	2.51%	2.82%	3.31%	2.84%	0.48%	1.38%	2.21%	0.44%	2.16%
Provisioning									
Provisions for credit losses	705.0	236.3	6.5	242.7	84.2	327.2	1,032.2	0.0	1,032.2
Present value discounts	24.6	0.0	0.0	0.0	0.0	0.0	24.6	0.0	24.6
Coverage ratio									
Provisions/total credits	3.72%	9.28%	6.69%	9.19%	1.98%	4.74%	3.99%	0.00%	3.87%
Provision/precautionary and below credits	27.91%	25.42%	62.83%	25.83%	14.26%	21.36%	25.44%	0.00%	24.55%
Provision/substandard and below credits	49.98%	37.59%	107.87%	38.25%	46.32%	40.05%	46.34%	0.00%	45.19%

<sup>\*</sup> Provision in interest and principal guaranteed trust directly effect to bank's profits.

<sup>\*</sup> Provision in principal guaranteed trust which is operated performance base does not effect to bank's profits as long as the leanding rate is higher then zero.

 $<sup>^{\</sup>star}$  Provision in nonguaranteed trust does not effect to bank's profits.

<sup>\*</sup> The specitic money trust is operated by directions of truster so the credits in specitic money trust does not make provision.

## SAMIL ACCOUNTING CORPORATION



Samil Accounting Corporation Kukjae Center Building 21st Flr. 191 Hangangro 2ga, Yongsanku Seoul 140-702, KOREA (C.P.O Box 2170, 100-621)

#### To the Board of Directors and Shareholders of Hana Bank

We have audited the accompanying balance sheets of Hana Bank ("the Bank") as of December 31, 2000 and 1999, and the related statements of income, appropriations of retained earnings and cash flows for the years then ended. These financial statements are the responsibility of the Bank's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the Republic of Korea. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Hana Bank as of December 31, 2000 and 1999, and the results of its operations, the changes in its retained earnings, and its cash flows for the years then ended in accordance with financial accounting standards generally accepted in the Republic of Korea.

As discussed in note 2 to the financial statements, since 1999, the Bank changed its method of accounting and presentation for certain items in accordance with revised financial accounting standards. The accounting changes include accounting treatment for the allowance for possible loan losses, valuation of securities, valuation of receivables under troubled debt restructurings, reserve for possible losses on acceptances and guarantees, deferred taxes, prior period adjustments, and stock issuance costs.

Without qualifying our opinion, we draw attention to note 14 to the financial statements. The operations of the Bank have been significantly affected, and may continue to be affected for the foreseeable future, by the general adverse economic conditions in the Republic of Korea and the Asia Pacific region. The ultimate effect of these uncertainties on the financial position of the Bank as of December 31, 2000 can not presently be determined and accordingly, no adjustments have been made in the accompanying financial statements related to such uncertainties.

The amounts expressed in U.S. Dollars are provided solely for the convenience of the users of the financial statements and have been translated on the basis set forth in note 3 to the financial statements.

The accompanying financial statements are not intended to present the financial position, results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than the Republic of Korea. The procedures and practices utilized to audit such financial statements may differ from those generally accepted and applied in other countries and jurisdictions. Accordingly, this report and the accompanying financial statements are not intended to be used by those who are not informed about Korean accounting principles or auditing standards and their application in practice.

> Seoul, Korea January 26, 2001

Sand Accounting Corporation

		In Millions of	Korea	n Won	In Th	nousands of U.	S. Doll	ars (Note 3)
		2000		1999		2000		1999
Assets								
Cash and due from banks (Note 4)	W	3,094,397	W	3,714,476	\$	2,456,456	\$	2,948,699
Trading securities (Note 5)		584,454		608,846		463,963		483,326
Investment securities (Note 6)		11,334,040		9,099,314		8,997,412		7,223,398
Loans (Note 7)		25,608,631		17,970,292		20,329,151		14,265,533
(Allowance for possible loan losses)		(821,171)		(655,096)		(651,878)		(520,041)
(Present value discounts)		(48,598)		(24,590)		(38,579)		(19,520)
Property, plant and equipment (Note 8)		558,485		509,256		443,347		404,267
(Accumulated depreciation)		(158,318)		(137,762)		(125,679)		(109,361)
Intangible assets (Note 8)		678		266		538		211
Guarantee deposits		302,181		299,115		239,883		237,449
Accounts receivable		209,805		9,853		166,552		7,822
Accrued income		441,527		547,749		350,502		434,825
Prepaid expenses		362,610		153,627		287,855		121,955
Deferred income tax assets (Note 21)		126,017		55,851		100,037		44,336
Other		179,411		227,339		142,422		180,472
	14/		14/					
Total assets	W	41,774,149	W	32,378,536	\$	33,161,982	\$	25,703,371
Liabilities and Stockholders' Equity					_			
Deposits (Note 9)	W	28,753,289	W	23,019,724	\$	22,825,505	\$	18,273,973
Call money		335,553		122,735		266,375		97,432
Borrowings (Note 10)		2,663,857		2,804,664		2,114,676		2,226,454
Bonds sold on repurchase agreements		1,359,705		1,040,013		1,079,388		825,604
Bills sold		2,409,511		681,504		1,912,766		541,005
Due to Bank of Korea in foreign currencies		237,155		415,537		188,263		329,870
Debentures (Note 11)		1,771,066		920,411		1,405,943		730,659
Reserve for possible losses of								
acceptances and guarantees (Note 12)		40,001		49,914		31,754		39,624
Due to trust accounts		806,948		372,323		640,587		295,564
Unearned income		110,556		104,862		87,764		83,243
Accrued expenses		896,822		715,197		711,933		567,752
Accounts payable		211,842		19,491		168,169		15,472
Other		419,449		346,602		332,975		275,148
Total liabilities		40,015,754		30,612,977		31,766,098		24,301,800
Commitments and contingencies (Note 14)								
Common stock, par value: W5,000, authorized: 500 million shares, issued and outstanding: 124,363,180 shares in								
2000 and 110,163,180 shares in 1999 (Notes 1 and 15) Preferred stock, par value: W5,000, non-cumulative, non-participating preferred stock authorized: 250 million shares, issued and		621,816		550,816		493,622		437,260
outstanding : 67,081,000 shares in 2000 and		225 405		472.000		244.250		275 227
94,560,000 shares in 1999 (Note 1 and 15)		335,405		472,800		266,258		375,327
Capital surplus (Note 16)		400,797		345,784		318,169		274,497
Retained earnings (Note 17)		363,938		412,239		288,908		327,252
Capital adjustments (Note 6)		36,439		(16,080)		28,927		(12,765)
Total shareholders' equity		1,758,395		1,765,559		1,395,884		1,401,571
Total liabilities and shareholders' equity	W	41,774,149	W	32,378,536	\$	33,161,982	\$	25,703,371

## NON-CONSOLIDATED STATEMENTS OF INCOME (Banking Accounts)

For the years ended December 31, 2000 and 1999

		f Korean Won		S. Dollars (Note 3)
	2000	1999	2000	1999
Operating revenue				
Interest income :				
Interest on due from banks	W 145,322	W 184,889	\$ 115,362	\$ 146,772
Interest on securities	937,566	692,280	744,277	549,559
Interest on loans	1,850,976	1,369,824	1,469,378	1,087,420
Other	20,960	29,648	16,639	23,535
	2,954,824	2,276,641	2,345,656	1,807,286
Commission income	147,809	106,151	117,337	84,267
Other operating income:		/=		
Gain on disposition of trading securities	25,777	65,428	20,463	51,939
Gain on valuation of trading securities	740	5,488	587	4,357
Dividend on securities	8,389	3,269	6,659	2,595
Gain on foreign currency trading	194,387	79,481	154,312	63,095
Fees from trust accounts	163,024	171,562	129,415	136,193
Other	115,681	20,600	91,832	16,353
	507,998	345,828	403,268	274,532
Operating expense	3,610,631	2,728,620	2,866,261	2,166,085
Interest expenses :	1 (00 (07	10/000/	A 1000 10/	<b>4</b> 1 000 004
Interest on deposits	W 1,622,627	W 1,269,896	\$ 1,288,106	\$ 1,008,094
Interest on borrowings	466,958	351,757	370,690	279,239
Interest on debentures	142,211	87,253	112,893	69,265
Other	29,426 2,261,222	44,783 1,753,689	23,359 1,795,048	35,550 1,392,148
Commission expenses	32,602	25,771	25,881	20,458
Other operating expenses :	32,002	25,771	23,001	20,430
Loss on disposition of trading securities	37,562	17,428	29,818	13,835
Loss on valuation of trading securities	16,491	6,772	13,091	5,376
Loss on foreign currency trading	179,498	52,951	142,493	42,035
Bad debt expense	534,236	406,460	424,098	322,664
Other	269,943	85,623	214,290	67,970
	1,037,730	569,234	823,790	451,880
General and administrative expenses (Note 19)	340,633	298,976	270,408	237,339
	3,672,187	2,647,670	2,915,127	2,101,825
Operating income (loss)	(61,556)	80,950	(48,866)	64,260
Non-operating income (Note 20)	194,284	182,665	154,231	145,007
Non-operating expenses (Note 20)	115,486	51,382	91,678	40,789
Ordinary income	17,242	212,233	13,687	168,478
Extraordinary gain Extraordinary losses	15,836		12,572	-
Income before income taxes	33,078	212,233	26,259	168,478
Income tax expense (Note 21)	12,577	67,911	9,984	53,910
	W <b>20,501</b>	W 144,322	\$ 16,275	\$ 114,568

(Ordinary income per share : for current year :W43, for prior year :W1,353

Earning per share for current year :W124, for prior year :W1,353

Diluted ordinary income earnings per share for current year W42, for prior year :W736

Diluted earnings per share for current year :W109, for prior year W736)

# NON-CONSOLIDATED STATEMENTS OF APPROPRIATIONS OF RETAINED EARNINGS (Banking Accounts)

For the years ended December 31, 2000 and 1999 Dates of Appropriation: March 10, 2001 and March 20, 2000

	In Millions o	f Korean Won	In Thousands of U	.S. Dollars (Note 3)
	2000	1999	2000	1999
Unappropriated retained earnings at end of year				
Carried over from prior year Cumulative effect from accounting changes (Note 17) Prior period adjustments, net (Note 17) Net income	W 140 (38,369) - 20,501 (17,728)	W 143 (63,499) 1,025 144,322 81,991	\$ 111 (30,459) - 16,275 (14,073)	\$ 114 (50,408) 814 114,568
Transfer from voluntary reserves				
Reserve for overseas investment Reserve for future dividends	12,200 38,200 50,400	-	9,685 30,324 40,009	- - -
Appropriations of retained earnings				
Legal reserve Reserve for business rationalization Reserve for future dividends General purpose contingency reserve Cash dividends (4% for common stock and 1% or 2% for preferred stock in 2000. 8% for common stock and 1% or	2,100	14,500 63 9,000 6,200	1,667 - - -	11,511 50 7,145 4,921
2% for preferred stock in 1999.)	30,434	52,088	24,160	41,350
	32,534	81,851	25,827	64,977
Unappropriated retained earnings to be carried over to subsequent year	W 138	W 140	\$ 109	\$ 111

The accompanying notes are an integral part of the financial statements.

# NON-CONSOLIDATED STATEMENTS OF CASH FLOWS (Banking Accounts)

For the years ended December 31, 2000 and 1999

		In Millions of	Korear	n Won	In Th	nousands of U.	S. Dolla	ırs (Note 3)
		2000		1999		2000		1999
Cash provided from operating activities :								
Net income	W	20,501	W	144,322	\$	16,275	\$	114,568
Items not affecting operating cash flows:								
Depreciation and amortization		38,963		32,292		30,930		25,635
Provision for possible loan losses		534,236		406,460		424,098		322,664
Provision for severance benefits		12,077		8,563		9,587		6,798
Unrealized gain on securities, net		78,760		(52,318)		62,523		(41,532)
Gain on securities transactions, net Reversal of reserve for possible losses		(130,190)		(113,840)		(103,350)		(90,371)
on acceptances and guarantees		(12,628)		(10,711)		(10,024)		(8,503)
Payment of retirement benefits		(1,594)		(1,179)		(1,265)		(936)
Gain on sales of loans, net		4,763		(9,347)		3,781		(7,420)
Changes in accrual basis accounts, net		(2,378,273)		595,682		(1,887,968)		472,876
Other		(15,915)		112,927		(12,635)		89,646
Cash flows from investing activities :	W	(1,849,300)	W	1,112,851	\$	(1,468,048)	\$	883,425
Increase in trading securities	W	(3,144)	W	(232,523)	\$	(2,496)	\$	(184,586)
Increase in investment securities		(1,999,703)	**	(54,179)		(1,587,444)	Ψ	(43,009)
Increase in property, plant and equipment		(67,393)		(143,263)		(53,499)		(113,728)
Decrease (increase) in intangible assets		(538)		6,188		(427)		4,912
Decrease (increase) in guarantee deposits		(3,066)		8,706		(2,434)		6,911
Decrease (increase) in accounts receivable		(199,952)		85,391		(158,730)		67,787
Cash inflows from business combination		-		492,592		-		391,039
Other		- (2.272.70/)		1/2 020		- (1 005 020)		130 220
Cash flows from financing activities:		(2,273,796)		162,928		(1,805,030)		129,339
Increase (decrease)in borrowings		(140,807)		487,252		(111,778)		386,800
Increase in bills sold		1,728,007		302,859		1,371,761		240,421
Increase (decrease) in debentures		847,638		(20,337)		672,889		(16,144)
Increase in foreign exchanges payable		42,250		13,403		33,540		10,640
Issuance of new stock for cash		126,013		228,424		100,034		181,332
Increase (decrease) in bonds sold under repurchase agreements		319,692		(46,464)		253,784		(36,885)
Decrease in due to Bank of		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		(***,****,		,		(,,
Korea in foreign currencies		(178,382)		(373,049)		(141,607)		(296,141)
Increase (decrease) in call money		212,818		(301,219)		168,943		(239,120)
Increase (decrease) in due to trust accounts		396,168		(275,212)		314,494		(218,474)
Increase (decrease) in accounts payable		192,351		(101,754)		152,697		(80,776)
Cash dividends		(52,088)		(27,955)		(41,350)		(22,192)
Other		9,357		(112,845)		7,428		(89,581)
		3,503,017		(226,897)		2,780,835		(180,120)
Net increase in cash		(620,079)		1,048,882		(492,243)		832,644
Cash and cash equivalents at beginning of the year		3,714,476		2,665,594		2,948,699		2,116,055
Cash and cash equivalents at end of the year	W	3,094,397	W	3,714,476	\$	2,456,456	\$	2,948,699
Cash		754,144		980,260		598,670		778,169
Foreign currencies		34,058		24,220		27,037		19,227
Due from Banks		1,793,895		2,468,740		1,424,065		1,959,784
Due from Banks in foreign currencies		512,300		241,256		406,684		191,519

December 31, 2000 and 1999

#### 1. The Bank:

Hana Bank ("the Bank") was incorporated in 1971 as Korea Investment and Finance Corporation under the Commercial Code of the Republic of Korea to provide financing services as a financial intermediary. On September 20, 1972, the Bank was granted approval by the Ministry of Finance (presently the Ministry of Finance and Economy) to operate under the short-term Financing Business Law.

On June 29, 1991, the Bank was granted approval by the Ministry of Finance to engage in banking activities and the Bank's name was changed to Hana Bank. It became a nationwide commercial bank in July 1991.

On June 29, 1998, the Bank purchased certain assets and assumed most of the liabilities of Choong-Chung Bank by the order of the Financial Supervisory Commission (Note 26). As of January 1, 1999, the Bank completed a merger with Boram Bank (Note 27).

The Bank is engaged in the commercial banking business under the Banking Act, in the trust business under the Trust Business Act, in the foreign exchange transaction business and in other related businesses.

On June 5, 1972, the Bank listed its shares on the Korean Stock Exchange. On February 12, 1973, the Bank was registered as a foreign capital invested company under the Foreign Capital Inducement Law. The Bank's common stock and preferred stock outstanding as of December 31, 2000 are W621,816 million and W335,405 million, respectively.

In accordance with its Articles of Incorporation, the Bank is authorized to issue convertible bonds and bonds with stock warrants to investors other than shareholders in amounts up to W200 billion each. As of December 31, 2000 and 1999, the Bank has issued convertible bonds in the amount of W88 billion and W84 billion, respectively (see note 11).

#### 2. Summary of Significant Accounting Policies:

The significant accounting policies followed by the Bank in the preparation of its financial statements are summarized below.

#### Basis of Financial Statement Presentation

The official accounting records of the Bank are maintained in Korean won in accordance with the relevant laws and regulations of the Republic of Korea.

The Bank operates both a commercial banking business and a trust business in which the Bank, as a fiduciary, holds and manages the property of others. Under the Trust Business Act, the trust funds are accounted for and reported separately from the Bank's own commercial banking business.

The accompanying financial statements have been extracted from the Bank's Korean language financial statements that were prepared using accounting principles, procedures and reporting practices generally accepted in the Republic of Korea. These standards vary from International Accounting Standards and the accounting principles generally accepted in the country of the reader. The financial statements have been translated from Korean into English, and have been formatted in a manner different from the presentation under Korean financial statement practices. Certain supplementary information included in the Korean language statutory financial statements, but not required for the fair presentation of the Bank's financial position or results of operations, is not presented in the accompanying financial statements. Accordingly, the accompanying financial statements are not intended to present the financial position, results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Korea.

The preparation of financial statements in conformity with financial accounting standards requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Due to the inherent uncertainty involved in making estimates, actual results could differ from those estimates.

### **Accounting Changes**

During 1999, the Bank changed the methods of accounting and presentation of financial statements in accordance with revised financial accounting standards. The accounting changes include accounting treatments for the allowance for possible loan losses, valuation of securities, valuation of receivables under troubled debt restructuring, allowance for possible losses of guarantees and acceptances, deferred taxes, prior period adjustments, and stock issuance costs.

The cumulative effects on assets and liabilities arising as a result of the adoption of revised financial standards were W38,369 million and W63,499 million in 2000 and 1999, respectively. The changes were added to or deducted from beginning retained earnings or capital adjustments pursuant to the addendum to the revised financial accounting standards.

#### Recognition of Interest Income

Interest income on loans and investments is recognized on an accrual basis. However, interest income on overdue or dishonored loans is recognized on a cash basis, except for those secured and guaranteed by financial institutions. As of December 31, 2000 and 1999, accrued interest income not recognized in the financial statements were W73,596 million and W94,831 million, respectively.

December 31, 2000 and 1999

#### Allowance for possible loan losses

From 1999, the Bank adopted a method of corporate loan classification for calculating the allowance for possible loan losses by incorporating the borrowers' future debt service capacity ("Forward Looking Criteria (FLC)"). This credit rating model considers the financial and non-financial factors of borrowers and classifies borrowers' credit risk by thirteen ratings (1,2,3,4,5,6,7+,7,8+,8,9,10+,10). Provisions are determined by applying the following minimum percentages to the various credit ratings:

Credit ratings	Loan classifications	Provision percentages	
1 ~ 8+	Normal	0 ~ 1.2%	
8	Precautionary	2%	
9	Substandard	20%	
10+	Doubtful	50%	
10	Estimated loss	100%	

Household and credit card loans are classified based on the delinquent periods, value of collateral, and reasonably estimated collectibility.

#### Securities

All securities are initially carried at cost including incidental expenses, determined by the moving average method.

Marketable securities held for short-term capital gain purposes are classified as trading securities. Other securities are classified as investment securities.

### Trading securities

Trading securities are marketable securities held for short-term trading and carried at their market values at the balance sheet date. Unrealized gains and losses on trading securities are included in current operations.

#### Investment securities

Investments in marketable equity securities of non-controlled investees are carried at fair value. Temporary changes in fair value are accounted for in the capital adjustment account, a component of stockholders' equity. Declines in fair value which are anticipated to be permanent are recorded in current operations after eliminating any previously recorded capital adjustment for temporary changes. Subsequent recoveries or other future changes in fair value are recorded in current operations up to the original book value before decline.

Investments in non-marketable equity securities of non-controlled investees are carried at cost, except for declines in the Bank's proportionate ownership of the underlying book value of the investee which are anticipated to be permanent, which are recorded in current operations. The amounts of such losses recognized for the years ended December 31, 2000 and 1999 are W39,633 and W8,203 million, respectively. Subsequent recoveries are also recorded in current operations up to the original cost of the investment.

Investments in equity securities of companies over which the Bank exerts significant control or influence (controlled investees) are recorded using the equity method. Differences between the initial purchase price and the Bank's initial proportionate ownership of the net book value of the investee are amortized over 20 years or less using the straight-line method. Under the equity method, the Bank records changes in its proportionate ownership of the book value of the investee as current operations, capital adjustments or adjustments to retained earnings, depending on the nature of the underlying change in book value of the investee.

Premiums and discounts on debt securities are amortized over the life of the debt using the effective interest method. Investments in debt securities which the Bank has the intent and ability to hold to maturity are generally carried at cost, adjusted for the amortization of discounts or premiums (amortized cost). Declines in the fair value of debt securities which are anticipated to be permanent are recorded in current operations. The amounts of such losses recognized for the years ended December 31, 2000 and 1999 are W16,200 million and W10,357 million, respectively. Subsequent recoveries are also recorded in current operations up to the amortized cost of the investment.

Other investments in debt securities are carried at fair value. Temporary differences between fair value and amortized cost are accounted for in the capital adjustment account. Declines in fair value which are anticipated to be permanent are recorded in current operations after eliminating any previously recorded capital adjustment for temporary changes. Subsequent recoveries or other future changes in fair value are recorded in the capital adjustment account

#### Property, plant and Equipment

Property, plant and equipment are recorded at cost. Routine maintenance and repairs are charged to expense as incurred. Expenditure that enhances the value or extends the useful economic life of the facilities involved is treated as additions to property, plant and equipment.

Depreciation is computed using the declining-balance method (the straight-line method for buildings) over the estimated useful lives of the assets as described below.

	Estimated Useful Life-years	
Buildings, structures and Auxiliary facilities	50	
Vehicles, furniture and Fixtures	5	
Structures in leased offices used for business purposes	5	

December 31, 2000 and 1999

#### Intangible Assets

Trademarks and goodwill are stated at cost, net of accumulated amortization. Goodwill and trademarks are amortized using the straight-line method over five and ten years, respectively.

#### **Present Value Discounts**

If the present value of a loan is different from the book value due to the rescheduling of terms as agreed by the related parties (as in the case of court receivership, court mediation or workout), the present value discount on the loan is offset against the allowance for possible loan losses, if available, or charged to current expenses.

The difference between book value and present value is recorded as 'present value discounts' in the balance sheet and amortized to current earnings over the related period using the effective interest rate method.

#### New Stock Issuance Costs and Debenture Issuance Costs

Effective January 1, 1999, pursuant to the revised financial accounting standards, new stock issuance costs and debenture issuance costs, which had been previously recorded as deferred charges are deducted from paid-in capital in excess of par value and the amounts of debenture issuance, respectively. Debenture issuance costs are amortized as interest expense over the redemption term using the effective interest rate method.

#### Foreign Currency Translation

Assets and liabilities denominated in foreign currencies are translated into Korean won using the exchange rates of W1,259.70:US\$1 and W1,145.40:US\$1 in effect as of December 31, 2000 and 1999, respectively. Resulting translation gains and losses are charged to current operations.

#### Bonds Purchased Under Resale Agreements and Bonds Sold Under Repurchase Agreements

Bonds purchased under resale agreements and bonds sold under repurchase agreements are included in assets and liabilities in the accompanying balance sheet.

#### **Accrued Severance Benefits**

Directors and employees with more than one year of service are entitled to receive a lump-sum payment upon termination of their employment with the Bank, based on their length of service and rate of pay at the time of termination. Accrued severance benefits represent the amounts to be paid if all eligible employees and directors were to terminate their employment as of the balance sheet date. Actual payments of severance benefits for the years ended December 31, 2000 and 1999 were W1,594 million and W1,179 million, respectively.

#### Reserve for Possible Losses on Acceptances and Guarantees

Acceptances and guarantees outstanding do not appear on the balance sheet, but are presented as off-balance sheet items in the notes to the financial statements.

The Bank provides a minimum provision of 20% of guaranteed amounts for companies classified as "substandard," 50% for "doubtful," and 100% for "estimated loss." The Bank records the provision as a reserve for possible losses on acceptances and guarantees in the liabilities section of the balance sheet.

#### Income Tax Expenses

Pursuant to revised financial accounting standards generally accepted in the Republic of Korea, the Bank changed its method of accounting for income tax expenses from the current income tax method to the deferred tax method in 1999.

Deferred taxes represent the tax effects of the different tax and financial account bases of assets and liabilities, and are recorded at enacted tax rates which are expected to be in effect when the temporary differences reverse. The provision for income taxes represents taxes currently payable for the year plus the change in the net deferred tax balance from the previous balance sheet date. Valuation allowances are established when necessary to reduce deferred tax assets to the amount expected to be realized.

### Gain (Loss) on Prior Period Adjustments

Prior period adjustments are charged to retained earnings carried over from prior year.

### **Derivative Financial Instruments**

Derivative financial instruments include futures, forwards and swap contracts, and are principally linked to interest rates, foreign currency exchange rates or equity indices.

In accordance with revised financial accounting standards related to derivatives accounting, effective January 1, 2000, the Bank recorded the fair values of rights and obligations related to derivatives contracts on the balance sheet as assets and liabilities and recognized the related gains or losses in the income statement. However, the effective portions of the unrealized gains or losses arising from "cash flow" hedge derivative financial instruments are deferred and recorded in capital adjustments.

#### Translation of Financial Statements of Overseas Branches

Accounts and records of the overseas branches are maintained in foreign currencies. In translating financial statements of overseas branches, the Bank applied the appropriate rate of exchange at balance sheet date.

December 31, 2000 and 1999

#### Stock Options

The Bank applies the fair value method in calculation of fair value of stock options and allocates it over the period from the option grant date to the exercise date and charges it to operations.

#### 3. United States Dollar Amounts:

The Bank operates primarily in Korean won and its official accounting records are maintained in Korean won. The U.S. dollar amounts are provided herein as supplementary information solely for the convenience of the reader. All won amounts are expressed in U.S. dollars at the rate of W1,259.7:US\$1, the base exchange rate on December 31, 2000. This presentation is not required by or in accordance with Korean or United States generally accepted accounting principles, and should not be constructed as a representation that the Won amounts shown could be converted in or settled in U.S. dollars at this or any other rate.

The 1999 U.S. dollar amounts, which had been previously expressed at the rate published on December 31, 1999, have been restated to reflect the exchange rate in effect on December 31, 2000.

#### 4. Cash and Due from Banks:

Cash and due from banks as of December 31, 2000 and 1999 are summarized as follows:

		Millions	of Won		
	2	2000	1999		
Cash on hand Foreign currencies Due from banks in Won Due from banks in foreign currencies	W	754,144 34,058 1,793,895 512,300	W	980,260 24,220 2,468,740 241,256	
	W	3,094,397	W	3,714,476	

Due from banks in Won currency at December 31, 2000 and 1999 comprise of the following:

Annual interest			Millions of Won				
	rate (%) of 2000	Depository	2000			1999	
Checking accounts	-	Bank of Korea	W	740,668	W	489,375	
Certificates of deposits	6.9 ~ 7.8	Other Banks		790,694		1,200,295	
Time deposits	7.0 ~ 8.5	Other financial					
		Institutions		22,472		709,917	
Other deposits	0.0 ~ 10.1	Other financial					
		Institutions		240,061		69,153	
			W	1,793,895	W	2,468,740	

Checking accounts deposited in the Bank of Korea represent reserves required and restricted for the payment of deposits under the Bank of Korea Act. Furthermore, as of December 31, 2000 and 1999, W581 million and W646 million respectively, of other deposits are restricted as to withdrawal under agreements with counterparties.

Due from banks in foreign currencies as of December 31, 2000 and 1999 comprise the following:

	Annual average interest rate			Millions	of Won	
	of 2000	Depository	2	2000		1999
Checking accounts Time deposits	- 7.47	Foreign Banks Domestic Banks	W	172,496 339,804	W	84,107 148,914
Other deposits in Foreign currencies	6.49	Foreign Banks		-		8,235
			W	512,300	W	241,256

As of December 31, 2000 and 1999, W30,426 and W29,133 million respectively, of checking accounts are deposits reserved at the Bank of Korea under the Bank of Korea Act for the settlement with foreign banks. Furthermore, W8,235 million of other deposits in foreign currencies as of December 31, 1999 are restricted as to withdrawal under the agreements with counterparties.

The term structures of due from banks outstanding at December 31, 2000 and 1999 are as follows (millions of Won):

#### 1) As of December 31, 2000

Term Structures		Due from Banks In Won currency		Due from Banks in foreign currencies		Total
Within 1 month	W	448,965	W	265,399	W	714,364
1 ~ 3 months		464,530		228,006		692,536
3 ~ 6 months		106,344		18,895		125,239
6 months ~ 1 year		12,120		-		12,120
1 ~ 3 years		30,000		-		30,000
More than 3 years		731,936		-		731,936
	W	1,793,895	W	512,300	V	V 2,306,195

#### 2) As of December 31, 1999

Term Structures		Due from Banks In Won currency		Due from Banks in foreign currencies		Total
Within 1 month	W	58,286	W	128,028	W	186,314
1 ~ 3 months		1,144,518		87,812		1,232,330
3 ~ 6 months		548,914		25,416		574,330
6 months ~ 1 year		173,181		-		173,181
1 ~ 3 years		30,116		-		30,116
More than 3 years		513,725		-		513,725
	$\overline{W}$	2,468,740	W	241,256	W	2,709,996

### 5. Trading Securities:

1) As of December 31, 2000

Trading securities as of December 31, 2000 and 1999 comprise the following (millions of Won):

I) A3 01 December 31, 2000	Annual interest Rate (%)	Acquisition Cost(*)			
Equity securities	-	W	64,619	W	
Debt securities					

Government and public bonds 7.00~9.39 165,179 165,315 Debentures issued by financial institutions 6.63~7.80 226,816 227,187 Corporate bonds 1.00~10.00 123,216 123,611 19,972 Securities denominated in foreign currencies 0.25~13.75 20,194 535,405 536,085

W

600,024

Carrying Value

W

48,369

584,454

2) As of December 31, 1999	Annual interest Rate (%)		quisition Cost(*)		arrying Value
Equity securities	-	W	50,836	W	56,105
<b>Debt securities</b>	_				
Government and public bonds	4.71 ~ 8.60		391,343		385,213
Debentures issued by financial institutions	6.50 ~ 14.82		156,410		154,753
Corporate bonds	5.01 ~ 13.69		8,963		8,113
Securities denominated in foreign currencies	8.38 ~ 9.36		4,623		4,662
			561,339		552,741
		W	612,175	W	608,846

<sup>(\*)</sup> Acquisition cost represents prior year's closing book balances of securities or acquisition costs for securities purchased for current period.

December 31, 2000 and 1999

The information about trading securities by industry as of December 31, 2000 and 1999 is summarized as follows:

	2000			1999		
Industry	Millions of Won Ratio(%)		Million	ns of Won	Ratio(%)	
Financial institutions Public administration Manufacturing Wholesale and retail Other	W	246,778 274,104 56,017 5,433 2,122	42.22 46.90 9.58 0.93 0.37	W	176,488 388,754 24,400 14,299 4,905	28.99 63.85 4.01 2.35 0.80
	W	584,454	100.00	W	608,846	100.00

#### 6. Investment Securities:

Investment securities as of December 31, 2000 and 1999 comprise the f	ollowing (millions of won) :  Annual interest	Carrying value				
	rate (%)		2000		1999	
Stocks and equity investments Government and public bonds Debentures issued by financial institutions Corporate bonds Beneficiary certificates Securities denominated in foreign currencies Other	- 5.00 - 18.40 6.35 - 17.00 1.00 - 25.00 - -	W	312,570 818,350 4,683,839 4,455,177 416,203 642,631 5,270	W	466,239 1,436,442 2,439,100 4,001,842 360,639 366,045 29,007	
		W	11,334,040	W	9,099,314	

As of December 31, 2000, W1,763,232 million of the investment securities are restricted as collateral for borrowings from the Bank of Korea and other financial institutions. Stocks and equity investments as of December 31, 2000 and 1999 are as follows (millions of won):

	20	00		1777			
	Ownership (%)	Carry	ing value	Ownership (%)	Carry	ing value	
Investments using the equity method							
Hana Securities	54.77(*)	W	133,347	39.68(*)	W	96,066	
Korea Merchant Banking Corporation	-		-	26.36(*)		41,291	
Hana Research	100.00		2,001	100.00		1,998	
Hana Risjad Finance	70.00		-	70.00		155	
Hana Allianz	50.00		15,000	-		-	
			150,348			139,510	
Marketable equity securities (non-equity method)			48,384			80,668	
Non-marketable equity securities (non-equity method)			95,089			88,914	
Other investments			18,749			157,147	
		W	312,570		W	466,239	

### (\*) net of treasury stocks

Investment securities valued by the equity method as of December 31, 2000 are summarized as follows (millions of won):

			(	Current period	l adjustn	nents			
	Acquisition Cost (		Gain (Loss)	on equity method (*)	Capital	Adjustment	nent Book valu		
Domestic subsidiaries									
Hana Securities	W	97,234	W	25,711	W	10,402	W	133,347	
Korea Merchant Banking Corporation		41,291		(41,291)		-		-	
Hana Research		1,998		3		-		2,001	
Hana Allianz		15,000		-		-		15,000	
		155,523		(15,577)		10,402		150,348	
Overseas subsidiary									
Hana Risjad Finance		80		(80)			-	-	
	W	155,603	W	(15,657)	W	10,402	W	150,348	

1999

December 31, 2000 and 1999

During the year ended December 31, 2000, the Bank purchased W5,063 million (973,180 shares) and W7,399 million (1,594,340 shares) of additional preferred and common stocks of Hana Securities, respectively. The difference between the acquisition cost and the Bank's proportionate ownership of the net book value of the investee is amortized over 5 years using the straight-line method, resulting in W3,538 million of gain on equity method related to common stocks and W2,286 million of capital adjustments related to preferred stocks.

The Bank invested W15,000 million in Hana Allianz investment trust management Co. Ltd. which was established on December 14, 2000, resulting in fifty percent ownership of the company.

On November 15, 2000, Korea Merchant Bank Corporation ("KMBC"), equity investee of the Bank as of December 31, 1999, made a capital reduction with no reimbursement as ordered by the Financial Supervisory Commission. Accordingly, the Bank charged W41,291 million of the investment to KMBC to operations as a loss on equity method for the year ended December 31, 2000.

In connection with the funding public capital to KMBC by the Government for restructuring, as the shareholder of KMBC, the Bank purchased W23,000 million of security finance bonds for the Government at par value on December 22, 2000, and accounted W6,356 of the difference between fair value and acquisition cost of the securities to capital adjustment as a account of loss on investment securities.

Details of marketable equity securities as of December 31, 2000 comprise the following (millions of won):

Company	Number of Stocks	Ownership (%)	Acqu	isition cost	Carry	ing Value
39 Shopping	240,000	2,91	W	1,242	W	3,384
SK Securities	6,059,106	2,26		28,104		8,846
Hankang Debt Restructuring Fund	2,080,000	1.64		10,400		5,606
Shinwon	3,149,200	4.95		2,896		1,953
Namkwang Engineering & Construction Co., Ltd.	3,000,000	17.96		15,000		2,610
Ssangyong Engineering & Construction Co. Ltd.	4,322,200	3.50		21,611		1,513
Ssangyong Motor Co.	3,513,800	9.23		2,776		2,108
KIS Information	1,483,500	3.53		667		1,528
Inchon Iron & Steel Co., Ltd.	1,610,634	1.33		6,442		6,442
Haitai Confectionery Co., Ltd.	4,153,800	2.55		9,969		9,969
Other	-	-		10,322		4,425
			W	109,429	W	48,384

SK Securities were acquired as a result of a total return swap contract that the Boram Bank had entered into with SK Securities in 1997. The Bank is restricted as to disposition within 2 years of acquisition by the counterparty.

Details of non-marketable equity securities as of December 31, 2000 comprise the following (millions of won):

Company	Number of Stocks	Ownership (%)	Carry	ing value
Corporation Restructuring Fund	7,920,000	3.13	W	39,600
Samsung Life Insurance Co.	47,700	0.24		15,836
Korea Securities Finance Corporation	1,247,653	1.83		8,243
LG Capital	574,352	0.82		4,113
Korea Asset Management Co.	500,000	1.92		2,210
Iffcom, Ltd.	33,000	2.85		1,980
Dawoo Shipbuilding & Marine Eng.	501,403	0.26		1,487
Halla Heavy Industries	411,109	2.05		1,337
B.C Card	87,120	1.98		1,331
KIS Information	229,544	4.80		1,321
Shindo Venture Capital Co.	100,000	10.00		1,054
Oasis Venture Capital Co.	200,000	10.00		1,000
Ezville Inc.	200,000	10.00		1,000
Other	-	-		14,577
			W	95,089

Debt securities as of December 31, 2000 and 1999 comprise the following (millions of won):

1) As of December 31, 2000	Pa	Par value		Acquisition cost		Carrying Value	
Available-for-sale							
Government and public bonds	W	811,103	W	786,946	W	818,247	
Debentures issued by financial institutions		4,767,210		4,653,396		4,683,839	
Corporate bonds		4,356,558		4,392,992		4,445,227	
Securities denominated in foreign currencies		698,766		717,800		642,631	
		10,633,637		10,551,134		10,589,944	
Held-to-maturity							
Government and public bonds		103		103		103	
Corporate bonds		10,000		9,950		9,950	
		10,103		10,053		10,053	
	W	10,643,740	W	10,561,187	W	10,599,997	

Due to the sale of some of held-to maturity debt securities, the Bank reclassified W4,184,409 million of held-to maturity debt securities to available-for-sale debt securities in 2000. The Bank realized a gain on the sale of W6,379,287 million of investment debt securities during 2000. Related to this, W148,323 million and W2,813 million are included in gains and losses on disposition of investment securities, respectively.

### 2) As of December 31, 1999

,	Par value		Acquisition cost		Carrying Value	
Available-for-sale						
Government and public bonds	W	652,987	W	636,505	W	631,580
Debentures issued by financial institutions		672,425		623,216		619,322
Corporate bonds		936,055		994,480		968,932
Securities in foreign currencies		199,635		152,003		157,087
		2,461,102		2,406,204		2,376,921
Held-to-maturity						
Government and public bonds		806,679		804,239		804,862
Debentures issued by financial institutions		1,885,502		1,815,763		1,819,778
Corporate bonds		3,019,771		3,036,612		3,032,910
Securities in foreign currencies		230,997		223,734		208,687
		5,942,949		5,880,348		5,866,237
	W	8,404,051	W	8,286,552	W	8,243,158

Details of gains (losses) on valuation of investment securities appropriated in capital adjustments as of December 31, 2000 and 1999 are as follows (millions of won):

	Amount					
Account name	2000			1999		
Stocks and equity investments	W	(45,370)	W	(1,598)		
Government and public bonds		25,937		(4,597)		
Debentures issued by financial institutions		21,813		(3,689)		
Corporate bonds		53,002		(16,112)		
Securities denominated in foreign currencies		(16,664)		6,205		
Other securities		(2,859)		3,711		
	W	35,859	W	(16,080)		

The information about investment securities by currency and country as of December 31, 2000 and 1999 is summarized as follows (millions of won):

### 1) As of December 31, 2000

Origination Country	Domesti	Domestic Currency Ratio (%)		Ratio (%) Foreign Currency		Ratio (%)
Rep. of Korea	W	10,690,391	99.99	W	630,021	98.04
China		-	-		1,095	0.17
U.S.A		1,018	0.01		-	-
Other		-			11,515	1.79
	W	10,691,409	100.00	W	642,631	100.00

December 31, 2000 and 1999

### 2) As of December 31, 1999

Origination Country	Domestic	Domestic Currency		Foreigr	n Currency	Ratio (%)	
Rep. of Korea	W	8,733,269	100.00	W	320,524	87.57	
Thailand		-	-		7,078	1.93	
Indonesia		-	-		16,258	4.44	
Columbia		-	-		10,309	2.82	
China		-	-		7,066	1.93	
Philippines		-	-		515	0.14	
Germany		-	-		4,295	1.17	
	W	8,733,269	100.00	W	366,045	100.00	

The information about investment securities by industry as of December 31, 2000 and 1999 is summarized as follows:

2000 1999

Origination Country	Millions of won		Ratio (%)	Ratio (%) Millions of won		Ratio (%)	
Financial business Public administration Manufacturing Construction Wholesale and retail Other	W	6,012,097 4,140,833 751,638 63,515 208,184 157,773	53.04 36.53 6.63 0.56 1.84 1.40	W	3,407,055 4,504,670 697,086 43,248 178,561 268,694 9,099,314	37.44 49.51 7.66 0.48 1.96 2.95	

### 7. Loans:

Loans as of December 31, 2000 and 1999 comprise the following:	Annual interest _		Millions of won			
	rate (%)	2000		1999		
Loans in won						
Corporate loans	5.56~12.58	W	8,640,822	W	6,516,794	
Household loans	9.96~14.93		5,338,278		3,279,323	
Others	7.83~9.76		1,391,029		159,776	
			15,370,129		9,955,893	
Loans in foreign currencies	6.45~11.25		1,007,425		958,494	
Bills purchased in won	13.88		3,471,909		2,332,055	
Bills purchased in foreign currencies	8.83		1,246,377		1,181,917	
Advances to customers	0.72~5.22		171,589		192,554	
Factoring receivables	8.46~11.73		118,568		124,132	
Credit card loans	5.01~17.01		440,438		118,394	
Bonds purchased under agreements of repurchase	4.78~8.01		820,000		920,000	
Call loans	5.23~6.52		767,364		412,311	
Privately-placed debentures	9.91		2,194,832		1,774,542	
		W	25,608,631	W	17,970,292	

The information about loans in won (including bills purchased and factoring receivables) and loans in foreign currencies by industry as of December 31, 2000 and 1999 is summarized as follows (millions of won):

### 1) As of December 31, 2000

1) AS OF December 91, 2000								
Industry	Loans in won		currencies		Total		Ratio (%)	
Manufacturing	W	6,472,709	W	857,818	W	7,330,527	36.7	
Wholesale & retail		1,498,747		1,377		1,500,124	7.5	
Financial business		782,523		76,269		858,792	4.3	
Construction		1,413,763		23,934		1,437,697	7.2	
Household		5,337,042		-		5,337,042	26.7	
Real estate & renting		232,309		-		232,309	1.2	
Public & Other		3,223,513		48,027		3,271,540	16.4	
	W	18,960,606	W	1,007,425	W	19,968,031	100.0	

2) As of December 31, 1999	Loans in foreign							
Industry	Loans in won		curren	rencies		otal	Ratio (%)	
Manufacturing	W	4,637,712	W	343,602	W	4,981,314	37.3	
Wholesale & retail		1,158,746		49,288		1,208,034	9.0	
Financial business		453,362		412,703		866,065	6.5	
Construction		938,703		24,583		963,286	7.2	
Household		3,279,323		-		3,279,323	24.5	
Utility		323,973		-		323,973	2.4	
Real estate & renting		309,870		3,630		313,500	2.3	
Public & Other		1,310,391		124,688		1,435,079	10.8	
_	W	12,412,080	W	958,494	W	13,370,574	100.0	

The information about loans in foreign currencies by country as of December 31, 2000 and 1999 is summarized as follows:

	2000	)	1999			
Origination Country	Millions of won	Ratio (%)	Millions of won	Ratio (%)		
Republic of Korea	W 965,530	95.8	W 888,477	92.7		
Indonesia	23,493	2.3	28,006	2.9		
China	7,658	0.8	15,198	1.6		
Hong Kong	4,640	0.5	4,116	0.4		
Thailand	-	-	13,980	1.5		
Brazil	-	-	3,168	0.3		
Turkey	-	-	5,549	0.6		
Other	6,104	0.6	-	-		
	W 1,007,425	100.0	W 958,494	100.0		

Details of changes in the allowance for possible loan losses for the years ended December 31, 2000 and 1999 are as follows (millions of won):

	Millions	of Won		
Details of changes	2000	1999		
Beginning balance	W 655,096	W 239,398		
Carried over on merger	-	213,400		
Carried over from overseas subsidiary	-	22,536		
Offset with present value discounts	(43,404)	(10,048)		
Transfer from allowances for acceptances and guarantees	(250)	(60,621)		
Repurchase loans from KAMCO	8,369	30,899		
Write-offs	(403,200)	(148,761)		
Remission of loans	(20,470)	(19,787)		
Decrease from execution of put-back option	-	(16,975)		
Collection of previously written-off receivables	78,165	9,135		
Changes of currency exchange rate	12,629	(911)		
Provision for possible loan losses	534,236	396,831		
Closing balance	W 821,171	W 655,096		

The term structures of loans in won (including bills purchased and factoring receivables), loans in foreign currencies and bills purchased in foreign currencies as of December 31, 2000 are summarized as follows (millions of won):

Term Structures	Loan	s in won		n foreign encies		urchased n currencies		Total
Within 1 month	W	1,594,095	W	53,892	W	561,442	W	2,209,429
1 ~ 3 months		4,399,560		146,275		391,990		4,937,825
3 ~ 6 months		4,233,352		109,477		218,569		4,561,398
6 months ~ 1 year		5,078,692		215,040		34,213		5,327,945
1 ~ 3 years		1,979,943		229,985		34		2,209,962
More than 3 years		1,674,964		252,756		40,129		1,967,849
	W	18,960,606	W	1,007,425	W	1,246,377	W	21,214,408

December 31, 2000 and 1999

As of December 31, 2000, the classification of loans is as follows (millions of won):

	Normal	Precautionary	Substandard	Doubtful	Estimated loss	Total
Loans in won(*)	W 17,215,161	W 546,077	W 583,525	W 239,479	W 19,527	W 18,603,769
Loans in foreign currencies	607,850	189,808	175,722	27,127	2,348	1,002,855
Bills purchased in foreign currency	1,187,001	19,247	17,931	22,198	-	1,246,377
Advances to customers	6,166	1,513	87,279	52,293	19,048	166,299
Credit card loans	430,840	6,030	42	2,195	1,331	440,438
Privately-placed debentures	2,071,593	52,825	42,941	25,887	120	2,193,366
Other	118,569	-	428	2,310	-	121,307
	W 21,637,180	W 815,500	W 907,868	W 371,489	W 42,374	W 23,774,411
Ratio(%)	91.0	3.4	3.8	1.6	0.2	100.0

<sup>(\*)</sup> Including bills purchased and factoring receivables

The loan balances above are net of present value discounts. Bonds purchased under agreements of repurchase, call loan and inter-bank loans are not included in the above.

As of December 31, 2000 and 1999, allowances for possible loan losses are provided for the following accounts:

		Am	ount	
		2000		1999
Allowance for :		F07 400	14/	207.404
Loans in won	W	527,493	W	307,484
Loans in foreign currencies		98,095		81,111
Bills purchased in foreign currencies		32,269		37,770
Advances to customers		94,404		82,679
Credit card loans		4,713		2,501
Privately-placed debentures		59,028		134,795
Account receivable		-		7,621
Other		5,169		1,135
	W	821,171	W	655,096

Historical ratios of allowance for possible loan losses to total loans for the most recent three years are as follows (millions of won):

	2000.12.31		2000.12.31 1999.12.31		1998.12.	
Loan(*) Allowance for possible loan losses	W	23,774,411 821,171	W	16,575,551 655,096	W	7,592,701 239,398
Ratios		3.45 %		3.95 %		3.15 %

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(\*) Loan amount does not include bonds purchased under agreements of repurchase, call loans, interbank loans and are net of present value discounts

Details of loans written-off for the years ended December 31, 2000 and 1999 are as follows (millions of Won):

Loans in won         W 192,572 My 73,242         W 73,242           Loans in foreign currencies         39,318 91,729         91,729           Loans in foreign currencies         10,277 7,037         7,037           Accounts receivable         43,664 713         713           Advances to customers         1,244 5,047         5,047           Credit card loans         13,059 - 1         -           Bills purchased in foreign currencies         121,500 - 1         -           Privately-placed debentures         2,036 409         409           Other         W 423,670 W 178,177		Million	s of won		
Loans in won       39,318       91,729         Loans in foreign currencies       10,277       7,037         Accounts receivable       43,664       713         Advances to customers       1,244       5,047         Credit card loans       13,059       -         Bills purchased in foreign currencies       121,500       -         Privately-placed debentures       2,036       409         Other       2,036       409		2000	1999		
	Loans in foreign currencies Accounts receivable Advances to customers Credit card loans Bills purchased in foreign currencies Privately-placed debentures	39,318 10,277 43,664 1,244 13,059 121,500 2,036		91,729 7,037 713 5,047 - - 409	

December 31, 2000 and 1999

During 2000, all loans written-off are offset with allowance for possible loan losses. During 1999, amount offset with reserve for possible loan losses is W168,548 million, and bad debts expense is W9,629 million.

During 2000 and 1999, the changes in present value discounts, due to changes in the contractual terms related to troubled debt restructuring, are as follows (millions of won):

Amount

			,	ount	
Changes in	details	2000 199		1999	
Beginning b	palance	W	24,590	W	-
Increase	Offset with allowance		109,604		20,428
	Adjustment of retained earnings		-		3,144
	Adjustment of merger		-		5,941
Decrease	Amortized amount (interest income)		(19,396)		(3,864)
	Reversal of allowance for possible loan				
	losses (from early redemption)		(66,200)		(1,059)
Closing bala	ance	W	48,598	W	24,590

Details of restructured loans, excluding the loans provided to Daewoo Group companies, due to changes in contractual terms as of December 31, 2000 are as follows (millions of won):

	Details	s of cumulative re	estructuring	F	Restructured loans	
	Converted to equity securities	Convertible bonds	Convertible investment	Outstanding loans	Present value discounts	Allowance for losses
Workout Court receivership Court mediation	W 63,696 169 10,730	W 429 - 2,363	W 2,738 -	W 358,911 79,526 354,954	W 7,295 1,259 22,886	W 94,841 8,274 133,882
	W 74,595	W 2,792	W 2,738	W 793,391	W 31,440	W 236,997

As of December 31, 2000, loans including confirmed acceptances and guarantees to Daewoo Group companies are W345,430 million, of which present value discounts and reserves for possible loan losses are W17,158 million and W236,412 million, respectively.

#### 8. Property, plant and equipment, and Intangible assets:

Intangible assets

Property, plant and equipment, and intangible assets as of December 31, 2000 and 1999 are summarized as follows (millions of won):

1) As of December 31, 2000	Acqui	Acquisition Cost		Accumulated Depreciation		
Property, plant and equipment						
Land	W	170,670	W	-	W	170,670
Buildings, structures and auxiliary facilities		216,122		49,692		166,429
Vehicles, furniture and fixtures		171,693		108,626		63,067
		558,485		158,318		400,166
Intangible assets		678		-		678
	W	559,163	W	158,318	W	400,844
2) As of December 31, 1999	Acqui	Acquisition Cost Accumulated Depreciation		on	Net book value	
Property, plant and equipment						
Land	W	163,029	W	-	W	163,029
Buildings, structures and auxiliary facilities		203,577		40,968		162,609
Vehicles, furniture and fixtures		142,649		96,794		45,855

The Banking Act does not permit the Bank to own real estate in excess of the Bank's shareholders' equity.

In accordance with the bank supervisory regulations, the Bank's property, plant and equipment, except for land, are covered by insurance policies against fire and other casualty losses up to W206,854 million and W170,393 as of December 31, 2000 and 1999, respectively. Automotive equipment is covered by a legal and general insurance policy. As of December 31, 2000 and 1999, the government-posted prices of the Bank's land are W159,557 million and W100,746 million, respectively.

509,255

509,521

266

371,493

371,759

266

137,762

137,762

W

December 31, 2000 and 1999

### 9. Deposits:

Deposits as of December 31, 2000 and 1999 comprise the following:

	Annual average		Millions	of won	
	interest rate(%)	2000			1999
Won deposits :					
Demand deposits	0.00 ~ 1.28	W	1,621,321	W	1,151,923
Time and savings deposits	0.73 ~ 10.32		23,327,638		18,966,292
Mutual installment received	8.44		645,779		525,730
Housing installment deposits	8.75		68,655		-
			25,663,393		20,643,945
Foreign currency deposits :					
Demand deposits	0.00 ~ 2.57		202,580		80,025
Time and savings deposits	6.55		972,860		452,339
			1,175,440		532,364
Certificates of deposits :	7.89		1,914,456		1,843,415
		W	28,753,289	W	23,019,724

Deposits from financial institutions as of December 31, 2000 and 1999 are as follows:

N/li	llions	of wor

		2000	1999	
Won deposits :				
Demand deposits Time and savings deposits Mutual installment received	W	33,397 550,338 588	W	84,030 243,405 2,229
Foreign currency deposits :		584,323		329,664
Demand deposits Time and savings deposits		8,391 23,813		9,908 12,723
		32,204		22,631
	W	616,527	W	352,295

The term structures of deposits as of December 31, 2000 are summarized as follows (millions of won):

Term Structures	W	on-Deposits		ign currency Deposits		ertificates of Deposits		Total
Within 1 month	W	7,364,634	W	436,573	W	366,395	W	8,167,602
1 ~ 3 months		4,443,824		345,656		215,147		5,004,627
3 ~ 6 months		3,995,104		79,093		730,643		4,804,840
6 months ~ 1 year		5,413,687		204,162		246,182		5,864,031
1 ~ 3 years		866,792		1,347		356,089		1,224,228
More than 3 years		3,579,352		108,609		-		3,687,961
	W	25,663,393	W	1,175,440	W	1,914,456	W	28,753,289

### 10. Borrowings:

Annual interest	Millions of won				
rate(%)	2000		1999		
3.00	W	533,764	W	416,316	
4.00 ~ 5.00		80,703		75,709	
4.50 ~ 8.50		564,428		533,512	
		1,178,895		1,025,537	
Libor+0.00~3.25		932,178		1,625,098	
6.70~8.29		527,590		99,737	
Libor+0.50		25,194		54,292	
		1,484,962		1,779,127	
	W	2,663,857	W	2,804,664	
	3.00 4.00 ~ 5.00 4.50 ~ 8.50 Libor+0.00~3.25 6.70~8.29	3.00 W 4.00 ~ 5.00 4.50 ~ 8.50  Libor+0.00~3.25 6.70~8.29 Libor+0.50	Annual interest rate(%)  3.00  W 533,764  4.00 ~ 5.00  4.50 ~ 8.50  Libor+0.00~3.25 6.70~8.29 Libor+0.50  W 533,764  80,703  564,428  1,178,895  P32,178  6.70~8.29 Libor+0.50  25,194  1,484,962	Annual Interest rate(%)  3.00  4.00 ~ 5.00  4.50 ~ 8.50  Libor+0.00~3.25 6.70~8.29 Libor+0.50  2000  W 533,764 W 80,703 564,428  1,178,895  Libor+0.50  932,178 6.70~8.29 Libor+0.50  25,194  1,484,962	

The subordinated borrowings included in won-borrowings as of December 31, 2000 and 1999 comprise the following:

	Annual interest					
Lender	rate (%)		2000	1999		Condition of borrowings
Kyobo Life Insurance Samsung Life Insurance LG Fire & Marine Insurance	10.00~14.94 9.00~16.16 16.00	W	100,000 70,000 48,000	W	100,000 70,000 48,000	Lump sum redemption
		W	218,000	W	218,000	

The maturities of borrowings as of December 31, 2000 are as follows (millions of won):

Period	Won-Borrowings		Foreign currency Borrowings		Total
2001.1.1~2001.12.31	W 630,	744 W	925,608	W	1,556,352
2002.1.1~2002.12.31	100,	913	332,981		433,894
2003.1.1~2003.12.31	182,	966	199,452		382,418
2004.1.1~2004.12.31	56,	896	-		56,896
Thereafter	207,	376	26,921		234,297
	W 1,178,	895 W	1,484,962	W	2,663,857

#### 11. Debentures:

Debentures as of December 31, 2000 and 1999 comprise the following :	Annual interest		Millions of won				
	rate (%)	2000		1999			
Won-debentures :							
Subordinated bonds	Prime+0~15.63	W	1,174,925	W	672,012		
Subordinated convertible bonds	8.00		49,998		49,998		
Bonds	8.96 ~ 10.10		85,000		55,000		
			1,309,923		777,010		
(Adjustments for conversion rights)			(3,514)		(4,923)		
			1,306,409		772,087		
Foreign currency debentures :							
Foreign currency bonds	L + 0.35 ~ 1.75		429,558		115,685		
Subordinated convertible bonds	6M libor		37,791		34,362		
			467,349		150,047		
(Present value discounts)			(2,692)		(1,723)		
			464,657		148,324		
		W	1,771,066	W	920,411		

Details of the terms of outstanding subordinated convertible bonds as of December 31, 2000 and 1999 are as follows:

			Annual Interest	Millio	ns of won
	Issue date	Due date	Rate (%)	2000	1999
Won-debentures					
Boram 1st	1997.11.25	2003. 1.31	8.0	W 30,000	W 30,000
Boram 2nd	и	и	ш	19,998	19,998
	(Adjustm	ents for conver	sion rights)	(3,514)	(4,923)
	-		-	46,484	45,075
Foreign currency debentures					
IFC 1st	1998. 6.29	2004. 2.15	6 M libor	37,791	34,362
				W 84,275	W 79,437

	Boram 1st & 2nd	IFC 1st
Conversion price	W 19,616	W 6,236
Conversion period	1998.11.26-2002.12.31	1999.6.30-2003.2.15
Disbursement at due date	100% of par value	100% of par value
Interest term	Annual	Annual

The maturities of debentures as of December 31, 2000 are as follows (millions of won):

Periods	Won	-Debentures		eign currency Debentures		Total
2001.1.1~2001.12.31	W	-	W	134,788	W	134,788
2002.1.1-2002.12.31		80,000		62,985		142,985
2003.1.1-2003.12.31		459,077		231,785		690,862
2004.1.1-2004.12.31		166,300		37,791		204,091
Thereafter		604,546		-		604,546
	W	1,309,923	W	467,349	W	1,777,272

### 12. Confirmed Acceptances and Guarantees:

Confirmed acceptances and guarantees as of December 31, 2000 and 1999 comprise the following:

	Millions		Millions of won		
		2000		1999	
Acceptances and guarantees in won:	W	665,310	W	635,790	
Acceptances and guarantees in foreign currencies :					
Acceptances for letters of credit		1,538,885		1,182,248	
Letters of guarantee for importers		56,339		56,653	
Guarantees on credit derivatives		31,493		28,635	
Other(*)		602,808		453,575	
		2,229,525		1,721,111	
	W	2,894,835	W	2,356,901	

<sup>(\*)</sup> acceptances and guarantees for the return of advances related to export, overseas bidding, and contractual obligations.

December 31, 2000 and 1999

Information about confirmed acceptances and guarantees by industry as of December 31, 2000 and 1999 is summarized as follows:

		2000		1999		
Industry	Mi	llions of won	Ratio (%)	Mi	llions of won	Ratio (%)
Manufacturing	W	2,195,314	75.9	W	1,452,802	61.7
Construction		151,187	5.2		231,441	9.8
Wholesale & retail		238,304	8.2		179,865	7.6
Transport & storage		16,901	0.6		81,698	3.5
Financial business		32,743	1.1		7,590	0.3
Real estate & renting		6,654	0.2		783	0.0
Other		253,732	8.8		402,722	17.1
	W	2,894,835	100.0	W	2,356,901	100.0

Information about confirmed acceptances and guarantees in foreign currencies by country as of December 31, 2000 and 1999 is summarized as follows:

		2000			1999	
Country	Mi	llions of won	Ratio (%)	Mi	llions of won	Ratio (%)
Korea Japan Hong Kong	W	2,194,934 31,492 3,099	98.5 1.4 0.1	W	1,691,928 28,635 548	98.3 1.6 0.1
	W	2,229,525	100.0	W	1,721,111	100.0

Reserves for possible losses on acceptances and guarantees as of December 31, 2000 and 1999 are composed of the following (millions of won):

#### 1) As of December 31, 2000

		Amount of Acceptances and Guarantees			Reserve atio (%)
Acceptances and guarantees in won Acceptances and guarantees in foreign currencies	W	665,310 2,229,525	W	8,498 27,880	1.28 1.25
	W	2,894,835	W	36,378	1.26

### 2) As of December 31, 1999

		Amount of Acceptances and Guarantees			Reserve atio (%)	
Acceptances and guarantees in won Acceptances and guarantees in Foreign currencies	W	635,790 1,721,111	W	13,080 33,530	2.06 1.95	
	W	2,356,901	W	46,610	1.98	

As of December 31, 2000 and 1999, respectively, W3,623 million and W3,304 million of additional reserves for unconfirmed acceptances and guarantees of W6,165 and W10,715 million, provided to Daewoo Group companies, are excluded in the amount of reserve for possible losses on acceptances and guarantees shown above.

### 13. Assets and Liabilities Denominated in Foreign Currencies:

Significant assets and liabilities denominated in foreign currencies at December 31, 2000 and 1999 are as follows:

### 1) At December 31, 2000

, ,						
	N	Millions of won		Equivalent		
Assets:						
Cash & due from banks	W	546,359	\$	433,720		
Trading securities		19,972		15,854		
Investment securities		642,631		510,146		
Loans		1,007,425		799,734		
Other		1,741,255		1,382,279		
Allowance for possible loan losses		(130,367)		(103,491)		
	W	3,827,275	\$	3,038,242		
Liabilities:	<del></del>					
Deposits	W	1,175,439	\$	933,110		
Borrowings		1,484,962		1,178,822		
Due to Bank of Korea		237,155		188,263		
Debentures		467,349		371,000		
Other		314,944		250,016		
	W	3,679,849	\$	2,921,211		

#### 2) At December 31, 1999

Thousand of US\$

	N	Millions of won		
Assets:				
Cash & due from banks	W	265,477	\$	230,407
Trading securities		4,662		4,070
Investment securities		366,045		319,578
Loans		2,435,599		2,126,412
Other		33,196		28,983
Allowance for possible loan losses		(157,549)		(137,549)
	W	2,947,430	\$	2,571,901
Liabilities:	<del></del>			
Deposits	W	532,364	\$	465,297
Borrowings		1,779,127		1,551,102
Bonds sold on repurchase agreements		38,662		33,754
Due to Bank of Korea		415,537		362,788
Debentures		150,047		131,000
Other		81,927		71,525
	W	2,997,664	\$	2,615,466

### 14. Commitments and Contingencies:

Derivatives	Ar	nount of Position	on	Unrealized gains and losses (I/S)			B/S		
	Total	Trading	Hedging	Total	Trading	Hedging	Assets	Liabilities	
Currency									
Forward	1,209,290	276,631	932,659	(23,090)	(24,638)	1,548	29,833	50,360	
Swap	101,011	-	101,011	6,014	-	6,014	6,465	306	
Subtotal	1,310,301	276,631	1,033,670	(17,076)	(24,638)	7,562	36,298	50,666	
Interest rate Swap	144,866	-	144,866	(4,229)	-	(4,229)	-	3,784	
Others	37,791	37,791	-	(309)	(309)	-	454	3,854	
Total	1,492,958	314,422	1,178,536	(21,614)	(24,947)	3,333	36,752	58,304	

December 31, 2000 and 1999

Information of the amount of position and unrealized gains and losses of derivatives as of December 31, 2000 is as follows (millions of won):

In accordance with the revised accounting rules of accounting for derivatives during the year ended December 31, 2000, the Bank recorded derivatives transaction on the balance sheet at fair value and recorded the unrealized gains and losses in current operations.

The Bank has entered into forward exchange contracts, currency futures and interest rate swaps with KOFEX. Related to the above, the Bank recorded for the year ended December 31, 2000, W78,671 million and W47,777 million of gain and loss, respectively, on transaction of derivatives, and W7,183 million and W30,272 million of unrealized gain and unrealized loss, respectively, as other operating income(loss).

The Bank has entered into swap contracts to hedge against the risk of changes in the market interest rate and foreign exchange rate. Related to the above, the Bank recorded for the year ended December 31, 2000, W5,192 million and W808 million of gain and loss, respectively, on transaction of derivatives, and W6,374 million and W4,590 million of unrealized gain and unrealized loss, respectively, as other operating income(loss).

In the normal course of business, the Bank enters into outstanding commitments, which under the banking accounting standards in the Republic of Korea, are not disclosed in the financial statements. In the opinion of management, these do not represent unusual risks of losses for the Bank. Certain commitments represent various degrees and types of risk to the Bank including credit, interest rate, foreign exchange rate, and liquidity risk. In many cases, the commitments involving interest and foreign exchange result from decisions to hedge overall interest rate and foreign exchange risk. A summary of significant commitments, categorized in accordance with bank supervisory regulations is as follows:

		2000 1999		
		2000	1999	
Commercial letters of credit	W	1,290,619	W	1,234,310
Loan commitments		-		70
Endorsed notes		150,690		47,499

The Bank, in relation to foreign confirmed acceptances and guarantees, has entered into credit derivatives purchase contract of W31,493 million (US\$ 25 million) with Hans Merchant Bank as of December 31, 2000.

In connection with the Bank's letter of credit guarantee for Shinhan International Corporation amounting to US\$ 3,397 thousand, Societe Generale, Seoul Branch has filed a lawsuit against the Bank claiming settlement. On December 11, 1998, the court determined that the Bank should pay the claim, including interest for the delayed payment period and the cost of the lawsuit. The Bank made an immediate appeal to a higher court by whose determination is the Bank won the case on October 24, 2000. Societe Generale, Seoul Branch made a final appeal to the Supreme Court and the result of the determination cannot be estimated as of December 31, 2000.

The Bank has entered into credit line commitments (W55,000 million limit) with several special purpose (asset-back securitization) companies to supply sufficient funds for the repayment of bonds issued by the companies. There has not been any utilization of the credit line during the year ended December 31, 2000. Rationally expected annual credit amounts to be utilized are W13,900 million and W11,200 million in 2001 and 2002, respectively.

Among the written-off claims of the Bank, the amount on which the legal rights of claims have not been expired is W494,308 million and W284,706 million as of December 31, 2000 and 1999, respectively.

The Bank has entered into a commitment with Korea Asset Management Corporation ("KAMCO") to sell non-performing loans with the sales being dependent on the collection of the loans, or repurchase under certain conditions. As of December 31, 2000, the non-performing loans sold to KAMCO under the commitment are W68,680 million. The ultimate resolution of these transactions may affect the Bank's financial position, depending on the settlement or repurchase of the loans. The ultimate effect of these significant uncertainties on the settlement or repurchase of the non-performing loans as of the balance sheet date cannot presently be determined and accordingly, no adjustments have been made in the accompanying financial statements related to such uncertainties other than those adjustments disclosed in these financial statements.

The Bank recognizes, in accordance with the Trust Business Act, trust fees from the banking accounts as income from trust operations. If losses are incurred on trust accounts that have guarantee of principal repayment trust terms, the losses are recognized as a loss from trust operations. Based on the financial statements of Trust Accounts prepared in accordance with the Trust Business Act, the Bank recorded W133,698 million and W42,942 million of other operating expenses as of December 31, 2000 and 1999, respectively.

Beginning in 1997, Korea and other countries in the Asia Pacific region experienced a severe contraction in substantially all aspects of their economies. This situation is commonly referred to as the 1997 Asian financial crisis. In response to this situation, the Korean government and the private sector began implementing structural reforms to historical business practices. The Korean economy is currently experiencing additional difficulties, particularly in the areas of restructuring private enterprises and reforming the banking industry. The Korean government continues to apply pressure to Korean companies to restructure into more efficient and profitable firms. The banking industry is currently undergoing consolidations and significant uncertainty exists with regard to the availability of short-term financing during the coming year. The Bank may be either directly or indirectly affected by the situation described above.

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December 31, 2000 and 1999

The accompanying financial statements reflect management's current assessment of the impact to date of the economic situation on the financial position of the Bank. Actual results may differ materially from management's current assessment.

#### 15. Capital Stock:

On January 8, 1999, as a direct result of the P&A (Purchase of assets and Assumption of liabilities) of Choong-Chung Bank and the merger with Boram Bank, the Bank issued 94,560,000 shares of non-cumulative, non-participating preferred stock for cash at W5,000 per share to Korea Deposit Insurance Corporation ("KDIC"). Upon executing the investment contract with KDIC, the Bank has a right to purchase ("call option") these preferred stocks. As of December 31, 2000, preferred stock issued outstanding is 67,081,000 shares after the Bank exercised its call option to purchase 27,479,000 shares on January 27, 2000. The terms for the options on the remaining 44,153,000 and 22,928,000 shares are until March 27, 2002 and March 27, 2004, respectively. If the Bank does not exercise its call options, the preferred shares will be converted to common stock after the end of the option term.

On April 21, 2000, the Bank issued 14,200,000 (par value of W5,000) common shares to Allianz AG (ownership of 12.46%) at W8,900 per share. The Bank recorded W55,013 million in capital surplus after deducting W367 million of stock issuance costs from W55,380 million of additional paid-in capital in excess of par value (Note 16).

During 1999 and 2000, the Bank granted stock options of 1,040,000 and 628,000 shares, respectively, to 57 members of the management. Depending on the Bank's future condition, the Bank may choose a cash benefit or the issuance of common stocks at an exercise price of W10,020 and W8,500, respectively.

#### 16. Capital Surplus:

Capital surplus as of December 31, 2000 and 1999 comprises the following:

		2000 1999		1999
Paid-in capital in excess of par value Negative goodwill from merger Other	W	295,143 105,407 247	W	240,130 105,407 247
	W	400,797	W	345,784

Changes in paid-in capital in excess of par value for the years ended December 31, 2000 and 1999 are summarized as follows:

Millions of won

	2000		1999	
Beginning balance Paid-in capital in excess of par value Stock issuance costs	W	240,130 55,380 (367)	W	169,084 72,393 (1,347)
Closing balance	W	295,143	W	240,130

### 17. Retained Earnings:

Retained earnings as of December 31, 2000 and 1999 comprise the following:

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	Reference	2	000		1999
Appropriated:					
Legal reserve	(A)	W	69,300	W	67,200
Reserve for business rationalization	(B)		10,600		10,600
Reserve for overseas investment loss	(C)		-		12,200
Reserve for future dividends	(D)		50,800		62,800
General purpose contingency reserve	(E)		233,100		259,300
			363,800		412,100
Unappropriated			138		139
		W	363,938	W	412,239

<sup>(</sup>A) The general Banking Act requires the Bank to appropriate a minimum of 10% of net income annual income before income taxes as a legal reserve, until such reserve equals 100% of its paid-in capital. This reserve is not available for the payment of cash dividends, but may be transferred to capital stock or used to reduce accumulated deficit, if any.

December 31, 2000 and 1999

- (B) The reserve for business rationalization is appropriated in accordance with Korean tax laws and provides the Bank with a deduction from taxable income. This reserve is not available for payment of cash dividends, but may be transferred to capital stock or used to reduce accumulated deficit, if any.
- (C) Pursuant to the Korean tax laws, the Bank is allowed to claim the amount of retained earnings appropriated for reserve for overseas investment loss as deduction from taxable income for the current year. This reserve is not available for payment of dividends until used for the specified purpose or reversed.
- (D) The reserve for future dividends represents amounts appropriated by the Bank for equalizing dividend rates through the years of business and can be used for any purpose by subsequent stockholders' resolution.
- (E) The general-purpose contingency reserve does not have any specified purpose and may be restored to unappropriated retained earnings through future shareholders' resolution.

As of December 31, 2000 and 1999, the details of cumulative effects from the change of accounting, as adjusted to retained earnings, are as follows:

#### 1) As of December 31, 2000

Cumulative effect from accounting changes	Millions of won
Prior year losses from trust operations Gains on valuation of derivatives Losses on valuation of derivatives	W (38,457) 151 (63)
	W (38,369)
2) As of December 31, 1999	
Cumulative effect from accounting changes	Millions of won
Tax effect on deferred tax liability Valuation of subsidiary stock on equity method Present value discounts on prior year's loans Change in depreciation method of buildings	W (25,438) (36,313) (3,144) 1,396
	W (63,499)

### 18. Term Structures of Assets and Liabilities:

As of December 31, 2000, the term structures of assets and liabilities of the Bank are as follows (millions of Won):

	1 ~ 3 month	3 ~ 6 month	6 month ~ 1 year	1 ~ 3 year	Thereafter	Total
1. In Won Currency						
(Assets)						
Due from banks	W 913,495	W 106,344	W 12,120	W 30,000	W 731,936	W 1,793,895
Securities	1,058,797	618,914	2,916,997	4,775,267	1,885,916	11,255,891
Loans (*)	5,993,655	4,233,352	5,078,692	1,979,943	1,674,964	18,960,606
Allowance for possible loan losses	-	-	-	-	(662,927)	(662,927)
Other	3,058,696	337,450	515,874	1,029,611	1,657,778	6,599,409
	11,024,643	5,296,060	8,523,683	7,814,821	5,287,667	37,946,874
(Liabilities and Shareholder's equity)						
Deposits	11,808,457	3,995,104	5,413,687	866,792	3,579,353	25,663,393
Certificate of deposits	581,542	730,643	246,182	356,089	-	1,914,456
Borrowings	554,463	25,612	53,911	282,891	262,018	1,178,895
Shareholders' equity	-	-	-	-	1,758,395	1,758,395
Other	2,821,141	561,324	1,325,875	1,210,167	1,660,654	7,579,161
	15,765,603	5,312,683	7,039,655	2,715,939	7,260,420	38,094,300
2. In foreign currencies						
(Assets)						
Due from banks	493,405	18,895	-	-	-	512,300
Securities	510,362	17,389	31,127	87,787	15,938	662,603
Loans	200,167	109,477	215,040	229,984	252,757	1,007,425
Bills purchased	953,432	218,569	34,213	34	40,129	1,246,377
Allowance for possible loan losses	-	-	-	-	(130,367)	(130,367)
Other	493,492	-	-	-	35,445	528,937
	2,650,858	364,330	280,380	317,805	213,902	3,827,275
(Liabilities)						
Deposits	782,229	79,093	204,162	1,347	108,608	1,175,439
Borrowings (**)	522,225	168,821	234,571	532,434	26,911	1,484,962
Other	493,795	-	1,260	428,298	96,095	1,019,448
	W 1,798,249	W 247,914	W 439,993	W 962,079	W 231,614	W 3,679,849

<sup>(\*)</sup> including bills bought and factoring receivables.

### 19. General and Administrative Expenses:

General and administrative expenses for the years ended December 31, 2000 and 1999 comprise the following:

Millions of won

	2	2000	1999	
Salaries and wages	W	134,944	W	126,085
Severance benefits		12,077		9,742
Fringe benefits		23,912		17,665
Rent		17,354		15,863
Entertainment		8,906		2,690
Depreciation and amortization		38,963		32,292
Taxes and dues		22,708		20,471
Advertising		16,466		11,798
Consulting fees		26,272		21,669
Other		39,031		40,701
	W	340,633	W	298,976

<sup>(\*\*)</sup> including due to the Bank of Korea in foreign currency and bonds sold on repurchase agreements in foreign currency.

December 31, 2000 and 1999

#### 20. Non-operating Income and Non-operating Expenses:

Non-operating income for the years ended December 31, 2000 and 1999 comprise the following:

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	2	2000	1999	
Gain on disposition of investment securities	W	149,186	W	86,564
Reversal of impairment loss on investment debt securities		14,731		-
Unrealized gain on investment securities		-		10,025
Gain on equity method		-		62,137
Gain on sales of loans		16,638		17,762
Other		13,729		6,177
	W	194,284	W	182,665

Non-operating expenses of the years ended December 31, 2000 and 1999 comprise the following:

#### Millions of won

	2	2000	1999	
Loss on disposition of investment securities Loss on impairment of investment securities Unrealized loss on investment securities Loss on equity method Loss on sales of loans Other	W	7,212 55,833 6,249 15,657 21,401 9,134 115,486	W	20,725 18,560 - - 8,415 3,682 51,382

### 21. Income Tax Expense:

Income tax expenses for the years ended December 31, 2000 and 1999 comprise the following:

#### Millions of won

		2000	1999	
Current income taxes Deferred taxes Realization of tax effect from tax loss carryforward Deferred tax adjustments to shareholders' equity	W	81,657 (108,064) 38,984	W	57,414 (16,237) 11,241 15,493
	W	12,577	W	67,911

The statutory income tax rate applicable to the Bank, including resident tax surcharges, is approximately 30.8%, however, effective tax rates for the year ended December 31, 2000 and 1999 are approximately 38.0 and 32.0%, respectively, due to above adjustments.

Changes in accumulated temporary differences for the years ended December 31, 2000 are as follows (millions of Won):

Accounts		nning Balance	Increase	Decrease		Ending Balance		
Allowance for possible loan losses	W	117,892	W	324,150	W	117,892	W	324,150
Reserve for possible losses on acceptances and guarantees		49,914		-		9,913		40,001
Accrued income		(281,043)		(209,428)		(281,043)		(209,428)
Gain on valuation of securities		(20,433)		(7,412)		(10,562)		(17,283)
Loss on valuation of securities		7,985		24,039		4,358		27,666
Loss on impairment of investment securities		18,560		55,833		18,295		56,098
Gain on equity method		(62,197)		(25,791)		(23,547)		(64,441)
Goodwill amortization		9,793		-		3,266		6,527
Reserve for overseas investment loss		(9,433)		-		(9,433)		-
Present value discounts		28,812		43,404		23,618		48,598
Other		24,185		21,264		16,718		28,731
	W	(115,965)	W	226,059	W	(130,525)	W	240,619

The Bank adjusted W5,728 million of accumulated temporary differences of the difference between prior year income taxes recorded in the book and actual tax expense as a current increase (decrease) for the year ended December 31, 2000.

December 31, 2000 and 1999

As of December 31, 2000 and 1999, deferred income tax assets (liabilities) from temporary differences comprise the following (millions of Won):

	2000					1999			
		otal amounts	Deferred income tax assets (liabilities)		Total amounts		Deferred income tax assets (liabilities)		
Accumulated temporary differences as of beginning of the year (*) Tax effect from Tax loss carryforward (**) Changes in temporary differences for the period	W	(115,965) 168,526 356,584	W	(35,717) 51,906 109,828	W	(168,682) 297,299 52,717	W	(51,954) 91,568 16,237	
	W	409,145	W	126,017	W	181,334	W	55,851	

<sup>(\*)</sup> The tax effect of accumulated temporary differences from prior year was adjusted to retained earnings

#### 22. Earnings Per Share and Ordinary Income Per Share:

Earnings per share and ordinary income per share for the years ended December 31, 2000 and 1999 are calculated as follows:

#### Korean Won

	2000	1999
Ordinary income per share		
Ordinary Income after income tax expenses	W 10,686,119,091	W144,321,608,268
Dividends on Preferred stock	(5,561,700,000)	(8,023,000,000)
	5,124,419,091	136,298,608,268
Weighted average of common shares	120,056,623	100,763,739
Ordinary Income per share	W 43	W 1,353
Earnings per share		
Net Income	W 20,501,293,737	W144,321,608,268
Dividends on Preferred Stock	(5,561,700,000)	(8,023,000,000)
	14,939,593,737	136,298,608,268
Weighted average of common shares	120,056,623	100,763,739
Earnings per share	W 124	W 1,353

Diluted earnings per share and ordinary income per share for the year ended December 31, 2000 and 1999 are calculated as follows:

#### Korean Won

	2000	1999	
Diluted ordinary income per share			
Ordinary income after income tax expenses	W 10,686,119,091	W144,321,608,268	
Dividends on Preferred Stock	(5,561,700,000)		
Interest expense on convertible bonds	-	4,918,632,074	
	5,124,419,091	149,240,240,342	
Weighted average number of common shares	121,587,355	202,803,804	
	W 42	W 736	
Diluted earnings per share			
Net Income	W 20,501,293,737	W144,321,608,268	
Interest expense on convertible bonds	-	4,918,632,074	
	20,501,293,737	149,240,240,342	
Weighted average number of common shares	188,668,355	202,803,804	
	W 109	W 736	

<sup>(\*\*)</sup> The tax loss carryforward is transferred in from Boram Bank and deductible in the future years under the Korean Tax Law.

### 23. Related Party Transactions:

Significant operating transactions with related parties during the years December 31, 2000 and 1999 and related account balances at December 31, 2000 and 1999 are as follows (millions of Won):

#### 1) 2000

Related parties	Accour	nt balances	Transac	Transactions			
Hana Securities	Loans Deposits	W 3,398 14,837	Interest income Interest expenses	W 123 695			
Hana Research	Deposits	307	Consulting fees Interest expenses	1,004 6			
Hana Risjad Finance	Loans	7,528	Interest income Interest expenses				
2) 1999							
Related parties	Accour	nt balances	Transactions				
Hana Securities	Loans Deposits	3,507 9,779	Interest income Interest expenses	2,799 1,201			
Hana Research	Deposits	27	Consulting fees	000			
Tidila Nosodi Gii	Doposito	21	Interest expenses	998 43			
Korea Merchant Banking Corporation	Бороско	-	· ·				

The Bank, as of December 31, 2000 and 1999, is providing medical expenses and housing funds to its employees for the betterment of employees' health and housing stability.

### 24. Information on Operating Segments:

The Bank's service line is composed of its Corporate Banking Group, Retail Banking Group, Choong-Chung Banking Group, the Treasury Group, and other administrative and trust segments. Financial information for each operating segment is as follows (in millions of won):

### 1) For the year ended December 31, 2000

		orporate Iking Group	Re	etail Banking Group		ong-Chung king Group	Gr	Treasury oup & other		Total
Operating revenue Loans Securities Deposits/borrowings(*)	W	876,427 10,271,768 - 8,160,255	W	576,801 7,593,692 - 20,164,874	W	214,153 1,982,201 284,301 4,206,120	W	1,943,249 4,891,201 11,634,193 3,227,820	W	3,610,630 24,738,862 11,918,494 35,759,069

### 2) For the year ended December 31, 1999

		orporate king Group	Re	etail Banking Group		ong-Chung Iking Group	Gr	Treasury oup & other		Total
Operating income	W	756,099	W	386,963	W	211,269	W	1,374,288	W	2,728,619
Loans		8,055,474		4,256,192		1,199,914		3,779,027		17,290,607
Securities		-		-		411,622		9,296,538		9,708,160
Deposits/borrowings(*)		6,186,890		15,285,212		2,896,248		3,715,828		28,084,178

<sup>(\*)</sup> Including call money, bonds sold on repurchase agreements, bills sold, due to the Bank of Korea in foreign currencies, and debentures.

December 31, 2000 and 1999

#### 25. Results of the Trust business:

For the years ended December 31, 2000 and 1999, the results of operations related to the trust business are as follows.

				r		
Mi	Шı	a	nc	Λt	11/	nn

	2000			1999
Trust fees Early termination fees	W	163,024 3,518	W	171,562 9,987
Operating revenue of trust operations		166,542		181,549
Operating loss of trust operations	W	133,698	W	42,942

#### 26. Purchase of Assets and Assumption of Liabilities Contract:

The Bank has entered into a "Purchase of Assets and Assets and Assets and Assumption of Liabilities" (hereafter "P&A") contract, effective June 29, 1998, to purchase certain assets and assume most of the liabilities of Choong-Chung Bank which ceased operations as of June 29, 1998 by the order of the Financial Supervisory Commission.

According to the P&A contract, only the performing assets were purchased by the Bank and all non-performing assets were transferred to the Korea Asset Management Corporation ("KAMCO"). Any future economic loss arising from the non-performing assets will be absorbed according to the P&A contract and the subscription agreement with Korea Deposit Insurance Corporation.

On March 31, June 30, and September 30, 1999, put options were executed according to the P&A arrangement. As a consequence of the put options, the Bank received cash and securities of W388,045 million from KDIC and KAMCO.

#### 27. Business combination:

On January 1, 1999, the Bank merged with Boram Bank, whose business is similar to that of Hana Bank. The Bank issued 8,761,986 shares of common stock in exchange for all of the issued and outstanding shares of Boram Bank. The exchange rate was 0.2549 share and 0.1485 share of the Bank's common stock for each share of Boram Bank's common stock and preferred stock, respectively.

#### 28. Reclassification of Financial Statements at December 31, 1999:

Certain accounts in the financial statements at December 31, 1999 have been reclassified to conform to the 2000 presentation. These reclassifications had no effect on previously reported net income or stockholders' equity.

#### 29. Event after Balance Sheet Date:

Hana Risjad Finance, the Bank's subsidiary located in Indonesia, had been in the process of liquidation during 2000 and the Bank sold all of shares of the company to PT. AITI Investment Co. for US\$3 million on February 21, 2001.

On January 30, 2001, the Bank has purchased 27,479,000 shares, at W5,000(par value) per share, of its redeemable preferred stock which had been issued and outstanding with the subscription agreements between the Bank and KDIC(see note 5). The stocks are recorded as treasury stocks in capital adjustment.

## SAMIL ACCOUNTING CORPORATION



Samil Accounting Corporation Kukjae Center Building 21st Flr. 191 Hangangro 2ga, Yongsanku Seoul 140-702, KOREA (C.P.O Box 2170, 100-621)

#### To the Board of Directors Hana Bank

We have audited the accompanying balance sheet of trust accounts which Hana Bank ("the Bank") operates, as of December 31, 2000, and the related statement of operations of trust accounts for the year then ended. These financial statements are the responsibility of the Bank's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards for trust funds generally accepted in the Republic of Korea. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of trust accounts as of December 31, 2000, and the results of their operations for the year then ended in accordance with trust accounting standards generally accepted in the Republic of Korea.

Without qualifying our opinion, we draw attention to note 7 to the financial statements. The operations of trust accounts have been significantly affected, and may continue to be affected for the foreseeable future, by the general adverse economic conditions in the Republic of Korea and in the Asia Pacific region. The ultimate effects of these uncertainties on the financial position of trust accounts as of December 31, 2000 can not presently be determined and accordingly, no adjustments have been made in the accompanying financial statements related to such uncertainties.

The amounts expressed in U.S. Dollars are provided solely for the convenience of the reader and have been translated on the basis set forth in note 3 to the financial statements.

The accompanying financial statements are not intended to present the financial position and results of operations of trust accounts in accordance with trust accounting principles and practices generally accepted in countries and jurisdictions other than the Republic of Korea. The procedures and practices utilized to audit such financial statements may differ from those generally accepted and applied in other countries and jurisdictions. Accordingly, this report and the accompanying financial statements are not intended for use by those who are not informed about Korean trust accounting principles or auditing standards and their application in practice.

> Seoul, Korea February 23, 2001

Sand Accounting Composition

	In Millions of Korean Won	In Thousands of U.S Dollars (Note 3)
	2000	1999
Assets		
Cash and due from banks	W 5,34	10 \$ 4,239
Loans:		
Loans collateralized by real estate	495,4	6 393,281
Loans collateralized by other than real estate	97,43	
Uncollateralized loans	718,93	
0.1001/40.411204 104.10	1,311,78	
Securities:	.,611,70	.,,,,,,,,
Government and public bonds	1,185,4	78 941,079
Debentures issued by financial institutions	779,02	
Corporate bonds	1,763,00	
Stocks	940,23	
Bills purchased	2,151,68	
Other securities	827,10	
ono socumes	7,646,59	
Call loans	420,00	00 333,413
Accrued income	241,18	32 191,459
Due from banking accounts (Note 6)	802,76	
Other	50	
(Allowance for possible loan losses)	(165,23	
Total assets	W 10,262,93	86 \$ 8,147,127
LIABILITIES		
Money trusts		
Installment money trusts	W 584,62	
Household money trusts	1,024,64	
Development money trusts	360,25	
New installment money trusts	734,18	
Retirement trusts	222,94	
Specified money trusts	3,896,20	
Open money trusts	869,08	32 689,912
New old-age pension trusts	571,99	92 454,070
Unit money trusts	759,58	602,967
Other	554,34	440,058
	9,577,82	26 7,603,259
Security management trusts	200,86	
Unearned income	39,30	00 31,198
Accrued trust fees payable	15,9°	12,630
Accrued trust dividends payable	394,77	
Present value discounts	27,30	
Reserve for future trust losses	6,17	
Other	77	
Total liabilities	W 10,262,93	86 \$ 8,147,127

The accompanying notes are an integral part of these statements.

# STATEMENT OF OPERATIONS OF TRUST ACCOUNTS

For the years ended December 31, 2000 and 1999

	In Millions of Korean Won	In Thousands of U.S. Dollars (Note 3)
	2000	1999
Revenue		
Interest income:		
Interest on due from banks	W 70	5 \$ 560
Interest and dividends on securities	889,62	8 706,222
Interest on loans	230,88	6 183,287
Interest on call loans	17,18	4 13,641
Interest on trusted money receivables	17,47	· ·
Other	18,98	
	1,174,85	9 932,650
Gain on securities	137,69	4 109,307
Other	199,35	4 158,255
	1,511,90	7 1,200,212
Expenses		
Trust fees to the Bank (Note 6)	162,46	0 128,967
Commissions	4,39	8 3,491
Loss on securities	351,09	
Provision for possible loan losses	64,07	
Other	32,70	4 25,962
	614,73	0 487,997
Dividends of trust profit to beneficiaries	W 897,17	7 \$ 712,215

The accompanying notes are an integral part of these statements.

# NOTES TO FINANCIAL STATEMENTS OF TRUST ACCOUNTS

December 31, 2000

#### 1. The trustee:

Hana Bank("the Bank"), the trustee, was incorporated in 1971 as Korea Investment and Finance Corporation under the Commercial Code of the Republic of Korea to provide financing services as a financial intermediary. On September 20, 1972, the Bank was granted approval by the Ministry of Finance (presently the Ministry of Finance and Economy) to operate under the short-term Financing Business Law.

On June 29, 1991, the Bank was granted approval by the Ministry of Finance (presently the Ministry of Finance and Economy) to engage in banking activities and the Bank's name was changed to Hana Bank. It became a nationwide commercial bank in July 1991.

On June 29, 1998, the Bank purchased certain assets and assumed most of the liabilities of Choong-Chung Bank by the order of the Financial Supervisory Commission. In addition, the Bank completed the merger with Boram Bank as of January 1, 1999.

The Bank is engaged in the commercial banking business under the Banking Act, in the foreign exchange transaction business, in the trust business under the Trust Business Act and in other related businesses.

On June 5, 1972, the Bank listed its shares on the Korean Stock Exchange. On February 12, 1973, the Bank was registered as a foreign capital invested company under the Foreign Capital Inducement Law. The Bank's common stock and preferred stock outstanding as of December 31, 2000 are W621,816 million and W335,405 million, respectively.

#### 2. Summary of Significant Accounting Policies:

The financial statements of trust accounts are prepared in accordance with the Trust Business Act, except for certain items not specified in the Act which were prepared in accordance with the trust accounting standards generally accepted in the Republic of Korea. The significant accounting policies applied in the preparation of the accompanying financial statements of trust accounts are summarized as follows.

#### Revenue and Expenses of Trust Accounts

The trust accounts recognizes interest income and other revenues as trust revenue, and also trust operating expenses, dividends of trust profit to the beneficiaries, trust fees to the Bank and other expenses as trust expenses.

#### Interest Income Recognition

Interest income on loans and investment securities are recognized on an accrual basis, while interest income on overdue and dishonored loans and securities, except for those guaranteed by financial institutions or collateralized by deposits, is recognized on a cash basis.

#### Allowance for possible loan losses

The trust accounts classify corporate loans (including bills, privately placed debentures and securities not marked-to-market) and calculate the allowance for possible loan losses by incorporating the borrowers' future debt service capacity ("Forward Looking Criteria (FLC)"), rather than solely past performance, by applying the credit rating system. The credit rating system considers the financial and non-financial factors of borrowers and classifies borrowers' credit risk by thirteen ratings (1,2,3,4,5,6,7+,7,8+,8,9,10+,10). Provisions are determined by applying the following minimum percentages to each of credit ratings and loan classifications;

Credit ratings	Loan classifications	Provision percentages	
1 ~ 8+	Normal	0 ~ 1.2%	
8	Precautionary	2%	
9	Substandard	20%	
10+	Doubtful	50%	
10	Estimated loss	100%	

Household loans are classified based on the delinquent periods, value of collateral, and reasonably estimated collectibility.

#### **Present Value Discounts**

If the present value of a loan is significantly different from book value due to rescheduling of terms as agreed by the related parties (as in the case of court receivership, court mediation or workout), the present value discounts on the loan is offset against the allowance for possible loan losses, if available, or charged to current expense.

The difference between book value and present value is recorded as 'present value discounts' in the balance sheet and amortized to current earnings over the related period using the effective interest rate method.

#### Securities

The valuation methods used for the securities are summarized as follows.

	Valuation method				
Marketable stocks and Beneficial certificates Non-marketable stocks	Market value Cost				
Debt securities Other securities	Market value Cost				

# NOTES TO FINANCIAL STATEMENTS OF TRUST ACCOUNTS

December 31, 2000

Under the transition clause prescribed in Trust Supervision Act, the debt securities and other securities managed in the unspecified money trusts, established before November 15, 1998, are not valued by marking to market. Instead, the loan valuation method is applied to these securities and the related unrealized losses are charged to the allowance for possible loan losses.

The securities included in specified money trusts and property trusts are stated at cost.

#### Due from Banking Accounts

The trust accounts deposit certain amounts with the banking accounts for short-term cash management purposes, and account for them as due from banking accounts.

#### Reserve for future trust losses

The trust accounts have provided more than 25% of the trust fees as special reserve until the amount of special reserve equals 5% of invested capital for certain money trusts which provide guarantees of a principal or a minimum rate of return. For the year ended December 31, 2000, the provision for the special reserve was W3,708 million.

#### Dividends of trust profit to beneficiaries

The dividends calculated by the trust revenue deducted by the trust fees to the Bank and other administrative expenses are disbursed to the beneficiaries and charged to the expenses in trust operation.

#### Trust Fees

The trust accounts provide trust fees to the Bank for its management of trust assets and operations, and accounts for them as operating expenses. For the year ended December 31, 2000, W162,460 million of trust fees was provided and W15,910 million is accounted as accrued trust fees payable as of December 31, 2000.

#### 3. United States Dollar Amounts:

The Bank's trust accounts operate primarily in Korean won and their official accounting records are maintained in Korean won. The U.S. dollar amounts are provided herein as supplementary information solely for the convenience of the reader. All won amounts are expressed in U.S. dollars at the rate of W1,259.7:US\$1, the base exchange rate on December 31, 2000. This presentation is not required by or in accordance with Korean or United States generally accepted accounting principles, and should not be constructed as a representation that the Won amounts shown could be converted in or settled in U.S. dollars at this or any other rate.

# 4. Details of Trust Funds

The details of the money trust businesses at December 31, 2000 are as follows:

	_
Trust	Terms

Trusts	Period (Years)	Dividend rate	Guarantee of principal repayment or minimum rate of return
General unspecified money trusts	Over 1.5	Fixed	Yes
Installment money trusts	Over 1.5	Floating	No(*)
Household money trusts	Over 1.5	ı ı	No
Development trusts	2 and 3	Fixed	Yes
Old-age living pension trusts	Over 5	Floating	Yes
Corporation money trusts	Over 1.5	"	No(*)
Individual pension trusts	Over 15	n n	Yes
Household long-term money trusts	3-5	n n	No
Labor preferential trusts	3-5	n n	No
New installment trusts	Over 1.5	n n	No
Retirement trusts	-	п	Yes
Specified money trusts:	Over 0.25	n n	No
Unit money trusts	Over 1	n n	No
Open money trusts	0.25-1	n n	No
Real estate investment trusts	-	n n	No
New individual pension trusts	Over 15	m m	Yes
New old-age pension trusts	Over 5	п	Yes
New labor preferential trusts	3-5	п	No
Testament trusts	-	ii	No

(\*) The principal repayment is guaranteed for customer accounts opened before April 30, 1996.

General unspecified money trusts, development trusts and some accounts of installment money trusts are subject to a guaranteed principal amount and a fixed rate of return.

#### 5. Classified Financial Statements of Trust Accounts:

The balance sheet and statement of operations of trust accounts as of December 31, 2000 are classified into principal or dividend guarantee trusts and performance trusts as follows (millions of Won):

Classified Balance Sheets			М	illions of Won		
	Principal or Dividend Performance Guaranteed Trusts Trusts				Total	
(Assets)						
Cash and due from banks	W	-	W	5,340	W	5,340
Securities		1,480,889		6,165,705		7,646,594
Loans		464,148		847,637		1,311,785
Call loans		-		420,000		420,000
Other assets		39,882		201,805		241,687
Due from banking accounts		516,807		285,959		802,766
(Allowance for possible loan losses)		(125,970)		(39,266)		(165,236)
Total	W	2,375,756	W	7,887,180	W	10,262,936
(Liabilities)						
Money and other trusts	W	2,208,438	W	7,570,257	W	9,778,695
Other liabilities		161,139		316,923		478,062
Reserve for future trust losses		6,179		-		6,179

Classified Statement of Operations			Mill	ions of Won		
	D: 1	I D' ' I				
	•	al or Dividen		erformance		
	Guara	anteed Trusts		Trusts		Total
(Revenue)						
Interest income	W	385,415	W	789,444	W	1,174,859
Gain on securities		42,249		95,445		137,694
Other		166,651		32,703		199,354
		594,315		917,592		1,511,907
(Expense)		· · · · · · · · · · · · · · · · · · ·		· · · · · · · · · · · · · · · · · · ·		
Loss on securities		107,400		243,698		351,098
Trust fees to the Bank		44,286		118,174		162,460
Provision for possible loan losses		45,452		18,618		64,070
Other		18,445		18,657		37,102
		215,583		399,147		614,730
Dividends of trust profit to beneficiaries	W	378,732	W	518,445	W	897,177

W

2,375,756

7,887,180

10,262,936

# 6. Related Party Transactions:

Total

The details of transactions with the banking accounts of the Bank for the year ended December 31, 2000 and related account receivables and payables as of December 31, 2000 are summarized as follows.

Account	Millions of Won	_
Trust fees to the Bank	W 162,460	
Interest on due from banking accounts	19,625	
Due from banking accounts	802,766	

# 7. Commitments and Contingencies:

Written-off claims of trust accounts on which the legal rights of claims have not been expired totaled W3,028 million as of December 31, 2000.

Beginning in 1997, Korea and other countries in the Asia Pacific region experienced a severe contraction in substantially all aspects of their economies. This situation is commonly referred to as the 1997 Asian financial crisis. In response to this situation, the Korean government and the private sector began implementing structural reforms to historical business practices

The Korean economy is currently experiencing additional difficulties, particularly in the areas of restructuring private enterprises and reforming the banking industry. The Korean government continues to apply pressure Korean companies to restructure into more efficient and profitable firms. The banking industry is currently undergoing consolidations and significant uncertainty exists with regard to the availability of short-term financing during the coming year. The trust accounts of the Bank may be either directly or indirectly affected by the situation described above.

The accompanying financial statements reflect management's current assessment of the impact to date of the economic situation on the financial position of trust accounts. Actual results may differ from management's current assessment.

# SAMIL ACCOUNTING CORPORATION



Samil Accounting Corporation Kukjae Center Building 21st Flr. 191 Hangangro 2ga, Yongsanku Seoul 140-702, KOREA (C.P.O Box 2170, 100-621)

#### To the Board of Directors and Shareholders of Hana Bank

We have audited the accompanying consolidated balance sheets of Hana Bank and its subsidiaries ("the Bank") as of December 31, 2000 and 1999, and the related consolidated statements of income, changes in equity and cash flows for the years then ended. These consolidated financial statements are the responsibility of the Bank's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the Republic of Korea. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Hana Bank and its subsidiaries as of December 31, 2000 and 1999, and the results of their operations, the changes in their equity, and their cash flows for the years then ended in accordance with financial accounting standards generally accepted in the Republic of Korea.

As discussed in note 2 to the consolidated financial statements, since 1999, the Bank changed its method of accounting and presentation for certain items in accordance with revised financial accounting standards. The accounting changes include accounting treatment for the allowance for possible loan losses, valuation of securities, valuation of receivable under troubled debt restructurings, reserve for possible losses on acceptances and guarantees, deferred taxes, prior period adjustments, and stock issuance costs.

As discussed in note 2 to the consolidated financial statements, the Bank sold entire shares of Hana Risjad Finance, the Bank's subsidiary located in Indonesia to PT. AITI Investment Co. for US\$ 2,750 thousand on February 21, 2000. Hana Risjad Finance is excluded from consolidation in the accompanying consolidated financial statements as of December 31, 2000.

Without qualifying our opinion, we draw attention to note 6 to the consolidated financial statements. The operations of the Bank have been significantly affected, and may continue to be affected for the foreseeable future, by the general adverse economic conditions in the Republic of Korea and in the Asia Pacific region. Under these adverse economic conditions, certain customers of the Bank, including Daewoo Group companies, have been or are in the process of restructuring loans with their creditor banks and certain companies of Hyundai Group are under liquidity crisis. The ultimate effect of these uncertainties on the financial position of the Bank as of December 31, 2000 can not presently be determined and accordingly, no adjustments have been made in the accompanying consolidated financial statements related to such uncertainties.

The amounts expressed in U.S. Dollars are provided solely for the convenience of the reader and have been translated on the basis set forth in note 3 to the consolidated financial statements.

The accompanying consolidated financial statements are not intended to present the financial position, results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than the Republic of Korea. The procedures and practices utilized to audit such financial statements may differ from those generally accepted and applied in other countries and jurisdictions. Accordingly, this report and the accompanying consolidated financial statements are not intended for use by those who are not informed about Korean accounting principles or auditing standards and their application in practice.

Seoul, Korea January 26, 2001

Sand Accounting Composition

		In Millions of	Korea	n won	In Thousands of U.S. Dollars (Note 3			ars (note 3)
		2000		1999		2000		1999
Assets								
Cash and due from banks	W	3,352,804	W	3,976,698	\$	2,661,589	\$	3,156,861
Trading securities		1,537,109		3,407,784	· ·	1,220,218	·	2,705,235
Investment securities		11,229,457		9,041,660		8,914,390		7,177,630
Loans		26,009,013		19,411,083		20,646,990		15,409,290
(Reserve for possible loan losses)		(953,975)		(909,414)		(757,304)		(721,929)
(Present value discounts)		(79,978)		(28,678)		(63,489)		(22,766)
Property, plant and equipment		650,318		604,334		516,248		479,744
(Accumulated depreciation)		(180,630)		(157,510)		(143,391)		(125,038)
Intangible assets		678		266		538		211
Guarantee deposits		312,615		308,750		248,166		245,098
Accounts receivable		213,478		16,571		169,468		13,155
Accrued income		460,835		687,506		365,829		545,770
Prepaid expenses		364,237		155,418		289,146		123,377
Deferred income tax assets								
		135,012		55,851		107,178		44,337
Negative goodwill		(1,212)		(879)		(962)		(698)
Other		186,908		230,949		148,374		183,336
Total assets	W	43,236,669	W	36,800,389	\$	34,322,988	\$	29,213,613
		.0,200,007			<u> </u>	0.10==1700		
Liabilities, Minority Interest and Stockholders' Equity								
Deposits	W	30,375,271	W	26,620,895	\$	24,113,099	\$	21,132,726
Call money		375,553		132,735		298,129		105,370
Borrowings		2,700,857		2,915,204		2,144,048		2,314,205
Bonds sold on repurchase agreements		1,359,924		1,040,560		1,079,562		826,038
Bills sold		2,409,511		681,504		1,912,766		541,005
Due to Bank of Korea in foreign currencies		237,155		415,537		188,263		329,870
Debentures		1,771,066		946,930		1,405,943		751,711
Reserve for possible losses on acceptances and guarantees		40,037		53,050		31,783		42,113
Due to trust accounts		306,503		262,459		243,314		208.350
Unearned income								
		114,447		122,568		90,853		97,299
Accrued expenses		913,193		725,302		724,929		575,774
Account payable		212,338		19,848		168,563		15,756
Other		542,945		939,503		431,008		745,815
Total liabilities		41,358,800		34,876,095		32,832,260		27,686,032
Commitments and contingencies (Note 4) Minority interest		107,902		172,509		85,657		136,945
•		,						,
Common stock, par value : W5,000, authorized: 500 million shares, issued and								
outstanding: 124,363,180 shares in 2000								
: 110,163,180 shares in 1999 (Note 5)		621,816		550,816		493,622		437,260
Preferred stock, par value : W5,000,								
non-cumulative, non-participating preferred stock								
authorized: 250 million shares, issued and								
outstanding: 67,081,000 shares in 2000								
: 94,560,000 shares in 1999 (Note 5)		335,405		472,800		266,258		375,327
Capital surplus (Note 6)		424,463		339,703		336,956		269,670
Retained earnings (Note 7)		362,245		409,806		287,565		325,320
Capital adjustments		26,038		(21,340)		20,670		(16,941)
Total shareholders' equity		1,769,967		1,751,785		1,405,071		1,390,636
Total liabilities, minority interest and shareholders' equity	W	43,236,669	W	36,800,389	\$	34,322,988	\$	29,213,613

	In Millions o	f Korean Won	In Thousands of U	S. Dollars (Note 3)	
	2000	1999	2000	1999	
Operating revenue					
Interest income :					
Interest on due from banks	W 156,148	W 196,487	\$ 123,956	\$ 155,979	
Interest on securities	1,137,554	1,092,163	903,036	867,002	
Interest on loans	1,930,604	1,520,977	1,532,590	1,207,412	
Other	41,451	32,602	32,906	25,881	
	3,265,757	2,842,229	2,592,488	2,256,274	
Commission income	290,914	274,101	230,939	217,592	
Other operating income:					
Gain on disposition of trading securities	117,459	150,704	93,243	119,635	
Gain on valuation of trading securities	3,181	37,099	2,525	29,451	
Dividend on securities	9,220	8,904	7,319	7,068	
Gain on foreign currency trading	194,892	107,938	154,713	85,685	
Fees from trust accounts	152,657	160,689	121,185	127,561	
Other	182,006	94,347	144,484	74,897	
	659,415	559,681	523,469	444,297	
	4,216,086	3,676,011	3,346,896	2,918,163	
Operating expense					
Interest expenses :					
Interest on deposits	W 1,922,563	W 1,823,063	\$ 1,526,207	\$ 1,447,220	
Interest on borrowings	469,901	355,133	373,026	281,919	
Interest on debentures	143,339	95,847	113,788	76,087	
Other	25,740	42,594	20,433	33,813	
	2,561,543	2,316,637	2,033,454	1,839,039	
Commission expenses Other operating expenses:	66,720	69,119	52,965	54,869	
Loss on disposition of trading securities	195,684	56,794	155,342	45,085	
Loss on valuation of trading securities	35,812	6,960	28,429	5,525	
Loss on foreign currency trading	179,498	81,605	142,493	64,781	
Bad debt expense	574,571	488,529	456,117	387,814	
Other	190,110	100,289	150,917	79,613	
Outer	1,175,675	734,177	933,298	582,818	
General and administrative expenses	412,937	364,455	327,806	289,319	
	4,216,875	3,484,388	3,347,523	2,766,045	
Operating income (loss)	(789)	191,623	(627)	152,118	
Non-operating income	208,105	156,772	165,202	124,452	
Non-operating expenses	163,022	74,586	129,414	59,209	
Ordinary income	44,294	273,809	35,161	217,361	
Extraordinary gain	15,836	-	12,572	-	
Extraordinary losses	868	2,755	689	2,187	
Income before income taxes and consolidation adjustments	59,262	271,054	47,044	215,174	
Income tax expense	23,178	67,911	18,399	53,910	
Total net income before consolidation adjustments	36,084	203,143	28,645	161,264	
Minority interest income	(18,313)	(58,609)	(14,538)	(46,526)	
Consolidated net income (Note 8)	W 17,771	W 144,534	\$ 14,107	\$ 114,738	

(Ordinary income per share : for current year : W178, for prior year W1,728 Earnings per share : for current share : W102, for prior year W1,355

Diluted ordinary income per share : for current year : W143, for prior year W922 Diluted earnings per share : for current year : W94, for prior year W737)

# **CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**

For the years ended December 31, 2000 and 1999

	Paid-in	capital	Capital	surplus	
	In millions of Korean Won	In thousands of U.S Dollars	In millions of Korean Won	In thousands of U.S Dollars	
Balance at January 1, 1999	W 349,630	\$ 277,550	W 169,084	\$ 134,226	
Issue of share in merger of Boram Bank	43,810	34,778	105,406	83,675	
Issue of paid-in capital	630,176	500,259	71,048	56,401	
Sales of treasury stock	-	-	246	195	
Reversal of negative goodwill	-	-	(6,081)	(4,827)	
Net income for 1999	-	-	-	-	
Dividend	-	-	-	-	
Changes in reporting entity	-	-	-	-	
Cumulative effect of change in accounting principle	-	-	-	-	
Prior period adjustments	-	-	-	-	
Changes in capital adjustments	-	-	-	-	
Changes in minority interest	-	-	-	-	
Balance at December 31, 1999	1,023,616	812,587	339,703	269,670	
Balance at January 1, 2000	1,023,616	812,587	339,703	269,670	
Issue of paid-in capital	71,000	56,362	55,013	43,672	
Extinguishment of preferred stock	(137,395)	(109,069)	-	-	
Reversal of negative goodwill	-	-	29,747	23,614	
Net income for 2000	-	-	-	-	
Dividend	-	-	-	-	
Changes in reporting entity	-	-	-	-	
Cumulative effect of change in accounting principle	-	-	-	-	
Changes in capital adjustments	-	-	-	-	
Changes in minority interest	-	-	-	-	
Balance at December 31, 2000	W 957,221	\$ 759,880	W 424,463	\$ 336,956	

Retained	earnings	Capital ad	ljustments	Minority	y interest	Total	equity
In millions of Korean Won	In thousands of U.S Dollars	In millions of Korean Won	In thousands of U.S Dollars	In millions of Korean Won	In thousands of U.S Dollars	In millions of Korean Won	In thousands of U.S Dollars
W 352,587	\$ 279,897	W (235)	\$ (187)	W -	\$ -	W 871,066	\$ 691,486
3,223	2,558	-	-	-	-	152,439	121,011
-	-	-	-	-	_	701,224	
-	-	-	_	-		246	
-	-	-	_	-	_	(6,081)	
144,534	114,738	-				144,534	
(52,088)		-	_	-	_	(52,088)	
24,024		-	_	-	_	24,024	
(63,499)		-	_	-	_	(63,499)	
1,025		-	_	-	_	1,025	
· -	-	(21,105)	(16,754)	-	_	(21,105)	
-	-	-	-	172,509	136,945	172,509	
409,806	325,320	(21,340)	(16,941)	172,509	136,945	1,924,294	1,527,581
409,806	325,320	(21,340)	(16,941)	172,509	136,945	1,924,294	1,527,581
-	-	-	-	-		126,013	100,034
-	-	-	-	-		(137,395)	
-	-	-	-	-		29,747	
17,771	14,107	-	-	-		17,771	
(30,435)		-	-	-		(30,435)	
3,472		-	-	-		3,472	
(38,369)		-	-	-		(38,369)	
-	-	47,378	37,611	-		47,378	
-	-	-	-	(64,607)	(51,288)	(64,607)	
W 362,245	\$ 287,564	W 26,038	\$ 20,670	W 107,902	\$ 85,657	W 1,877,869	\$ 1,490,727

The accompanying notes are an integral part of these statements

		In Millions of	Korea	n Won	In Th	nousands of U.	S. Doll	ars (Note 3)
		2000		1999		2000		1999
Cash provided from operating activities								
Net income	W	17,771	W	144,534	\$	14,107	\$	114,737
Items not affecting operating cash flows:								
Depreciation and amortization		42,182		37,510		33,486		29,777
Provision for possible loan losses		574,571		488,529		456,117		387,814
Provision for severance benefits		14,462		11,792		11,480		9,361
Unrealized gain on securities, net		92,507		(24,586)		73,436		(19,517)
Gain on securities transactions, net		(66,440)		(148,397)		(52,743)		(117,803)
Reversal of provision for possible losses								
of acceptances and guarantees		(12,868)		(10,711)		(10,215)		(8,503)
Payment of retirement benefits		(4,374)		(2,131)		(3,472)		(1,692)
Gain on sales of loans, net		7,346		(5,438)		5,832		(4,317)
Loss on equity method		41,368		(23,547)		32,839		(18,693)
Changes in accrual basis account, net		(3,833,599)		208,996		(3,043,262)		165,908
Reversal of negative goodwill, net		(808)		(1,625)		(641)		(1,290)
Minority interest income		18,314		58,609		14,538		46,526
Other		(15,828)		933		(12,565)		742
Cash flows from investing activities :	W	(3,125,396)	W	734,468	\$	(2,481,063)	\$	583,050
Decrease in maketable securities	W	1,754,413	W	(3,009,820)	\$	1,392,723	\$	(2,389,315)
Decrease in investment securities	VV	(2,032,107)	VV	528,212	φ	(1,613,168)	φ	419,316
Increase in premises and equipment		(71,399)		(150,528)		(56,679)		(119,495)
Decrease in negative goodwill		1,129		(130,320)		896		(117,473)
Increase in intangible assets		(538)		(299)		(427)		(237)
Increase in leasehold deposits		(3,864)		(308,751)		(3,067)		(245,099)
Increase in accounts receivables		(197,423)		(16,571)		(156,722)		(13,155)
Sales of treasury stock		(177,120)		17		-		13
		(549,789)		(2,957,740)		(436,444)		(2,347,972)
Cash flows from financing activities:								
Increase (decrease) in borrowings		(190,807)		1,339,609		(151,470)		1,063,435
Increase in bills sold		1,728,007		468,870		1,371,760		372,208
Increase in debentures		821,119		352,207		651,837		279,596
Increase in foreign exchanges payable		51,608		13,822		40,968		10,972
Issuance of new stock for cash		126,013		228,424		100,034		181,332
Increase in securities sold under repurchase agreements		319,364		223,430		253,524		177,368
Increase (decrease) in due to Bank of Korea in foreign currencies		(178,382)		415,537		(141,607)		329,870
Increase (decrease) in call money		242,817		(98,003)		192,758		(77,799)
Increase in due to trust accounts		5,587		111,446		4,435		88,470
Increase (decrease) in accounts payables		192,491		(25,347)		152,807		(20,121)
Cash dividend		(52,088)		(27,970)		(41,350)		(22,204)
Additional investment in subsidiary		(10,631)		(21,770)		(8,439)		(22,204)
Additional investment in Substitute y		3,055,098		3,002,025		2,425,257		2,383,127
Cash flow from change in reporting entity		(3,807)		-		(3,022)		
Net increase (decrease) in cash		(623,894)		778,753		(495,272)		618,205
·		3,976,698		3,197,945		3,156,861		2,538,656
Cash and cash equivalents at beginning of the year	\\/		۱۸/		d.		· ·	
Cash and cash equivalents at end of the year	W	3,352,804	W	3,976,698	\$	2,661,589	\$	3,156,861
Cash		754,146		980,263		598,671		778,172
Foreign currencies		34,059		24,227		27,037		19,232
Due from Banks		2,052,299		2,727,152		1,629,197		2,164,922
Due from Banks in foreign currencies		512,300		245,056		406,684		194,535

December 31, 2000 and 1999

#### 1. The Consolidated Companies:

The accompanying consolidated financial statements include the banking accounts and trust accounts of Hana Bank and its controlled subsidiaries ("the Bank"). General information describing the Bank's trust accounts and its controlled subsidiaries, and equity-method investee is provided below.

#### Hana Bank

Hana Bank was incorporated in 1971 as Korea Investment and Finance Corporation under the Commercial Code of the Republic of Korea to provide financing services as a financial intermediary. On September 20, 1972, the Bank was granted approval by the Ministry of Finance (presently the Ministry of Finance and Economy) to operate under the short-term Financing Business Law.

On June 29, 1991, the Bank was granted approval by the Ministry of Finance to engage in banking activities and the Bank's name was changed to Hana Bank. It became a nationwide commercial bank in July 1991.

On June 29, 1998, the Bank purchased certain assets and assumed most of the liabilities of Choong-Chung Bank by the order of the Financial Supervisory Commission (see note 10). As of January 1, 1999 the Bank completed a merger with Boram Bank(see notes 11).

The Bank is engaged in the commercial banking business under the Banking Act, in the trust business under the Trust Business Act, in the foreign exchange transaction business and in other related businesses.

On June 5, 1972, the Bank listed its shares on the Korean Stock Exchange. On February 12, 1973, the Bank was registered as a foreign capital invested company under the Foreign Capital Inducement Law. The Bank's common stock and preferred stock outstanding as of December 31, 2000 are W621,816 million and W335,405 million, respectively.

In accordance with its Article of Incorporation, the Bank is authorized to issue convertible bonds and bonds with stock warrants investors other than shareholders in amounts up to W200 billion each. As of December 31, 2000 and 1999, the Bank has issued convertible bonds in the amount of W 88 billion and W 84 billion, respectively.

#### Trust Accounts and Controlled Subsidiaries

A summary of investment and financial information of the Bank's trust accounts and its controlled subsidiaries ("Subsidiaries") as of December 31, 2000 is as follows:

	Thousand				Millions of Wo	on	
Subsidiaries	Number of Invested Shares	Percentage of Ownership	Total Assets		Operating Revenues		Shareholder's equity
Trust Accounts Hana Securities	- 7,949	- W 54.77%	1,152,159 463,155	W	456,654 296,889	W	5,258 248,775

A summary of investment and financial information of the Bank's trust accounts and its controlled subsidiaries ("Subsidiaries") as of December 31, 1999 is as follows:

01, 1777 13 43 10110 143 1	Thousand				Millions of We	on	
Subsidiaries	Number of Invested Shares	Percentage of Ownership	Total Assets		Operating Revenues		Shareholder's equity
Trust Accounts	-	- W	4,274,710	W	683,819	W	1,859
Hana Securities	6,913	39.68%	589,602		295,082		253,564
Hana Risjad Finance	17,500	70.00%	24,296		2,816		324

Consolidation of trust accounts include only certain money trusts which are subject to a guaranteed principal repayment or a fixed rate of return in accordance with the accounting and reporting guidelines prescribed by the banking regulatory authorities.

The details of those trusts, which are consolidated, are as follows:

The details of those trusts, which are consolidated, are as to	MOVVS.	Trust Term	ns
Trusts	Period (Years)	Dividend Rate	Guarantee of principal repayment
General unspecified money trusts	1.5 ~ 5	Fixed	Yes
Development trusts	2, 3	п	II .
Old-age living pension trusts	over 5	Floating	II .
Retirement trusts	retirement	"	
Individual pension trusts	over 15	п	II .
Employee retirement trusts	retirement	II .	п

Hana Securities is included in reporting entities for consolidation as a result of a merger with Boram Bank on January 1, 1999. Hana Securities was listed in the Korea Stock Exchange as of November 25, 1986 and its capital stock issued and outstanding is W104,829 million as of December 31,1999 and 2000.

December 31, 2000 and 1999

Hana Risjad Finance which was included in reporting entity for consolidation as a result of a merger with Boram Bank on January 1, 1999 is a financial services company located in Indonesia and its capital stock is W4,033 million as of December 31, 1999. Hana Risjad Finance had been in the process of liquidation during 2000 and the Bank sold entire shares of the company to PT. AITI Investment Co. for US\$ 2,750 thousand on February 21, 2001. Hana Risjad Finance is excluded from consolidation in the accompanying consolidated financial statements as of December 31, 2000.

In accordance with the Financial Accounting Standards for Consolidated financial statements, Hana Research & Consulting Inc., a small-sized company of which all stocks the Bank has, is excluded from consolidation.

#### Investment Accounted by Equity Method

A summary of investment and financial information of Hana Research & Consulting Inc. and Hana-Allianz Investment Trust Management Co.,LTD, to which equity method of accounting is applied in consolidation as of December 31, 2000, is as follows:

					Mil	ions of Won		
Subsidiaries	Number of Invested Shares	Percentage of Ownership		Total ssets		erating venues		eholder's quity
Hana Research & Consulting Inc. Hana Allianz Investment	400	100.00(%)	W	2,075	W	1,936	W	2,001
Trust Management Co.	3,000	50.00(%)		29,813		75		29,771

The Bank invested W15,000 million in Hana Allianz investment trust management Co. Ltd. which was established on December 14, 2000, resulting in fifty percent ownership of the company.

Korea Merchant Banking Corporation was established on August 24, 1976 to engage in financial services and was listed in the Korea Stock Exchange as of March 29, 1994.

On November 15, 2000, Korea Merchant Bank Corporation ("KMBC"), equity investee of the Bank as of December 31, 1999, made capital reduction with no reimbursement by an order of Financial Supervisory Commission. Accordingly, the Bank charged W41,291 million of the investment to KMBC to operations loss on equity method for the year ended December 31, 2000.

#### 2. Summary of Significant Accounting Policies

The significant accounting policies followed by the Bank in the preparation of the accompanying consolidated financial statements are summarized below.

#### Basis of Consolidated Financial Statement Presentation

The official accounting records of the Bank are maintained in Korean Won in accordance with the relevant laws and regulations of the Republic of Korea.

The accompanying consolidated financial statements have been extracted from the Bank's Korean language consolidated financial statements that were prepared using accounting principles, procedures and reporting practices generally accepted in the Republic of Korea. These standards vary from International Accounting Standards and the accounting principles generally accepted in the country of the reader. The financial statements have been translated from Korean into English, and have been formatted in a manner different from the presentation under Korean financial statement practices. Certain supplementary information included in the Korean language statutory financial statements, but not required for a fair presentation of the Bank's financial position or results of operations, is not presented in the accompanying financial statements. Accordingly, the accompanying financial statements are not intended to present the financial position, results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Korea.

The preparation of consolidated financial statements in conformity with financial accounting standards requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Due to the inherent uncertainty involved in making estimates, actual results could differ from those estimates.

#### Accounting Changes

During 1999, the Bank changed its method of accounting and presentation for certain items in accordance with revised financial accounting standards. The accounting changes include accounting treatment for the valuation of securities, valuation of receivables under troubled debt restructurings, reserve for possible losses on guarantees and acceptances, deferred taxes, prior period adjustments, and stock issuance costs.

#### Recognition of Interest Income

Interest income on loans and investments is recognized on an accrual basis. However, interest income on overdue or dishonored loans is recognized on a cash basis, except for those secured and guaranteed by financial institutions. As of December 31, 2000 and 1999, accrued interest income not recognized in the financial statements were W73,596 million and W94,831 million, respectively.

## Allowance for Possible Loan Losses

From 1999, the Bank adopted a method of corporate loan classification for calculating the allowance for possible loan losses by incorporating the borrowers' future debt service capacity ("Forward Looking Criteria (FLC)"). This credit rating model considers the financial and non-financial factors of borrowers and classifies borrowers' credit risk by thirteen ratings (1,2,3,4,5,6,7+,7,8+,8,9,10+,10). Provisions are determined by applying the following minimum percentages to the various credit ratings:

December 31, 2000 and 1999

Credit ratings	Loan classifications	Provision percentages
1 ~ 8+	Normal	0 ~ 1.2%
8	Precautionary	2%
9	Substandard	20%
10+	Doubtful	50%
10	Estimated loss	100%

Household and credit card loans are classified based on the delinquent periods, value of collateral, and reasonably estimated collectibility.

#### Securities

All securities are initially carried at cost including incidental expenses, determined by the moving average method.

Marketable securities held for short-term capital gain purposes are classified as trading securities. Other securities are classified as investment securities.

### Trading securities

Trading securities are marketable securities held for short-term trading and carried at their market values at the balance sheet date. Unrealized gains and losses on trading securities are included in current operations.

#### Investment securities

Investments in marketable equity securities of non-controlled investees are carried at fair value. Temporary changes in fair value are accounted for in the capital adjustment account, a component of stockholders' equity. Declines in fair value which are anticipated to be permanent are recorded in current operations after eliminating any previously recorded capital adjustment for temporary changes. Subsequent recoveries or other future changes in fair value are recorded in current operations up to the original book value before decline.

Investments in non-marketable equity securities of non-controlled investees are carried at cost, except for declines in the Bank's proportionate ownership of the underlying book value of the investee which are anticipated to be permanent, which are recorded in current operations. The amounts of such losses recognized for the years ended December 31, 2000 and 1999 are W39,633 and W8,203 million, respectively. Subsequent recoveries are also recorded in current operations up to the original cost of the investment.

Investments in equity securities of companies over which the Bank exerts significant control or influence (controlled investees) are recorded using the equity method. Differences between the initial purchase price and the Bank's initial proportionate ownership of the net book value of the investee are amortized over 20 years or less using the straight-line method. Under the equity method, the Bank records changes in its proportionate ownership of the book value of the investee as current operations, capital adjustments or adjustments to retained earnings, depending on the nature of the underlying change in book value of the investee.

Premiums and discounts on debt securities are amortized over the life of the debt using the effective interest method. Investments in debt securities which the Bank has the intent and ability to hold to maturity are generally carried at cost, adjusted for the amortization of discounts or premiums (amortized cost). Declines in the fair value of debt securities which are anticipated to be permanent are recorded in current operations. The amount of such loss recognized, for the year ended December 31, 2000 and 1999, are W17,200 million and W15,041 million respectively. Subsequent recoveries are also recorded in current operations up to the amortized cost of the investment.

Other investments in debt securities are carried at fair value. Temporary differences between fair value and amortized cost are accounted for in the capital adjustment account. Declines in fair value which are anticipated to be permanent are recorded in current operations after eliminating any previously recorded capital adjustment for temporary changes. Subsequent recoveries or other future changes in fair value are recorded in the capital adjustment account.

Due to the sale of some of held-to maturity debt securities, the Bank reclassified W4,184,409 million of held-to maturity debt securities to available-for-sale debt securities in 2000. The Bank realized a gain on the sale of W6,379,287 million of investment debt securities during 2000. Related to this, W148,323 million and W2,813 million are included in gains and losses on disposition of investment securities, respectively.

#### Property, Plant and Equipment

Property, plant and equipment are recorded at cost. Routine maintenance and repairs are charged to expense as incurred. Expenditures which enhance the value or extend the useful life of the facilities involved are treated as additions to premises and equipment.

Depreciation is computed using the declining-balance method (the straight-line method for buildings) over the estimated useful lives of the assets as described below.

	Estimated Useful Life-years	
Buildings, structures and auxiliary facilities	50 ~ 60	
Vehicles, furniture and fixtures	5	
Structures in leased offices used for business purposes	5	

December 31, 2000 and 1999

#### Intangible Assets

Trademarks and goodwill are stated at cost, net of accumulated amortization. Goodwill and trademarks are amortized using the straight-line method over five and ten years, respectively.

#### Present Value Discounts

If the present value of a loan is different from the book value due to the rescheduling of terms as agreed by the related parties (as in the case of court receivership, court mediation or workout), the present value discount on the loan is offset against the allowance for possible loan losses, if available, or charged to current expenses.

The difference between book value and present value is recorded as 'present value discounts' in the balance sheet and amortized to current earnings over the related period using the effective interest rate method.

#### New Stock Issuance Costs and Debenture Issuance Costs

Effective January 1, 1999, pursuant to the revised financial accounting standards, new stock issuance costs and debenture issuance costs, which had been previously recorded as deferred charges are deducted from paid-in capital in excess of par value and the amounts of debenture issuance, respectively. Debenture issuance costs are amortized as interest expense over the redemption term using the effective interest rate method.

#### Foreign Currency Translation

Assets and liabilities denominated in foreign currencies are translated into Korean Won using the exchange rate of W1,259.7:US\$1 and W1,145.40:US\$1 in effect as of December 31, 2000 and 1999, respectively. Resulting translation gain and loss are charged to current operations.

#### Bonds Purchased Under Resale Agreements and Bonds Sold under Repurchase Agreements

Bonds purchased under resale agreements and bonds sold under repurchase agreements are included in assets and liabilities in the accompanying consolidated balance sheet.

#### **Accrued Severance Benefits**

Directors and employees with more than one year of service are entitled to receive a lump-sum payment upon termination of their employment with the Bank, based on their length of service and rate of pay at the time of termination. Accrued severance benefits represent the amounts to be paid if all eligible employees and directors were to terminate their employment as of the balance sheet date. Actual payments of severance benefits for the year ended December 31, 2000 and 1999 were W 4,319 million and W2,131 million respectively.

#### Reserve for Possible Losses on Acceptances and Guarantees

Acceptances and guarantees outstanding do not appear on the balance sheet, but are presented as off-balance sheet items in the notes to the financial statements.

The Bank provides a minimum provision of 20% of guaranteed amounts for companies classified as "substandard," 50% for "doubtful," and 100% for "estimated loss." The Bank records the provision as a reserve for possible losses on acceptances and guarantees in the liability section of the balance sheet.

#### Income Tax Expenses

Pursuant to revised financial accounting standards generally accepted in the Republic of Korea, the Bank changed its method of accounting for income tax expenses from the current income tax method to the deferred tax method in 1999.

Deferred taxes represent the tax effects of the different tax and financial account bases of assets and liabilities, and are recorded at enacted tax rates which are expected to be in effect when the temporary differences reverse. The provision for income taxes represents taxes currently payable for the year plus the change in the net deferred tax balance from the previous balance sheet date. Valuation allowances are established when necessary to reduce deferred tax assets to the amount expected to be realized.

#### Gain (Loss) on Prior Period Adjustments

Prior period adjustments are charged to retained earnings carried over from prior year.

#### **Derivative Financial Instruments**

Derivative financial instruments include futures, forwards and swap contracts, and are principally linked to interest rates, foreign exchange rates or equity indices.

In accordance with revised financial accounting standards related to derivatives accounting, effective January 1, 2000, the Bank recorded the fair values of rights and obligations related to derivatives contracts on the balance sheet as assets and liabilities and recognized the related gains or losses in the income statement. However, the effective portions of the unrealized gains or losses arising from "cash flow" hedge derivative financial instruments are deferred and recorded in capital adjustments

### Translation of Consolidated Financial Statements of Overseas Branches

Accounts and records of the overseas branches are maintained in foreign currencies. In translating consolidated financial statements of overseas branches, the Bank applied the appropriate rate of exchange at balance sheet date.

#### Stock Options

The Bank applies the fair value method in calculation of fair value of stock options and allocates it over the period from the option grant date to the exercise date and charges it to operations.

#### Accounting for Trust Accounts

The Bank receive trust fees from the trust accounts for its management or custodian of trust assets and operations, and are entitled to receive special trust fees for certain trust accounts in accordance with relevant laws and regulations applicable to trust operations.

#### **Principles of Consolidation**

The Bank's investment account and corresponding capital accounts of subsidiaries have been eliminated in the accompanying consolidated financial statements.

All significant inter-company transactions and account balances among the consolidated companies have been eliminated in consolidation.

Investment in 20% to 50% owned company and small-sized company stipulated in financial accounting standard(except for consolidated companies) is accounted using equity method and all the inter-company transactions have been eliminated.

Certain money trust agreements provide that the Bank guarantees a principal amount of trusts or a minimum rate of return. In relation to such guarantees, the Bank's trust accounts are required to set up a special reserve, not to exceed 5% of annual revenues, until the total reserve equals 3% of the related money trust balance. If the income from trust operations is insufficient to generate the required rate of return, the deficiency may be either recovered from previously established special reserve or compensated by the Bank's banking accounts. Such compensation is accounted for as other operating expenses of the banking accounts and other income of the trust accounts, respectively, in accordance with the relevant laws and regulations applicable to the trust business. Such compensation amounts are W133,698 and W42,942 million for the year ended December 31, 2000 and 1999 respectively and these have been eliminated in consolidation of related trust accounts.

#### 3. United States Dollar Amounts:

The Bank operates primarily in Korean Won and its official accounting records are maintained in Korean Won. The U.S. Dollar amounts are provided herein as supplementary information solely for the convenience of the reader. All Won amounts are expressed in U.S. Dollars at the rate of W1,259.7:US\$1, the base exchange rate published on December 31, 2000 and 1999 respectively. This presentation is not required by or in accordance with Korean or United States generally accepted accounting principles, and should not be construed as a representation that the Won amounts shown could be converted to or settled in U.S. Dollars at this or any other rate.

The 1999 U.S. dollar amounts, which had been previously expressed at the rate published on December 31, 1999, have been restated to reflect the exchange rate in effect on December 31, 2000.

#### 4. Maturity of Borrowings and Debentures:

The maturities of borrowings as of December 31, 2000 is as follows (millions of Won):

Period		Won currency Borrowings		Foreign currency Borrowings		Total
2001.1.1~2001.12.31	W	667,744	W	925,608	W	1,593,352
2002.1.1~2002.12.31		100,913		332,981		433,894
2003.1.1~2003.12.31		182,966		199,452		382,418
2004.1.1~2004.12.31		56,896		-		56,896
Thereafter		207,376		26,921		234,297
	W	1,215,895	W	1,484,962	W	2,700,857

The maturities of debentures as of December 31, 2000 is as follows (millions of Won):

Period		urrency Fo wings	Foreign currency Borrowings		Total	
2001.1.1-2001.12.31	W	- W	134,788	W	134,788	
2002.1.1-2002.12.31		80,000	62,985		142,985	
2003.1.1-2003.12.31		459,077	231,785		690,862	
2004.1.1-2004.12.31		166,300	37,791		204,091	
Thereafter		604,547	-		604,547	
	W 1,	,309,924 W	467,349	W	1,777,273	

#### 5. Assets and Liabilities Denominated in Foreign Currencies:

Significant assets and liabilities denominated in foreign currencies at December 31, 2000 is as follows:

	M	Millions of Won		Thousand of US\$. Equivalent	
Assets :					
Cash & due from banks	W	546,359	\$	433,720	
Trading securities		20,651		16,409	
Investment securities		642,631		510,146	
Loans		1,007,425		799,734	
Other		1,743,775		1,384,279	
Allowance for possible loan losses		(130,367)		(103,491)	
	W	3,830,474	\$	3,040,797	
Liabilities :					
Deposits	W	1,175,439	\$	933,110	
Borrowings		1,484,962		1,178,822	
Due to Bank of Korea		237,155		188,263	
Debentures		467,349		371,000	
Other		354,944		250,016	
	W	3,719,849	\$	2,921,211	

#### 6. Commitments and Contingencies:

Information of the amount of position and unrealized gains and losses of derivatives as of December 31, 2000 is as follows(millions of Won):

Derivatives	Ar	Amount of Position Unrealized gains and losses(I/S) Unrealized gains and loss			Unrealized gains and losses(I/S)			and losses(B/S)
Derivatives	Total	Trading	Hedging	Total	Trading	Hedging	Assets	Liabilities
Currency								
Forward	1,209,290	276,631	932,659	(23,090)	(24,638)	1,548	29,833	50,360
Swap	101,011	-	101,011	6,014	-	6,014	6,465	306
Subtotal	1,310,301	276,631	1,033,670	(17,076)	(24,638)	7,562	36,298	50,666
Interest rate Swap	144,866	-	144,866	(4,229)	-	(4,229)	-	3,784
KOSPI 200 futures	34,350	34,350		45	45		1,198	1,153
Others	37,791	37,791	-	(309)	(309)	-	454	3,854
Total	1,527,308	348,772	1,178,536	(21,569)	(24,902)	3,333	37,950	59,457

In accordance with the revised accounting rules of accounting for derivatives during the year ended December 31, 2000, the Bank recorded derivatives transaction on the balance sheet at fair value and recorded the unrealized gains and losses in current operations.

The Bank has entered into forward exchange contracts, currency futures and interest rate swaps with KOFEX. Related to the above, the Bank recorded for the year ended December 31, 2000, W143,694 million and W96,426 million of gain and loss, respectively, on transaction of derivatives, and W7,183 million and W30,272 million of unrealized gain and unrealized loss, respectively, as other operating income(loss).

The Bank has entered into swap contracts to hedge against the risk of changes in the market interest rate and foreign exchange rate. Related to the above, the Bank recorded for the year ended December 31, 2000, W5,192 million and W808 million of gain and loss, respectively, on transaction of derivatives, and W6,374 million and W4,590 million of unrealized gain and unrealized loss, respectively, as other operating income(loss).

In the normal course of business, the Bank enters into outstanding commitments, which under the financial accounting standards in the Republic of Korea, are not reflected in the accompanying consolidated financial statements. In the opinion of management, these do not represent unusual risks of losses for the Bank. Certain commitments represent various degrees and types of risk to the Bank including credit, interest rate, foreign exchange rate, and liquidity risk. In many cases the commitments involving interest and foreign exchange result from decisions to hedge overall interest rate and foreign exchange risk.

December 31, 2000 and 1999

Confirmed acceptances and guarantees as of December 31, 2000 and 1999 comprise the following:

#### Millions of won

	2000		1999	
Acceptances and guarantees in Won currency :	W	679,860	W	708,273
Acceptances and guarantees in foreign currencies:				
Acceptances for letters of credit		1,538,885		1,182,248
Letters of guarantee for importers		56,339		56,653
Guarantees on credit derivatives		31,493		28,635
Other		602,809		453,575
		2,229,526		1,721,111
	W	2,909,386	W	2,429,384

The Bank has not reported the acceptances and guarantees in the accompanying consolidated balance sheet. The Bank has, however, recorded the reserve for possible losses on the acceptances and guarantees as a liability.

A summary of other significant commitments, categorized in accordance with bank supervisory regulations is as follows:

#### Millions of won

	2000		1999	
Commercial letters of credit Loan commitments Endorsed notes	W	1,290,619 150,690	W	1,234,310 70 47,499

In connection with the Bank's securities agency operation, the amount of depositary securities, as of December 31, 2000 and 1999 W1,958,783 and W1,660,621 million respectively.

In connection with the Bank's letter of credit guarantee for Shinhan International Corporation amounting to US\$ 3,397 thousand, Societe General, Seoul Branch has filed a lawsuit against the Bank claiming settlement. On December 11, 1998, the court determined that the Bank should pay the claim, including interest for the delayed payment period and the cost of the lawsuit. The Bank made an immediate appeal to a higher court by whose determination the Bank won the case on October 24, 2000. Societe General, Seoul Branch made a final appeal to the Supreme Court and the result of the determination cannot be estimated as of December 31, 2000.

The Bank, in relation to foreign confirmed acceptances and guarantees, has entered into credit derivatives purchase contract of W 31,493 million (US \$ 25 million) with Hans Merchant Bank as of December 31, 2000

Among the written-off claims of the Bank, the amount on which the legal rights of claims have not been expired are W 494,308 million and W284,706 million as of December 31, 2000 and 1999, respectively.

The Bank has entered into credit line commitments (W55,000 million limit) with several special purpose (asset-back securitization) companies to supply sufficient funds for the repayment of bonds issued by the companies. There is no use of the credit line as of December 31, 2000. Rationally expected annual credit amount is W13,900 million and W11,200 million in 2001 and 2002, respectively.

The Bank has entered into a commitment with Korea Asset Management Corporation ("KAMCO") to sell non-performing loans with the sales being dependent on the collection of the loans, or repurchase under certain conditions. As of December 31, 2000, the non-performing loans sold to KAMCO under the commitment are W68,680 million. The ultimate resolution of these transactions may affect the Bank's financial position, depending on the settlement or repurchase of the loans. The ultimate effect of these significant uncertainties on the settlement or repurchase of the non-performing loans as of the balance sheet date cannot presently be determined and accordingly, no adjustments have been made in the accompanying financial statements related to such uncertainties other than those adjustments disclosed in these financial statements.

Beginning in 1997, Korea and other countries in the Asia Pacific region experienced a severe contraction in substantially all aspects of their economies. This situation is commonly referred to as the 1997 Asian financial crisis. In response to this situation, the Korean government and the private sector began implementing structural reforms to historical business practices. The Korean economy is currently experiencing additional difficulties, particularly in the areas of restructuring private enterprises and reforming the banking industry. The Korean government continues to apply pressure to Korean companies to restructure into more efficient and profitable firms. The banking industry is currently undergoing consolidations and significant uncertainty exists with regard to the availability of short-term financing during the coming year. The Bank may be either directly or in directly affected by the situation described above.

The accompanying financial statements reflect management's current assessment of the impact to date of the economic situation on the financial position of the Bank. Actual results may differ materially from management's current assessment.

December 31, 2000 and 1999

#### 7. Capital stock:

On January 8, 1999, related to a P&A (Purchase of assets and Assumption of liabilities) of Choong-Chung Bank and the merger with Boram Bank, the Bank issued 94,560,000 shares of non-cumulative, non-participating preferred stock for cash at W-5,000 per share to Korea Deposit Insurance Corporation ("KDIC"). Upon executing the investment contract with KDIC, the Bank has a right to purchase ("call option") these preferred stocks. As of December 31, 2000, preferred stock issued outstanding is 67,081,000 shares after the Bank exercised its call option to purchase 27,479,000 shares on January 27, 2000. The terms for the options on the remaining 44,153,000 and 22,928,000 shares are until March 27, 2002 and March 27, 2004, respectively. If the Bank does not exercise its call options, the preferred shares will be converted to common stock after the end of the option term.

On April 21, 2000, the Bank issued 14,200,000 (par value of W5,000) common shares to Allianz AG (ownership of 12.46%) at W8,900 per share. The Bank recorded W55,013 million in capital surplus after deducting W367 million of stock issuance costs from W55,380 million of additional paid-in capital in excess of par value.

During 1999 and 2000, the Bank granted stock options of 1,040,000 and 628,000 shares, respectively, to 57 members of the management. Depending on the Bank's future condition, the Bank may choose a cash benefit or the issuance of common stocks at an exercise price of W10,020 and W8,500, respectively.

#### 8. Consolidated Earnings Per Share and Ordinary Income Per Share

Consolidated Earnings per share and ordinary income per share for the years ended December 31, 2000 and 1999 are calculated as follows:

	Korean Won		
	2000	1999	
Consolidated ordinary income per share Consolidated ordinary Income			
after income tax expenses Dividends on Preferred stock	W 26,970,354,630 (5,561,700,000) 21,408,654,630	W182,182,606,793 (8,023,000,000) 174,159,606,793	
Weighted average of common shares	120,056,623	100,763,739	
Consolidated ordinary Income per share	W 178	W 1,728	
Consolidated earnings per share Consolidated net Income Dividends on Preferred Stock	W 17,770,530,846 (5,561,700,000) 12,208,830,846	W144,533,652,872 (8,023,000,000) 136,510,652,872	
Weighted average of common shares	120,056,623	100,763,739	
Consolidated earnings per share	W 102	W 1,355	

Diluted consolidated earning per share and ordinary income per share for the year ended December 31, 2000 and 1999 are calculated as follows:

	Korean Won		
	2000	1999	
Diluted consolidated ordinary income per share			
Consolidated ordinary income			
after income tax expenses	W 26,970,354,630	W205,898,262,508	
Interest expense on convertible bonds	-	4,918,632,074	
	26,970,354,630	210,816,894,582	
Weighted average number of common shares	188,668,355	202,803,804	
Diluted consolidated			
ordinary income per share	W 143	W 1,040	
Diluted consolidated earnings per share			
Consolidated net Income	W 17,770,530,846	W144,533,652,872	
Interest expense on convertible bonds		4,918,632,074	
	17,770,530,846	149,452,284,946	
Weighted average number of common shares	188,668,355	202,803,804	
Diluted consolidated earnings per share	W 94	W 737	

#### 9. Inter-Company Transactions:

Significant transactions between the Bank and its subsidiaries during the year ended December 31, 2000 and 1999, and related account balances at December 31, 2000 and 1999, are as follows (millions of Won):

#### 1) 2000

Related parties	Account balance	ces	Transactions		
Hana Securities	Loans	W 3,398	Interest income W	123	
	Deposits	14,837	Interest expenses	695	
Hana Research	Deposits	307	Consulting fees 1	1,004	
			Interest expenses	6	
Hana Risjad Finance	Loans	7,528	Interest income	419	
			Interest expenses	7	
2) 1999					
Related parties	Account balance	ces	Transactions		
Hana Securities	Loans	3,507	Interest income 2	2,799	
	Deposits	9,779	Interest expenses 1	1,201	
Korea Merchant	·	-	Interest income	12	
Banking Corporation			Interest expenses	7	
Hana Risjad Finance		-	Interest income	4	
•			Interest expenses	60	

#### 10. Purchase of Assets and Assumption of Liabilities Contract:

The Bank has entered into a "Purchase of Assets and Assets and Assets and Assumption of Liabilities" (hereafter "P&A") contract, effective June 29, 1998, to purchase certain assets and assume most of the liabilities of Choong-Chung Bank which ceased operations as of June 29, 1998 by the order of the Financial Supervisory Commission.

According to the P&A contract, only the performing assets were purchased by the Bank and all non-performing assets were transferred to the Korea Asset Management Corporation ("KAMCO"). Any future economic loss arising from the non-performing assets will be absorbed according to the P&A contract and the subscription agreement with Korea Deposit Insurance Corporation.

On March 31, June 30, and September 30, 1999, put options were executed according to the P&A arrangement. As a consequence of the put options, the Bank received cash and securities of W388,045 million from KDIC and KAMCO.

#### 11. Business combination:

On January 1, 1999, the Bank merged with Boram Bank, whose business is similar to that of Hana Bank. The Bank issued 8,761,986 shares of common stock in exchange for all of the issued and outstanding shares of Boram Bank. The exchange rate was 0.2549 share and 0.1485 share of the Bank's common stock for each share of Boram Bank's common stock and preferred stock, respectively.

#### 12. Reclassification of Financial Statements at December 31, 1999:

Certain account in the financial statements at December 31,1999 have been reclassified to conform to the 2000 presentation. These reclassification had no effect on previously reported net income or stockholders' equity.

# 13. Subsequent events:

On January 30 2001, the Bank has purchased 27,479,000 shares, at W 5,000 (par value) per share, of its redeemable preferred stock which had been issued and outstanding with the subscription agreements between the Bank and KDIC (see note 7). The stocks are recorded as treasury stocks in capital adjustment.

# **S**UBSIDIARIES

# Hana Securities Co., Ltd.

Hana Securities is a subsidiary, with the Bank holding a 44.96% equity stake(As of the end of 2000) including preferred stocks. The amount of paid-in capital stands at 104.8 billion won as of the end of 2000. It is mainly engaged in the following businesses:

- 1) Transactions of treasury stocks
- 2) Acceptance and consignment

Address: Hana Securities Bldg., 9th Fl. 23-3 Youido-dong, Yeongdungpo-gu, Seoul, Korea

#### Hana Resear ch & Institute.

First established as the Korea Investment & Economic Research Institute on July 3, 1990, Hana Research & Consulting took on its current name on July 1, 1992 and is one of the Bank's wholly-owned subsidiaries. Its amount of paid-in capital stands at 2 billion won as of the end of 2000. It is mainly engaged in the following businesses:

- 1) Survey and analysis of the economy, various industries, and domestic and overseas financing
- 2) Publication and sales of data and books pertaining to the above

Address: Hana Securities Bldg., 9th Fl. 23-3 Youido-dong, Yeongdungpo-gu, Seoul, Korea

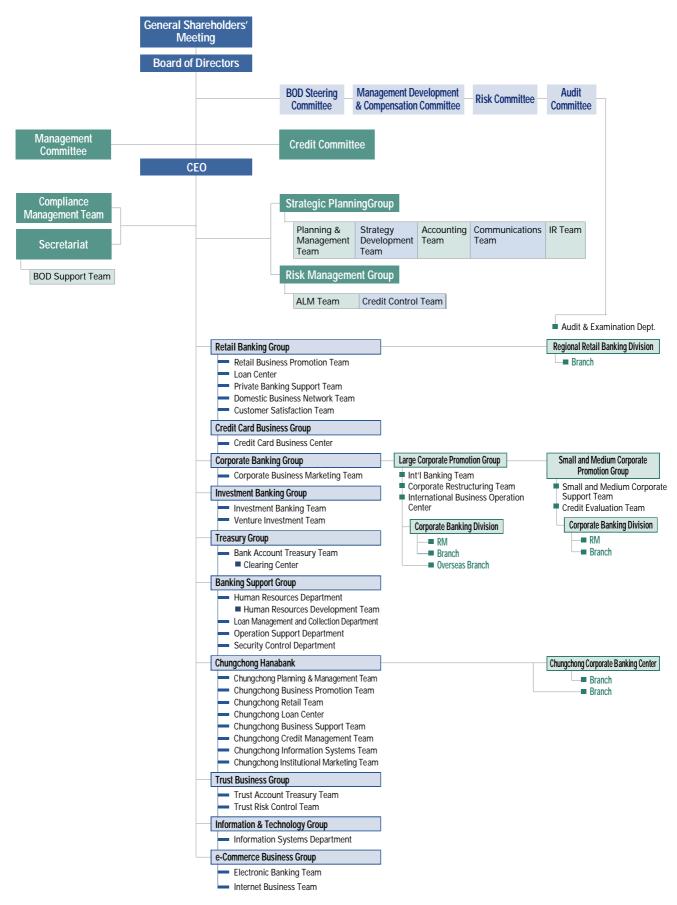
# Hana Allianz Investment Trust Management Corporation.

Hana-Allianz ITMC is a subsidiary , with the Bank holding a 50% equity stake. The amount of paid-in capital stands at 30 billion won as of the end of 2000. It is mainly engaged in the following business:

Beneficiary Certificates & Mutual Fund Management.

Address: Hana Securities Bldg, 11th Fl. 23-3 Youido-dong, Yeongdungpo-gu, Seoul. Korea

# **ORGANIZATION CHART**



# **BOARD** OF DIRECTORS

#### Jin-Suk Chun (r)

Deputy President
Chungchong Hana Bank

# DR. Bernd Gutting (r) (s)

CEO & MD

Allianz Asset Management Asia Pacific

#### Roy A. Karaoglan, Ph.D (r)

Consultant

International Finance Corporation

#### E. Han Kim, Ph.D (r)

Fred M. Taylor Professor of Business Administration University of Michigan

#### Jae-Chul Kim (c)

Chairman, Dongwon Industries Co. Chairman, Korea International Trade Assocation

#### Jong-Yeol Kim

Deputy President Retail Banking & Credit Card Business Hana Bank

#### Joo-Song Kim (a) (s)

President

Restructuring Committee Kolon Corporation

# Seung-Yu Kim (r) (s)

Chairman & CEO Hana Bank

#### Young-Ki Kim (a)

Standing Member of Audit Committee Hana Bank

#### Moon-Ho Lee (a)

Vice Chairman & CEO LG Academy

#### Sang-Bin Lee, Ph.D (r)

Professor of Finance Han-Yang University

Vice-Chairman, Korea Securities Association

### Yong-Maan Park (c)

President

**Doosan Corporation** 

#### Kun-Rae Sohn (s)

Vice Chairman DongBu Inc.

# K.Joe Song (r)

Deputy President & CIO Hana Bank

#### Sang-Hyun Song, J.S.D. (a) (s)

Professor of Law, Seoul National Universty
Chairman, The Korea Law Professors Association Inc.

#### Sang-Ki Woo (c)

Chairman & CEO
Sindoricoh Corporation

# Sang-Boo Yoo (c)

Chairman & CEO, Pohang Iron & Steel Co. Ltd.
Vice Chairman, Federation of Korean Indurstries
Vice Chairman, Korea-Japan Economic Association
Member, Steering Committee, Korea-US Business Coucil

# Kyo-Joong Yoon (s)

Senior Deputy President & COO Hana Bank

- (a) Member of Audit Committee
- (c) Member of Management Development
  - & Compensation Committee
- (r) Risk Committee
- (s) Member of Board of Directors Steering Committee

# **EXECUTIVE OFFICERS**

#### STRATEGIC PLANNING GROUP

Chong-Suk Choi

Senior Executive Vice President & CFO Group Head of Strategic Planning Group

Yong-Gwan Kang

General Manager Communication Team

Byoung-Ho Kim

General Manager Planning & Management Team, IR Team

Gyeong-Hoi Koo

General Manager Accounting Team

Tae-Gyun Kwon

General Manager Strategy Development Team

#### **RISK MANAGEMENT GROUP**

Dal-Yong Lee

Senior Executive Vice President & CRO

Jeong-Ho Suh. Ph.D

Executive Vice President & Group Head of Risk Management Group

Tae-Young Li

General Manager

Asset & Liability Management Team

Young-Kii Park

General Manager Credit Control Team

#### RETAIL BANKING GROUP

Jung-Tae Kim

Senior Executive Vice President & Group Headof Retail Banking Group

Won-Pvo Hona

Regional Head

Kang-Nam Regional Retail Banking Division

Sun-Woo Kang

Regional Head

Seocho Regional Retail Banking Division

Joon-Ho Kim

Regional Head

Kang-Seo Regional Retail Banking Division

Sam-Deuk Kim

Regional Head

Young-Nam Regional Retail Banking Division

Sung-Soo Lee

Regional Head

Ho-Nam Regional Retail Banking Division

Byong-Kap Yoon

Regional Head

Kang-Buk Regional Retail Banking Division

Hae-Boong Jeong

General Manager

Domestic Business Network Team

Hee-Cheol Kim

General Manager

Private Banking Support Team

Tae-Oh Kim

General Manager Retail Business Marketing Team

Yong-Jae Kim

General Manager

Customer Satisfaction Team

Chong-O Lim

General Manager Loan Center

#### **CREDIT CARD BUSINESS GROUP**

Hyung-Soo Kim

General Manager Credit Card Business Center

#### CORPORATE BANKING GROUP

Hoon-Kyu Kim

Senior Executive Vice President & Group Headof Corporate Banking Group

Hee-Dae Kim

Executive Vice President & Group Headof Large Corporate Promotion

Hee-Won Shim

Executive Vice President & Regional Group

Regional SME Banking Division II

Bo-Sik Jun

Regional Head

Regional Large Corporate Banking Division II

Hyo-Joo Kang

Regional Head

Institutional Marketing Devision

Kang. M. Lee

Regional Head

Regional Large Corporate Banking Division I

Yeon-Sik Moon

Regional Head

Regional SME Banking Division I

Chang-Sup Rhim

Regional Head

Kyung-In Corporate Banking Division

In-Bok Chang

General Manager

Credit Evaluation Team

Kyu-Tae Han

General Manager International Banking Team

Jong-Yo Kim

General Manager

SME Corporate Support Team

Nam-Yong Lee

General Manager

Corporate Restructuring Team

Seo-Ki Lee

General Manager

Yong-Seung Yang

International Business Operating Center

General Manager

Corporate Business Marketing Team

#### INVESTMENT BANKING GROUP

Woong-il (Francis) Lee

Senior Executive Vice President & Group Head of Investment Banking Group

Boo-Seong Lee

General Manager

Venture Investment Team

Brian B. W. Soh

General Manager Investment Banking Team

#### TREASURY GROUP

Jin-Sung Kim

Group Head Treasury Group

Young-Seok Cho

General Manager

Bank Account Treasury Team

# BANKING SUPPORT GROUP

Sung-Yoon Song

Senior Executive Vice President & Group Headof Banking Support Group

Kyoung-Ho Cho

General Manager

Human Resources Department

Young-Woo Joo

General Manager Loan Management and Collection Department

Yong-Sun Kim

General Manager Operation Support Department

Jin-Tae Lee

General Manager

Security Control Department

Young-Ho Lim

General Manager Human Resources Department Team

# **CHUNGCHONG HANABANK**

Sung-Ho Choi

Senior Executive Vice President & Group Head of Chungchong Hanabank Group

Choon Jung

General Manager

Chungchong Planning & Management Team

Moo-Young Jung

General Manager Chungchong IT Team

Byung-Hwan Lee

General Manager

Chungchong Loan Center

### Chang-Goo Park

General Manager

Chungchong Institutional Marketing Team

Jong-Deok Park

General Manager

Chungchong Business Promotion Team & Chungchong Retail Team

Dong-Jin Yang

General Manager

Chungchong Business Support Team

Sang-Jong Yoo

Trust Risk Control Team

General Manager Chungchong Credit Management Team

Ji-Ho Yun

General Manager

Chungchong Corporate Banking Center

TRUST BUSINESS GROUP

Michael Jeung Sae Lee

Group Head

Trust Business Group

Moon-Hwan Bae

General Manager Trust Account Treasury Team

Jin-Hyeong Lee

General Manager Trust Risk Control Team

**I**NFORMATION AND TECHNOLOGY GROUP

In-Sung Kang Group Head Information and Technology Group

**E-COMMERCE BUSINESS GROUP** 

Hwa-Soo Lee General Manager

Internet Business Team

Ho-Joon Moon General Manager

Electronic Banking Team Compliance Management Team

COMPLIANCE MANAGEMENT TEAM

In-Suk Park Compliance Officer

Byung-Hoon Chung. Lawyer

General Manager Compliance Management Team

**AUDIT AND EXAMINATION** 

**D**EPARTMENT

Jin-Ho Chu

General Manager Audit and Examination Department

**S**ECRETARIAT

Hyun-Joo Lee

General Manager Secretariat

# **SHAREHOLDERS Information**

Share Data (As of Dec.31,2000) (In share, Won)						
Number of Authorized Shares	Number of Issued Shares	Par value				
500,000,000	124,363,180 67,081,000	W5,000 W5,000				
500,000,000	191,444,180					
	Number of Authorized Shares 500,000,000	Number of Authorized Shares  500,000,000  Number of Issued Shares  124,363,180 67,081,000				

- \* Stock options for 1,668 thousand common shares are outstanding as of Dec 31,2000
- \* Convertible bonds of US \$30,000,000 and W49.998 million are outstanding as of Dec 31,2000 which are equivalent to 6,774,708 and 2,548,837 common shares respectively, if fully converted.
- \*\* Preferred shares are scheduled to be redeemed according to the redemption schedule by Jan 2004 (please refer to page 32 for details)

Share Data Trend	(In billions of Won, Won, times)				
	199	1997	1998	1999	2000
Net Income	44	.5 43.5	110.8	144.3	20.5
Dividend	10	.7 18.7	28.0	52.1	30.4
(Cash-Won)	22	25 400	400	400	200
(Stock-Shares)	0.0	-	-	-	-
EPS	1,75	1,178	1,790	1,353	124
BPS	17,70	14,856	12,346	11,735	11,442
Share Price((High)	17,70	00 12,700	14,500	19,500	11,800
Share Price((Low)	9,90	5,050	3,450	8,000	4,320
PER BAND	5.6~9	.6 4.3~10.8	1.9~8.1	5.9~14.4	34.8~95.2
Market Average PEI	R 19	.4 19.3	12.6	30.4	21.0

 $<sup>^{\</sup>ast}\,$  As of December 31,2000 fully diluted EPS is W 130

Major Shareholders (As of Dec 31,2000)							
Name	Number of Owned Shares	Ratio(%)	Name	Number of Owned Shares	Ratio(%)		
Allianz AG	15,493,778	12.46%	Samsung	3,428,489	2.76%		
Kolon	7,639,305	6.14%	National Pension Fund	3,200,000	2.57%		
Sindoricoh Corp.	6,759,982	5.44%	The Great	2,491,430	2.00%		
Dongwon	6,419,179	5.16%	CITIBANK.N.A.	2,163,086	1.74%		
Doosan	4,839,505	3.89%	Hyosung	1,941,108	1.56%		
Pohang Iron & Steel Co. Ltd.	4,440,000	3.57%	MATHEWS INT'L FUND	1,594,999	1.28%		
Dong Bu	4,005,773	3.22%	LG	1,428,108	1.15%		
International Finance Co.	3,464,751	2.79%	Hyundai	1,312,080	1.06%		

#### Other

Number of shares owned by foreign investors:

40,004,878(32.17%)

Number of shareholders : 34,470 Tel : (82-2)2002-1856,1857

For Investment Banking

Fax: (82-2)773-2653

Investment Banking Group Tel: (82-2)2002-1489

E-mail address: bbsoh@hanabank.com

For general information or other inquiries

Tel: (82-2)2002-1111

E-mail address: webmaster@hanabank.com

Vist our Homepage.

Independent Auditor

Samil Accounting Corporation (The Korean member firm of

PricewaterhouseCoopers)

191 Hangangro 2-ga, Yongsan-ku, Seoul 140-702,

Korea

# **CORPORATE DATA**

# Head Of fice

101-1, Ulchiro 1-ka, Chung-ku, Seoul 100-191, Korea

Tel:(82-2) 2002-1601 Fax: (82-2)774-4543

Telex:K25914 SWIFT:HNBNKRSE Reuter Code: HNBH

http://www.hanabank.com

# **Established**

June 25, 1971

# Network

286 domestic branches and 3 overseas branches

# Number of Employees

3,265

# Overseas Branches

# Hana Bank Hong Kong Branch

Hana Bank

64A Bank of China Tower, 1 Garden Road, Central, Hong Kong

Tel: 852-2522-3646

# Hana Bank Singapore Branch

Hana Bank

PWC Building #23-6 8 Cross Street Singapore 048424

Tel: 65-438-4100

# Hana Bank Shanghai Branch

Room 3302-3303, Bank of China Tower 200Yin Cheng Road Central,

Pudong New Area, Shanghai 200120 P.R.C

Tel: 86-21-5037-2121

# Stock Listing

Korea Stock Exchange: Common Stock

London Stock Exchange: Global Depository Receipts

# Transfer Agent and Registrar

Korea Securities Depository 33, Yoido-dong, Youngdeungpo-ku, Seoul, Korea

# GDR Depository

Citibank, N.A 111 Wall Street 5th Floor, New York, N.Y. 10043.

# **Investor Relations**

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