# Moving onto <br> a New Banking Era 



PROFILE Hana Bank was first established in 1971 as a short-term finance and investment company. Despite its relatively short history, Hana ranks 4th in terms of deposits and outperforms other bigger and older banks in profitability and asset soundness. At the end of 2000, the Bank had the second lowest precautionary and below credit ratio and the third-best NPL ratio in the Korean banking industry.

## Rispidisinc

## ANOTHER

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-toassets 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.

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## FORWARD

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Total Deposits


[^0]


Cost-income ratio(\%)



Chairman \& CEO Seung-Yu Kim

# In order to enhance asset quality, we believe 

 the right mind-set is the foundationfor 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

## 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 THII

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".




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.


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




## 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.


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.

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



## 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 



Kyo-J oong Yoon
Senior Deputy President \& COO

Seung-Yu Kim
Chairman \& CEO

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

build an unassailable reputation as a trustworthy institution

## Governance Structure


#### Abstract

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 Group

## 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 highh=quality financial services

Hana Finance Group


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.

Business Plan and Strategy for FY 2001

- Performance Target

Targets related to Performance
Targets related to Stock price

- Transparency US GAAP

Asset Quality


- Investor Relations
- Corporate Valuation
- Redefine Standard of Publication
- Accept GS in Performance index
- J ust in time of Offering Information
- Investment Banking
- Credit Card
- E-Commerce


## Business Unit M anagement

- Retail

Systematization
Automation

- Corporate

Loan Portfolio Large corp
SME
Pricing based on Risk
Premium
New Business Product

## Separation

- Operation Division Responsibility M anagement
- Performance M easure \& Compensation system
- Re-Capitalization
- Re-Organization
- Improving Funding and Lending Structure
- Managerial Accounting System

Merger

- Data Base
- IT
- Risk M anagement System
- Performance M easure


## 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.

Organization


## 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 <br> below credit exposures, the bank's year-end asset soundness 

## 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 $15.8 \%$.

| Credit exposure classification In Billions of Korean Won |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 497,082 |  |  |  |  |  |
| 429,370 |  |  |  |  |  |
|  |  |  |  | 1999 | 2000 |
|  |  | $\square$ | Normal | 384,445 | 467,393 |
|  |  | $\square$ | Precautionary | 20,217 | 11,227 |
|  |  | $\square$ | Substandard | 17,735 | 12,584 |
|  |  | $\square$ | Doubtul | 4,716 | 5,010 |
| 99 | \%0 | - | Est loss | 2,157 | 868 |




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-lessmaturity, 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 yearend. 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.

J ung-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 Banking Group

## 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 valueadded 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 Copopote Promotion Group


## 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 W 420 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.

W oong-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


#### Abstract

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.




J in-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.


## 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 areas-setting 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 assetbacked 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 J eung 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 W on) |  |  |  |
| 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 |
| Netincome | 20.5 | 144.3 | 110.8 |
| Per Share Data (won) |  |  |  |
| 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 | 11,422 | 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 |
| Profitability 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 W on) |  |  |  |
| 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 |
| Asset quality ratios (amount- billion won, ratio - \%) - Banking accountonly (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 |
| Allow ance 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 |  |  |  |
| 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 |
| Capital 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 M D\&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 W on |  |  |
| :--- | ---: | ---: | ---: |
|  | 2000 | 1999 | 1998 |
| Operating Income(loss) | -61.6 | 80.9 | 176.0 |
| Net interest income | 693.6 | 522.9 | 412.2 |
| $\quad$ Interest income | $2,954.8$ | $2,276.6$ | $1,801.7$ |
| interest expenses | , 261.2 | $1,753.7$ | $1,389.5$ |
| Net of non-interest inc ome | 107.0 | 252.8 | 59.4 |
| Fees and commissions(note1) | 115.2 | 80.4 | 81.7 |
| $\quad$ 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 |

[^1]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

|  | 2000 | 1999 | 1998 |
| :---: | :---: | :---: | :---: |
| Interest income | 2,954.8 | 2,276.6 | 1,801.7 |
| Won currency | 2,677,0 | 2,014.2 | 1,578.0 |
| Loans | 1,643.0 | 1,168.8 | 1,054.8 |
| Due from banks(note1) | 114.3 | 162.6 | 38.8 |
| Securities | 898.8 | 653.2 | 455.0 |
| Others | 20.9 | 29.6 | 29.4 |
| Foreign currency | 277.8 | 262.4 | 223.7 |
| Loans | 208.0 | 201.0 | 159.5 |
| Due from banks | 31.0 | 2.3 | 50.4 |
| Securities | 38.8 | 39.1 | 13.8 |
| Interest expenses | 2,261.2 | 1,753.7 | 1,389.5 |
| W on currency | 2,032.1 | 1,539.7 | 1,206.6 |
| Deposits | 1,583.4 | 1,223.7 | 813.6 |
| Borrowings(note2) | 314.7 | 207.7 | 308.1 |
| Debentures | 112.0 | 69.1 | 34.0 |
| Others | 22.0 | 39.2 | 50.9 |
| Foreign currency | 229.1 | 214.0 | 182.9 |
| Deposits | 39.2 | 46.2 | 61.3 |
| Borrowings | 152.3 | 144.1 | 90.7 |
| Debentures | 30.2 | 18.1 | 23.7 |
| Others | 7.4 | 5.6 | 7.2 |
| Net interest income | 693.6 | 522.9 | 412.2 |
| Won currency | 644.9 | 474.5 | 371.4 |
| Foreign currency | 48.7 | 48.4 | 40.8 |

note1) Exclude Reserve deposit in Bank of Korea
note2) Include B orrowings, 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 4 th quarter in 1999 to $2.22 \%$ in the 4 th quarter in 2000 , which is based on quarterly average balance.(see table 3)
(table 3) Trend of NIM (FSC standard)


* The differences between FSC standard and audit report are as follows.
- FSC standard treats stock as interest earning asset and dividend as interest revenue
- FSC standard treats credit card ac count as an interest earning asset and fees from credit card account as an interestrevenue
- 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

| ( |  |  |  |  | It In billions of | rean Won |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 200 |  | 1999 |  | 199 |  |
|  | Average bs | Rate(\%) | Average bs | Rate(\%) | Average bs | Rate(\%) |
| W on 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 |

notel) 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 nonperforming credit in foreign currencies.

These changes in asset management also brought about changes in assets mix as follows:
(table 5) Average Interest-Earning Assets M ix

|  |  | 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 |  |

[^2]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(\%) |
| W on 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 |
| Borrow ings(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 |
| Borrow ings(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 M ix

| (unit: \%) |  |  |  |
| :--- | ---: | ---: | ---: |
| Won currency | 2000 | 1999 | 1998 |
| Deposits | 90.59 | 86.12 | 80.24 |
| Borrow ings(note 1) | 72.17 | 69.65 | 57.89 |
| Bond issued | 14.42 | 12.73 | 18.47 |
| Due from trust account | 3.23 | 2.74 | 1.83 |
| Foreign currency | 0.77 | 1.00 | 2.05 |
| Deposits | 9.41 | 13.88 | 19.76 |
| Borrow ings(note 1) | 2.06 | 3.61 | 7.29 |
| Bond issued | 6.28 | 8.97 | 9.13 |

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

| Classification | 1Q. '99 | 2Q. 29 | 3Q. '99 | 4Q. '99 | 1Q. ${ }^{\prime} 0$ | 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 |
| MM DA | 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\% |

* 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 M argin and Net Interest Spread

(table 9) The trend of NIM and NIS
In billions of Korean W on

|  | 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 |
| W on 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 M argin |  |  | 2.08 |  |  | 2.16 |  |  | 3.37 |
| W on currency |  |  | 2.15 |  |  | 2.27 |  |  | 3.78 |
| Foreign currency |  |  | 1.48 |  |  | 1.47 |  |  | 1.69 |
| Net interest Spread |  |  | 1.91 |  |  | 1.90 |  |  | 3.11 |
| W on currency |  |  | 2.02 |  |  | 1.98 |  |  | 3.48 |
| Foreign currency |  |  | 0.95 |  |  | 1.35 |  |  | 1.56 |

* 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 Inc ome

(table 10) Trend of Non-Interest Income

|  | ns of Korean W on |  |  |
| :---: | :---: | :---: | :---: |
|  | 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 W 5.3 billion to W 9.0 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) | 689,722 | 304,873 | 144,045 |
| Affiliation (affiliations) | 54,428 | 44,086 | 17,252 |
| CCedit | 440.4 | 118.4 | 78.0 |
| Billing amount | $1,259.5$ | 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
In billions of Korean Won

| 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 |

[^3]
## Net of Provisions for credit losses

(table 15) Trends of credit losses

| (table 15) Trends of creat losses | In billions of Korean Won |  |  |
| :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 1998 |
| Bad debt expenses | 534.2 | 406.4 | 127.8 |
| Transfer from allowance 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 |  |  |  |  |  |  |
| Classific ation 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

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

[^4]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 |  |
|  | 37.4 | 45.4 | -28.3 |  |
| Pure Trading | 90.2 | 102.7 | 0.4 |  |
| Pure Investment | 98.0 | 43.8 | -45.4 |  |
| Debt-Equity swap | 139.5 | 150.3 | -15.7 |  |
| Subsidiary | 22.1 | 18.7 | -15.0 |  |
| Others |  |  |  |  |

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

|  | In billions of Korean W on |  |  |
| :---: | :---: | :---: | :---: |
| 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 w eighted bed credits(note 2) | 431.9 | 473.8 | 55.6 |
| Loss risk w eighted bed credit ratio(\%) | 1.62 | 2.50 | 0.60 |
| Provisions for credit losses/Total credit(\%) | 3.23 | 3.72 | 2.59 |

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

| In billions of Korea |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10.1997 | 20.1997 | 30.1997 | 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 | 5,068 | 5,388 | 6,822 | 7,662 | 5,830 | 6,210 | 6,537 | 6,955 | 6,218 | 22,851 | 21,864 | 22,72 | 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 | 256 | 213 |
| Overdue 3 month | 118 | 66 | 103 | 151 | 191 | 306 | 1,551 | 893 | 855 | 367 | 964 | 535 | 89 | 55 | 71 | 68 |
| Court receivership, insolvency etc. | 225 | 477 | 394 | 1,878 | 1,538 | 936 | 705 | 810 | 103 | 434 | 192 | 327 | 78 | 67 | 188 | 642 |
| Deterioration of corporate credits | 1 | 4 | 3 | 113 | 295 | 61 | 287 | 198 | 174 |  |  | 148 | 106 | 64 | 67 | 65 |
| Rescheduling credits |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Others | 5 | 7 | 2,486 | 680 | 1,000 | 516 | 121 | 60 | 346 |  |  | 2,052 | 428 | 427 | 917 | 474 |
| 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 | 189 | 119 | 880 | 363 | 381 | 210 | 639 | 790 | 580 | 633 | 1,745 | 1,178 | 1,479 | 1,431 | 1,645 |
| Write off(d) | 0 | 53 | 0 | 112 | 42 | 340 | 217 | 432 | 142 | 262 | 660 | 920 | 60 | 1,118 | 2,314 | 1,785 |
| Improvement of corporate credits | 12 | 17 | 15 | 1,056 | 280 | 258 | 122 | 259 | 37 | 337 | 158 | 1,381 | 911 | 380 | 174 | 45 |
| Sale(e) |  |  |  |  |  |  | 3,947 |  |  | -11 | -201 | 139 | -289 | -170 | -171 | 679 |
| Debt-equity swap |  |  |  |  |  |  |  |  | 182 |  | 0 | 408 | 366 | 71 | 199 | 180 |
| Discounting present value |  |  |  |  |  |  |  |  |  |  | 0 | 513 | 0 | 1,208 | 182 | 27 |
| Others | 0 | 0 | 0 | 454 | 905 |  |  | 251 | 0 | 36 | 696 | 25 | 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\% | 6.0\% | 49.4\% | 29.5\% | 14.4\% | 58.7\% | 27.1\% | 18.5\% | 18.4\% | 28.0\% | 82.5\% | 10.1\% | 19.4\% | 182\% | 21.7\% |
| Decrease ratio of substandard and below credits exclud write off and loans sale | de 8.1\% | 9.8\% | 5.4\% | 26.3\% | 23.5\% | 5.6\% | 54.3\% | 15.3\% | 15.7\% | 9.3\% | 16.2\% | 45.5\% | 5.8\% | 12.6\% | 7.2 | 12.6\% |
| Increase ratio of substand and below credits | 20.3\% | 28.8\% | 134.7\% | 55.7\% | 56.1\% | 26.7\% | 34.8\% | 33.6\% | 23.8\% | 24.8\% | 17.4\% | 350.0\% | 5.8\% | 23.3\% | 6.6\% |  |
| Note Hant | bo crisis |  |  | IMF crisis |  | Kia crisis |  |  |  |  | Daewo crisis | Apply FLC |  | Additional <br> withdraw |  |  |

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.

## Loan Portfolio

(table 21) Loan proffolio of Banking Account

|  | 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) <br> (Discounting present value) | $\begin{array}{r} (821.2) \\ (48.6) \end{array}$ |  | $\begin{array}{r} (655.1) \\ (24.6) \end{array}$ |  | $\begin{array}{r} (239.4) \\ (0.0) \end{array}$ |  |

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 B anking Account

|  |  |  |  |  | In billions | an Won |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 |
| MM DA | 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 |

[^5]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

| (table 23) The status of Capital Adequacy ratio |  |  |  |
| :--- | ---: | ---: | ---: |
| In billions of Korean W on |  |  |  |
|  | 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 |
| $\quad$ 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-w eighted assets | $26,382.3$ | $20,778.8$ | $10,944.6$ |
| Capital adequacy ratio(\%) | 10.45 | 12.33 | 13.10 |
| $\quad$ 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 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
|  |  |  |  |  |  |  |
| Chungchong P\&A | 2000 | 2002 | 2003 | 2004 |  |  |
| Boram P\&A | 28,660 | 28,660 | 42,990 | 21,495 | 21,495 |  |
| Total | 108,735 | 108,735 | 112,030 |  |  |  |
|  | 137,395 | 137,395 | 155,020 | 21,495 | 21,495 |  |

## Other information

(table 25) Targets and Limits for VaR

|  |  | Stocks | In billions of Korean W on |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Bonds |  | FX Open | Deritives | Total |
|  | Won Foreign |  | Position | Dentives | Total |
| VaR for 10 days | 44.13 | 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) M aturity Gap
In billions of Korean Won

|  | Assets | Liabilities |  |
| :--- | ---: | ---: | ---: |
| W on 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 betw een 6 months and 1 year | $8,523.7$ | $7,039.7$ | $1,484.0$ |
| Due betw een 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 betw een 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 betw een 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

|  | 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 W on |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 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 |
| betw een 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 |
| betw een 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 |
| betw een 3\% and 5\% | 60.0 | 1.59 | 25.8 | 0.81 |
| between 5\% and 7\% | 515.5 | 13.64 | 947.1 | 29.70 |
| betw een 7\% and 9\% | 1,736.3 | 45.95 | 2,047.3 | 64.20 |
| betw een 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 W onCorporate LoansHousehold LoansGovernment and Public corporate LoansInter-bank Loans | 0 |  |  |  |
|  |  | 0 | 0 | 0 |
|  |  | 0 | 0 | 0 |
|  |  | 0 | 0 | 0 |
|  |  | X | X | X |
| Loans in foreign currencies | 0 | 0 | 0 | 0 |
| Bills purchased in wonBills discountedLocal L/C discounted |  | 0 | 0 | 0 |
|  | 0 |  |  |  |
|  | X |  |  |  |
| Bills bought in foreign currencies | X | 0 | 0 | 0 |
| Advances for customers <br> Factoring receivables <br> Privately-placed debentures | 0 | 0 | 0 | 0 |
|  | 0 | 0 | 0 | 0 |
|  | 0 | 0 | 0 | 0 |
| Credit card accounts <br> Credit card accounts Credit card loans |  | 0 | 0 | 0 |
|  | X |  |  |  |
|  | 0 |  |  |  |
| Bonds purchased under repurchase agreement Call loans | X | $X$ | $x$ | X |
|  | X | X | X | X |
| Gross Loans |  |  |  |  |
| Guarantees and Acceptance(note 1)Suspense receivable as credit | $X$ | 0 | 0 | 0 |
|  | X | 0 | 0 | 0 |
| Transfer from bad foreign bills bought | X | 0 | 0 | 0 |
| Trust Account Interestand Principal Guaranteed Trust |  |  |  |  |
|  | 0 | 0 | 0 | 0 |
| Loans <br> Privately Placed debentures <br> CPs |  |  |  |  |
|  |  |  |  |  |
| Principal Guaranteed Trust <br> Loans <br> Privately Placed debentures CPs | 0 | 0 | X | 0 |
|  |  |  |  |  |
| Non-Guaranteed Trust Loans Privately Placed debentures CPs | 0 | 0 | X | 0 |
|  |  |  |  |  |
| Specific Trust <br> Loans <br> Privately Placed debentures CPs | 0 | X | X | 0 |
|  |  |  |  |  |

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

|  | Interest Guaranteed | Principal Guaranteed |  | Non Guaranteed |  | Specific money trust | Assettrust | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Non mark to market | Mark to market | Non mark to market | Mark to market |  |  |  |
| 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 W on


[^6](table 33) Asset classification and provision(FY1999)
In billions of Korean Won

|  |  | Trustassets |  | Trustassets |  |  | Credits to be provisioned ( $g=a+f$ ) | Credits in Specific trust(h) | $\begin{gathered} \text { Total } \\ \text { credit(l }==\mathrm{g}+\mathrm{h}) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Bank credits(a) | Intad Prin Guaranteed (b) | Prin. Guaranteed (c) | Trust credits to beconsolidated ( $d=b+c$ ) | $\begin{gathered} \text { Non } \\ \text {-Guaranteed } \end{gathered}$ (e) | Trust credits to be provisioned (f=d d ) |  |  |  |
| 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 |
| Assetsoundness 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\% |

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

We have audited the accompanying balance sheets of Hand 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 Hand 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
J january 26, 2001

|  | In M illions of Korean Won |  |  |  | In Thousands of U.S. Dollars (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 |
| 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 |
| Borrow ings (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 : W 5,000, <br> authorized : 500 million shares, issued <br> and outstanding: $124,363,180$ shares in 2000 and 110,163,180 shares in 1999 (Notes 1 and 15) |  | 621,816 |  | 550,816 |  | 493,622 |  | 437,260 |
| Preferred stock, par value : W 5,000 , non-cumulative, non-participating preferred stock authorized : 250 million shares, issued and outstanding : 67,081,000 shares in 2000 and |  | 335405 |  | 472800 |  | 266258 |  | 375327 |
| 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 |


|  | In M illions of Korean Won |  |  |  | In Thousands of U.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 |
|  |  | 3,610,631 |  | 2,728,620 |  | 2,866,261 |  | 2,166,085 |
| Operating expense |  |  |  |  |  |  |  |  |
| Interest expenses: |  |  |  |  |  |  |  |  |
| Interest on deposits | W | 1,622,627 | W | 1,269,896 | \$ | 1,288,106 | \$ | 1,008,094 |
| Interest on borrow ings |  | 466,958 |  | 351,757 |  | 370,690 |  | 279,239 |
| Intereston debentures |  | 142,211 |  | 87,253 |  | 112,893 |  | 69,265 |
| Other |  | 29,426 |  | 44,783 |  | 23,359 |  | 35,550 |
|  |  | 2,261,222 |  | 1,753,689 |  | 1,795,048 |  | 1,392,148 |
| Commission expenses |  | 32,602 |  | 25,771 |  | 25,881 |  | 20,458 |
| Other operating expenses: |  |  |  |  |  |  |  |  |
| 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 |
| B ad 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 |  | 15,836 |  | - |  | 12,572 |  | - |
| Extraordinary losses |  | - |  | - |  | - |  | - |
| 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 |
| Netincome (Note 22) | W | 20,501 | W | 144,322 | \$ | 16,275 | \$ | 114,568 |

(Ordinary income per share : for current year :W 43, for prior year :W 1,353
Earning per share for current year :W 124, for prior year :W 1,353
Diluted ordinary income earnings per share for current year W 42, for prior year :W 736
Diluted earnings per share for current year :W 109, for prior year W 736)

|  | In M illions of 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 | W 140 | W 143 | \$ 111 | \$ 114 |
| Cumulative effect from accounting changes (Note 17) | $(38,369)$ | $(63,499)$ | $(30,459)$ | $(50,408)$ |
| Prior period adjustments, net (Note 17) |  | 1,025 |  | 814 |
| Net income | 20,501 | 144,322 | 16,275 | 114,568 |
|  | $(17,728)$ | 81,991 | $(14,073)$ | 65,088 |
| Transfer from voluntary reserves |  |  |  |  |
| Reserve for overseas investment | 12,200 | - | 9,685 | - |
| Reserve for future dividends | 38,200 | - | 30,324 | - |
|  | 50,400 | - | 40,009 | - |
| Appropriations of retained earnings |  |  |  |  |
| Legal reserve | 2,100 | 14,500 | 1,667 | 11,511 |
| Reserve for business rationalization | . | 63 | . | 50 |
| Reserve for future dividends | - | 9,000 | - | 7,145 |
| General purpose contingency reserve | - | 6,200 | - | 4,921 |
| Cash dividends |  |  |  |  |
| (4\% for common stock and 1\% or |  |  |  |  |
| $2 \%$ for preferred stock in 2000. |  |  |  |  |
| 8\% for common stock and 1\% or |  |  |  |  |
| 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 |


|  | In M illions of Korean Won |  |  |  | In Thousands of U.S. Dollars (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 |  | $(130,190)$ |  | $(113,840)$ |  | $(103,350)$ |  | $(90,371)$ |
| Reversal of reserve for possible losses 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 |
|  | W | $(1,849,300)$ | W | 1,112,851 | \$ | $(1,468,048)$ | \$ | 883,425 |
| Cash flow s from investing activities : |  |  |  |  |  |  |  |  |
| Increase in trading securities | W | $(3,144)$ | W | $(232,523)$ | \$ | $(2,496)$ | \$ | $(184,586)$ |
| Increase in investment securities |  | $(1,999,703)$ |  | $(54,179)$ |  | $(1,587,444)$ |  | $(43,009)$ |
| 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 |  |  |  | 16 |  |  |  | 13 |
|  |  | $(2,273,796)$ |  | 162,928 |  | $(1,805,030)$ |  | 129,339 |
| Cash flow s from financing activities: |  |  |  |  |  |  |  |  |
| 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 |  | $(180,120)$ |
| Netinc rease in cashCash and cash equivalents at beginning of the year |  | $(620,079)$ |  | 1,048,882 |  | $(492,243)$ |  | 832,644 |
|  |  | 3,714,476 |  | 2,665,594 |  | 2,948,699 |  | 2,116,055 |
| Cash and cash equivalents atend 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 |

## NON.CONSOLIDATED NOTES TO FINANCIALSTATEMENTS

December 31, 2000 and 1999

## 1. The Bank:

Hana Bank ("the B ank") 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 M inistry of Finance and Economy) to operate under the short-term Financing Business Law.

On J une 29,1991 , the B ank was granted approval by the M inistry of Finance to engage in banking activities and the Bank's name was changed to Hana Bank. It became a nationwide commercial bank in J uly 1991.
On J une 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 J anuary 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 J une 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 W 621,816 million and W 335,405 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 W 200 billion each. As of December 31, 2000 and 1999 , the $B$ ank has issued convertible bonds in the amount of W 88 billion and W 84 billion, respectively (see note 11).

## 2. Summary of Signific ant 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, allow ance 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 $\mathrm{W} 38,369$ million and W 63,499 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 $W 73,596$ million and $W 94,831$ million, respectively.

## Allow ance 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 borrow ers and classifies borrow ers' credit risk by thirteen ratings ( $1,2,2,4,5,6,7+7,8+8,9,10+, 10$ ). Provisions are determined by applying the following minimum percentages to the various credit ratings:

| Creditratings | Loan classifications | Provision percentages |
| :---: | :---: | :---: |
| $1 \sim 8+$ | Normal | $0 \sim 1.2 \%$ |
| 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.
M arketable 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.

## Investmentsecurities

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 W 39,633 and $\mathbf{W} 8,203$ 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 W 16,200 million and W 10,357 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 betw een fair value and amortized cost are accounted for in the capital adjustment account. Declines in fair value which are antic ipated 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 dec lining-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

## 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 J anuary 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 $\mathbf{W}, 259.70: U S \$ 1$ and W 1,145.40: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 $W 1,594$ million and $W 1,179$ 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, forw ards 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 J anuary 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.

## NON.CONSOLIDATED NOTES TO FINANCIALSTATEMENTS

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 $\mathrm{W} 1,259.7$ :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 |  |
| :--- | ---: | ---: |
| Cash on hand | 2000 | 1999 |
| Foreign currencies | W | 754,144 |
| Due from banks in Won | W | 980,260 |
| Due from banks in foreign currencies | 34,058 | 24,220 |
|  | $1,793,895$ | $2,468,740$ |

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

|  | Annual interest rate (\%) of 2000 | Depository | M illions of Won |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2000 |  | 1999 |  |
| Checking accounts | - | Bank of Korea | W | 740,668 | W | 489,375 |
| Certificates of deposits | $6.9 \sim 7.8$ | Other Banks |  | 790,694 |  | 1,200,295 |
| Time deposits | $7.0 \sim 8.5$ | Other financial Institutions |  | 22,472 |  | 709,917 |
| Other deposits | $0.0 \sim 10.1$ | 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, W 581 million and W 646 million respectively, of other deposits are restricted as to withdraw al under agreements with counterparties.

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

|  | Annual average interest rate of 2000 | Depository | Millions of Won |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2000 |  | 1999 |  |
| Checking accounts | - | Foreign Banks | W | 172,496 | W | 84,107 |
| Time deposits | 7.47 | Domestic Banks |  | 339,804 |  | 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, W 30,426 and W 29,133 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, W 8,235 million of other deposits in foreign currencies as of December 31,1999 are restricted as to withdraw al under the agreements with counterparties.

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

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 |
| $1 \sim 3$ months |  | 464,530 |  | 228,006 |  | 692,536 |
| $3 \sim 6$ months |  | 106,344 |  | 18,895 |  | 125,239 |
| 6 months $\sim 1$ year |  | 12,120 |  | . |  | 12,120 |
| 1~3years |  | 30,000 |  | - |  | 30,000 |
| M ore than 3 years | 731,936 |  | - |  | 731,936 |  |
|  | W | 1,793,895 | W | 512,300 | W 2,306,195 |  |
| 2) As of December 31, 1999 |  |  |  |  |  |  |
| Term Structures | Due from Banks In Won currency |  | Due from Banks in foreign currencies |  | Total |  |
| W ithin 1 month | W | 58,286 | W | 128,028 | W | 186,314 |
| $1 \sim 3$ months |  | 1,144,518 |  | 87,812 |  | 1,232,330 |
| $3 \sim 6$ months |  | 548,914 |  | 25,416 |  | 574,330 |
| 6 months $\sim 1$ year |  | 173,181 |  | - |  | 173,181 |
| $1 \sim 3$ years |  | 30,116 |  | - |  | 30,116 |
| M ore than 3 years |  | 513,725 |  | - |  | 513,725 |
|  | W | 2,468,740 | W | 241,256 | W | 2,709,996 |

## 5. Trading Sec urities:

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

| 1) As of December 31, 2000 | Annual interest Rate (\%) | Acquisition Cost(*) |  | Carrying Value |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Equity securities | - | W | 64,619 | W | 48,369 |
| 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 |
| Securities denominated in foreign currencies | 0.25~13.75 |  | 20,194 |  | 19,972 |
|  |  |  | 535,405 |  | 536,085 |
|  |  | W | 600,024 | W | 584,454 |
| 2) As of December 31, 1999 | Annual interest Rate (\%) |  | uisition st(*) |  | rying <br> lue |
| Equity securities | - | W | 50,836 | W | 56,105 |
| Debt securities |  |  |  |  |  |
| Government and public bonds | $4.71 \sim 8.60$ |  | 391,343 |  | 385,213 |
| Debentures issued by financial institutions | $6.50 \sim 14.82$ |  | 156,410 |  | 154,753 |
| Corporate bonds | $5.01 \sim 13.69$ |  | 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 |

[^8]
## NON.CONSOLIDATED NOTES TO FINANCIALSTATEMENTS

December 31, 2000 and 1999

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

| Industry | 2000 |  |  | 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of W on |  | Ratio(\%) | M illions of W on |  | Ratio(\%) |
| Financial institutions | W | 246,778 | 42.22 | W | 176,488 | 28.99 |
| Public administration |  | 274,104 | 46.90 |  | 388,754 | 63.85 |
| M anufacturing |  | 56,017 | 9.58 |  | 24,400 | 4.01 |
| Wholesale and retail |  | 5,433 | 0.93 |  | 14,299 | 2.35 |
| Other |  | 2,122 | 0.37 |  | 4,905 | 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 following (millions of won) :

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

As of December $31,2000, W 1,763,232$ 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):

|  | 2000 |  | 1999 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Ownership (\%) | Carrying value | Ownership (\%) | Carrying value |
| Investments using the equity method |  |  |  |  |
| Hana Securities | 54.77(*) | W 133,347 | 39.68(*) | W 96,066 |
| Korea M erchant 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 |
| M arketable 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) :

|  | Acquisition Cost |  | Current period adjustments |  |  |  | Book value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Gain (Loss) on equity method (*) |  | Capital Adjustment |  |  |  |
| Domestic subsidiaries |  |  |  |  |  |  |  |  |
| Hana Securities | W | 97,234 | W | 25,711 | W | 10,402 | W | 133,347 |
| Korea M erchant B anking 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 |

During the year ended December 31, 2000, the Bank purchased W 5,063 million ( 973,180 shares) and $\mathrm{W} 7,399$ 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 W 3,538 million of gain on equity method related to common stocks and W2,286 million of capital adjustments related to preferred stocks.
The Bank invested W 15,000 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 ("KM BC"), 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 W 41,291 million of the investment to KM BC to operations as a loss on equity method for the year ended December 31, 2000.
In connection with the funding public capital to KM BC by the Government for restructuring, as the shareholder of KM BC, 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 betw een 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 (\%) | Acquisition cost |  | Carrying 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 M otor 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 follow ing (millions of won):

| Company | Number of Stocks | Ownership (\%) | Carrying value |
| :--- | ---: | ---: | ---: |
| Corporation Restructuring Fund | $7,920,000$ | 3.13 | W |
| Samsung Life Insurance Co. | 47,700 | 39,600 |  |
| Korea Securities Finance Corporation | $1,247,653$ | 15,836 |  |
| LG Capital | 574,352 | 1.83 | 8,243 |
| Korea Asset M anagement Co. | 500,000 | 0.82 | 4,113 |
| Iffcom, Ltd. | 33,000 | 1.92 | 2,210 |
| Daw oo Shipbuilding \& M arine Eng. | 501,403 | 1,85 | 1,980 |
| Halla Heavy Industries | 411,109 | 0.26 | 1,487 |
| B.C Card | 87,120 | 2.05 | 1,337 |
| KIS Information | 229,544 | 1.98 | 1,331 |
| Shindo Venture Capital Co. | 100,000 | 1,80 | 1,321 |
| Oasis Venture Capital Co. | 200,000 | 10.00 | 1,054 |
| Ezville Inc. | 10.00 | 1,000 |  |
| Other | 200,000 | 10.00 | 1,000 |
|  | - | - | 14,577 |

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

| 1) As of December 31, 2000 | 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 $\mathrm{W} 4,184,409$ million of held-to maturity debt securities to available-for-sale debt securities in 2000. The Bank realized a gain on the sale of $W 6,379,287$ million of investment debt securities during 2000 . Related to this, $\mathrm{W} 148,323$ million and $\mathrm{W} 2,813$ million are included in gains and losses on disposition of investment securities, respectively.

## 2) As of December 31, 1999

| 2) | 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 |
| Government and public bonds | 25,937 | $(1,598)$ |  |
| Debentures issued by financial institutions | 21,813 | $(4,597)$ |  |
| Corporate bonds | 53,002 | $(16,112)$ |  |
| Securities denominated in foreign currencies | $(16,664)$ | 6,205 |  |
| Other securities | $(2,859)$ | 3,711 |  |

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 | Domestic Currency |  | 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 |

2) As of December 31,1999

| Origination Country | Domestic Currency | Ratio (\%) | Foreign 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 |  |

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

| Origination Country | 2000 |  |  | 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | M illions of won |  | Ratio (\%) | M illions of won |  | Ratio (\%) |
| Financial business | W | 6,012,097 | 53.04 | W | 3,407,055 | 37.44 |
| Public administration |  | 4,140,833 | 36.53 |  | 4,504,670 | 49.51 |
| M anufacturing |  | 751,638 | 6.63 |  | 697,086 | 7.66 |
| Construction |  | 63,515 | 0.56 |  | 43,248 | 0.48 |
| W holesale and retail |  | 208,184 | 1.84 |  | 178,561 | 1.96 |
| Other |  | 157,773 | 1.40 |  | 268,694 | 2.95 |
|  | W | 11,334,040 | 100.00 | W | 9,099,314 | 100.00 |

7. Loans:

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

|  | 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 Industry | Loans in won |  | Loans in foreign currencies |  | Total |  | Ratio (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| M anufacturing | 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 |

## NON-CONSOLIDATED NOTES TO FINANCIALSTATEMENTS

December 31, 2000 and 1999

| 2) As of December 31, 1999 Industry | Loans in won |  | Loans in foreign currencies |  | Total |  | 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 :

| Origination Country | 2000 |  | 1999 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | M illions of won | Ratio (\%) | M illions 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) :

| Details of changes | M illions of Won |  |
| :---: | :---: | :---: |
|  | 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 allow ances for acceptances and guarantees | (250) | $(60,621)$ |
| Repurchase loans from KAM CO | 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 | Loans in won |  | Loans in foreign currencies |  | Bills purchased in foreign currencies |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| W ithin 1 month | W | 1,594,095 | W | 53,892 | W | 561,442 | W | 2,209,429 |
| $1 \sim 3$ months |  | 4,399,560 |  | 146,275 |  | 391,990 |  | 4,937,825 |
| $3 \sim 6$ months |  | 4,233,352 |  | 109,477 |  | 218,569 |  | 4,561,398 |
| 6 months $\sim 1$ year |  | 5,078,692 |  | 215,040 |  | 34,213 |  | 5,327,945 |
| 1~3 years |  | 1,979,943 |  | 229,985 |  | 34 |  | 2,209,962 |
| M ore 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 |

## NON-CONSOLIDATED NOTES TO FINANCIALSTATEMENTS

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 |

(*) 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 :

|  | Amount |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| Allowance for: |  |  |  |  |
| 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) :

\begin{tabular}{|c|c|c|c|}
\hline \& 2000.12.31 \& 1999.12.31 \& 1998.12.31 \\
\hline \begin{tabular}{l}
Loan(*) \\
Allowance for possible loan losses
\end{tabular} \& W \(\begin{array}{r}23,774,411 \\ 821,171\end{array}\) \& W

$655,575,551$
650 \& $7,592,701$
239,398 <br>
\hline Ratios \& 3.45 \% \& 3.95 \% \& 3.15\% <br>
\hline
\end{tabular}

(*) Loan amount does not include bonds purchased under agreements of repurchase, call loans, interbank loans and are net of present value discounts Details of Ioans w ritten-off for the years ended December 31, 2000 and 1999 are as follows (millions of W on) :

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

## NON-CONSOLIDATED NOTES TO FINANCIAL STATEMENTS

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 $\mathrm{W} 168,548$ million, and bad debts expense is $\mathrm{W} 9,629$ 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) :

| Changes in details | Amount |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| Beginning balance | W | 24,590 | W |  |
| Increase Offsetwith allowance |  | 109,604 |  | 20,428 |
| Adjustment of retained earnings |  |  |  | 3,144 |
| Adjustment of merger |  |  |  | 5,941 |
| Decrease A mortized amount (interest income) |  | $(19,396)$ |  | $(3,864)$ |
| Reversal of allowance for possible loan losses (from early redemption) |  | $(66,200)$ |  | $(1,059)$ |
| Closing balance | 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 of cumulative restructuring |  |  |  |  | Restructured loans |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Converted to equity securities | Convertible bonds |  | Convertible investment |  | Outstanding loans |  | Present value discounts |  | Allowance for losses |  |
| W orkout | W 63,696 | W |  | W | 2,738 | W | 358,911 | W | 7,295 | W | 94,841 |
| Court receivership | 169 |  | - |  | - |  | 79,526 |  | 1,259 |  | 8,274 |
| Court mediation | 10,730 |  | 2,363 |  | - |  | 354,954 |  | 22,886 |  | 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 W 345,430 million, of which present value discounts and reserves for possible loan losses are W 17,158 million and $\mathrm{W} 236,412$ million, respectively.

## 8. Property, plant and equipment, and 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 | Acquisition Cost | Accumulated Depreciation | Netbook value |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Property, plant and equipment |  |  |  |  |  |
| Land | W | 170,670 | W | - | W |
| Buildings, structures and auxiliary facilities | 216,122 | 170,670 |  |  |  |
| Vehicles, furniture and fixtures | 171,693 | 49,692 | 166,429 |  |  |
|  | 108,626 | 63,067 |  |  |  |
| Intangible assets | 558,485 | 158,318 | 400,166 |  |  |
|  | 678 | - | 678 |  |  |


| 2) As of December 31, 1999 | Acquisition Cost | Accumulated Depreciation |  | Netbook 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 |
|  | 509,255 | 137,762 |  | 371,493 |
| Intangible assets | 266 | - |  | 266 |
|  | W 509,521 | W 137,762 | W | 371,759 |

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 W 206,854 million and W 170,393 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 W 159,557 million and W 100,746 million, respectively.

## 9. Deposits:

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

|  | Annual average interest rate(\%) | M illions of won |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2000 |  | 1999 |  |
| Won deposits : |  |  |  |  |  |
| Demand deposits | $0.00 \sim 1.28$ | W | 1,621,321 | W | 1,151,923 |
| Time and savings deposits | $0.73 \sim 10.32$ |  | 23,327,638 |  | 18,966,292 |
| M utual 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 | $0.00 \sim 2.57$ |  | 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 :

|  | M illions of won |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| Won deposits: |  |  |  |  |
| Demand deposits Time and savings deposits M utual installment received | W | $\begin{array}{r} 33,397 \\ 550,338 \\ 588 \end{array}$ | W | $\begin{array}{r} 84,030 \\ 243,405 \\ 2,229 \end{array}$ |
|  |  | 584,323 |  | 329,664 |
| Foreign currency deposits : |  |  |  |  |
| Demand deposits Time and savings deposits |  | $\begin{array}{r} 8,391 \\ 23,813 \end{array}$ |  | $\begin{array}{r} 9,908 \\ 12,723 \end{array}$ |
|  |  | 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 | Won-Deposits |  | Foreign currency Deposits |  | Certificates of Deposits |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| W ithin 1 month | W | 7,364,634 | W | 436,573 | W | 366,395 | W | 8,167,602 |
| $1 \sim 3$ months |  | 4,443,824 |  | 345,656 |  | 215,147 |  | 5,004,627 |
| $3 \sim 6$ 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 |
| 1~3years |  | 866,792 |  | 1,347 |  | 356,089 |  | 1,224,228 |
| $M$ ore 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 |

## NON-CONSOLIDATED NOTES TO FINANCIALSTATEMENTS

December 31, 2000 and 1999

## 10. Borrow ings:

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

| Borrow ings as of December 31, 2000 | Annual interest rate(\%) | Millions of won |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2000 |  | 1999 |  |
| Won borrow ings: |  |  |  |  |  |
| Bank of Korea | 3.00 | W | 533,764 | W | 416,316 |
| Korean Government | $4.00 \sim 5.00$ |  | 80,703 |  | 75,709 |
| Other | $4.50 \sim 8.50$ |  | 564,428 |  | 533,512 |
|  |  |  | 1,178,895 |  | 1,025,537 |
| Foreign currency borrow ings : |  |  |  |  |  |
| IFC \& other | Libor+0.00~3.25 |  | 932,178 |  | 1,625,098 |
| Standard Chartered Bank \& other | $6.70 \sim 8.29$ |  | 527,590 |  | 99,737 |
| Dai-Ichi Kangyo | Libor+0.50 |  | 25,194 |  | 54,292 |
|  |  |  | 1,484,962 |  | 1,779,127 |
|  |  | W | 2,663,857 | W | 2,804,664 |

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

| Lender | Annual interest rate (\%) | M illions of won |  |  |  | Condition of borrowings |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 200 |  | 999 |  |
| Kyobo Life Insurance | 10.00~14.94 | W | 100,000 | W | 100,000 | Lump sum redemption |
| Samsung Life Insurance | 9.00~16.16 |  | 70,000 |  | 70,000 | " |
| LG Fire \& M arine Insurance | 16.00 |  | 48,000 |  | 48,000 | " |
|  |  | W | 218,000 | W | 218,000 |  |

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

| Period | W on-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 :


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

|  | Issue date | Due date | Annual Interest Rate (\%) | Millions of won |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | 200 |  | 1999 |
| Won-debentures |  |  |  |  |  |  |  |
| Boram $1^{\text {st }}$ | 1997.11.25 | 2003. 1.31 | 8.0 |  | 30,000 |  | W 30,000 |
| Boram 2nd |  |  | " |  | 19,998 |  | 19,998 |
|  | (Adjustments for conversion rights) |  |  |  | $(3,514)$ |  | $(4,923)$ |
|  |  |  |  |  | 46,484 |  | 45,075 |
| Foreign currency debentures |  |  |  |  |  |  |  |
| IFC $1^{\text {st }}$ | 1998. 6.29 | 2004. 2.15 | 6M libor |  | 37,791 |  | 34,362 |
|  |  |  |  |  | 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 | Foreign currency <br> Debentures |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 2001.1.1~2001.12.31 | W | - | W | 134,788 | W |
| 2002.1.1-2002.12.31 |  | 80,000 | 134,788 |  |  |
| 2003.1.1-2003.12.31 | 459,077 | 62,985 | 142,985 |  |  |
| 2004.1.1-2004.12.31 | 166,300 | 231,785 | 690,862 |  |  |
| Thereafter | 604,546 | 37,791 | 204,091 |  |  |
|  |  | W | $1,309,923$ | W | 467,349 |

## 12. Confirmed Acceptances and Guarantees:

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

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

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

## NON-CONSOLIDATED NOTES TO FINANCIALSTATEMENTS

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

|  |  | 2000 |  |  | 1999 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
| Industry | Millions of won | Ratio (\%) | Millions of won | Ratio (\%) |  |  |
| Manufacturing | W | $2,195,314$ | 75.9 | W | $1,452,802$ |  |
| Construction | 151,187 | 5.2 | 231,441 | 61.7 |  |  |
| Wholesale \& retail | 238,304 | 8.2 | 179,865 | 9.8 |  |  |
| Transport \& storage | 16,901 | 0.6 | 81,698 | 7.6 |  |  |
| Financial business | 32,743 | 1.1 | 3,590 | 3.5 |  |  |
| Real estate \& renting | 6,654 | 0.2 | 0.3 |  |  |  |
| Other | 253,732 | 8.8 | 402,722 | 0.0 |  |  |
|  |  | $2,894,835$ | 100.0 | W | $2,356,901$ |  |

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

| Country | 2000 |  |  | 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of won |  | Ratio (\%) | M illions of won |  | Ratio (\%) |
| Korea | W | 2,194,934 | 98.5 | W | 1,691,928 | 98.3 |
| J apan |  | 31,492 | 1.4 |  | 28,635 | 1.6 |
| Hong Kong |  | 3,099 | 0.1 |  | 548 | 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 <br> and Guarantees | Amount of <br> Reserve | Reserve <br> atio (\%) |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Acceptances and guarantees in won | W | 665,310 | W | 8,498 | 1.28 |
| Acceptances and guarantees in foreign currencies |  | $2,229,525$ | 27,880 | 1.25 |  |
|  | W | $2,894,835$ | W | 36,378 | 1.26 |

2) As of December 31, 1999

|  | Amount of Acceptances <br> and Guarantees |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Acceptances and guarantees in won | Amount of <br> Reserve | Reserve <br> atio (\%) |  |  |  |
| Acceptances and guarantees in Foreign currencies | $W$ | 635,790 | W | 13,080 | 2.06 |
|  | W | $2,721,111$ |  | 33,530 | 1.95 |

As of December 31, 2000 and 1999, respectively, W 3,623 million and W 3,304 million of additional reserves for unconfirmed acceptances and guarantees of W6,165 and W 10,715 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

| ) 4 December 31,200 | M illions of won |  | Thousand of US\$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | valent |
| 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: |  |  |  |  |
| 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\$

|  | Millions of won |  | Equivalent |  |
| :---: | :---: | :---: | :---: | :---: |
| 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: |  |  |  |  |
| 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 | Amount of Position |  |  | 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 |

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 forw ard exchange contracts, currency futures and interest rate swaps with KOFEX. Related to the above, the Bank recorded for the year ended December 31, 2000, W 78,671 million and W 47,777 million of gain and loss, respectively, on transaction of derivatives, and W 7,183 million and W 30,272 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, W 5,192 million and W 808 million of gain and loss, respectively, on transaction of derivatives, and W6,374 million and W 4,590 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:

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

The B ank, 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 M erchant 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 (W 55,000 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 W 13,900 million and $W 11,200$ 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 W 494,308 million and W 284,706 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 W 68,680 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 W 133,698 million and W 42,942 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.

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 J anuary 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 $W 5,000$ 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 onJ anuary 27,2000 . The terms for the options on the remaining $44,153,000$ and $22,928,000$ shares are until March 27, 2002 and $M$ arch 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 W 5,000 ) common shares to Allianz AG (ownership of $12.46 \%$ ) at W 8,900 per share. The Bank recorded W55,013 million in capital surplus after deducting W 367 million of stock issuance costs from W 55,380 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 W 10,020 and $W 8,500$, respectively.

## 16. Capital Surplus:

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

|  | M illions of won |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| Paid-in capital in excess of par value | W | 295,143 | W | 240,130 |
| Negative goodwill from merger |  | 105,407 |  | 105,407 |
| Other |  | 247 |  | 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 |  |  |

## 17. Retained Earnings:

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

| Retainedearnings as of December 31,200 | Reference | M illions of won |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2000 |  | 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 |

(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 defic it, if any.

## NON-CONSOLIDATED NOTES TO FINANCIALSTATEMENTS

(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 |  | W |
| :--- | ---: | ---: |
| Gains on valuation of derivatives |  | 151 |
| Losses on valuation of derivatives |  | W |
|  | $(383)$ |  |

## 2) As of December 31,1999

| Cumulative effect from accounting changes | Millions of won |  |
| :--- | ---: | ---: |
| Tax effect on deferred tax liability | W | $(25,438)$ |
| Valuation of subsidiary stock on equity method | $(36,313)$ |  |
| Present value discounts on prior year's loans | $(3,144)$ |  |
| Change in depreciation method of buildings | 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 W on):

|  | 1~3 month | 3~6 month | 6 month $\sim 1$ year | 1~3 year | Thereafter | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1. In W on 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 | 7127 | 87,787 |  | 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 |

(*) including bills bought and factoring receivables.
${ }^{(* *)}$ including due to the Bank of Korea in foreign currency and bonds sold on repurchase agreements in foreign currency.
19. General and Administrative Expenses:

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

|  | 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 |

## NON-CONSOLIDATED NOTES TO FINANCIALSTATEMENTS

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 :

|  | Millions of won |  |
| :--- | ---: | ---: |
|  | 2000 | 1999 |
| Gain on disposition of investment securities | W | 149,186 |
| Reversal of impairment loss on investment debt securities | W | 86,564 |
| Unrealized gain on investment securities | 14,731 | - |
| Gain on equity method | - | 10,025 |
| Gain on sales of loans | 16,638 | 62,137 |
| Other | 13,762 |  |
|  | 6,177 |  |

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

|  | Millions of won |  |
| :--- | ---: | ---: |
|  | 2000 |  |

## 21. Income Tax Expense:

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

|  | Millions of won |  |  |
| :--- | ---: | ---: | :---: |
|  | 2000 |  |  |

The statutory income tax rate applicable to the Bank, including resident tax surcharges, is approximately $30.8 \%$, how ever, 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 W on) :

| Accounts | Beginning 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.

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

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

${ }^{(*)}$ The tax effect of accumulated temporary differences from prior year was adjusted to retained earnings
${ }^{(* *)}$ The tax loss carryforward is transferred in from Boram Bank and deductible in the future years under the Korean Tax Law.

## 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 Dividends on Preferred stock | W 10,686,119,091 | W 144,321,608,268 |
|  | (5,561,700,000) | $(8,023,000,000)$ |
|  | 5,124,419,091 | 136,298,608,268 |
| W eighted 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 | W 144,321,608,268 |
| Dividends on Preferred Stock | (5,561,700,000) | (8,023,000,000) |
|  | 14,939,593,737 | 136,298,608,268 |
| W eighted 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 <br> Ordinary income after income tax expenses Dividends on Preferred Stock Interest expense on convertible bonds | $\begin{array}{r} \text { W 10,686,119,091 } \\ (5,561,700,000) \end{array}$ | W 144,321,608,268 4,918,632,074 |
| W eighted average number of common shares | $\begin{array}{r} \hline \text { 5,124,419,091 } \\ 121,587,355 \end{array}$ | $\begin{array}{r} 149,240,240,342 \\ 202,803,804 \end{array}$ |
|  | W 42 | W 736 |
| Diluted earnings per share <br> Net Income <br> Interest expense on convertible bonds | W 20,501,293,737 | $\begin{array}{r} \text { W 144,321,608,268 } \\ 4,918,632,074 \end{array}$ |
| W eighted average number of common shares | $\begin{array}{r} 20,501,293,737 \\ 188,668,355 \end{array}$ | $\begin{array}{r} 149,240,240,342 \\ 202,803,804 \end{array}$ |
|  | W 109 | W 736 |

## 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 follow s (millions of Won):

1) 2000

| Related parties | Account balances |  | Transactions |  |
| :--- | :--- | ---: | :--- | ---: |
| Hana Securities | Loans | W | 3,398 | Interestincome | W | 123 |
| :--- |
|  |
|  |
| Hana Research |
|  |
|  |
|  |
|  |
|  |
| Deposits |
| Hana Risjad Finance |

2) 1999

| Related parties | Account balances |  |  | Transactions |
| :--- | :--- | ---: | :--- | ---: |
| Hana Securities | Loans | 3,507 | Interest income | 2,799 |
|  | Deposits | 9,779 | Interest expenses | 1,201 |
| Hana Research | Deposits | 27 | Consulting fees | 998 |
|  |  |  | Interest expenses | 43 |
| Korea M erchant | - | Interest income | 12 |  |
| Banking Corporation |  | Interestexpenses | 7 |  |
| Hana Risjad Finance |  |  | Interest income | 4 |
|  |  |  | Interest expenses | 60 |

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

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

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

|  | Corporate Banking Group |  | Retail Banking Group |  | Choong-Chung Banking Group |  | Treasury Group \& 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 |

(*) Including call money, bonds sold on repurchase agreements, bills sold, due to the Bank of Korea in foreign currencies, and debentures. $_{\text {. }}$

## 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.

|  | Millions of won |  |
| :--- | ---: | ---: |
|  | 2000 | 1999 |
| Trust fees | W | 163,024 |
| Early termination fees | W | 171,562 |
| Operating revenue of trust operations | 3,518 | 9,987 |
| Operating loss of trust operations | 166,542 | 181,549 |

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

The Bank has entered into a "Purchase of Assets and Assets and Assumption of Liabilities" (hereafter "P\&A") contract, effective J une 29, 1998, to purchase certain assets and assume most of the liabilities of Choong-Chung Bank which ceased operations as of J une 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, J une 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 W 388,045 million from KDIC and KAM CO.

## 27. Business combination:

On J anuary 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 J anuary 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 5). The stocks are recorded as treasury stocks in capital adjustment.

## Sail accounting Corporation

## To the Board of Directors Hand 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

|  | In M illions of Korean W on | In Thousands of U.S. Dollars (Note 3) |
| :---: | :---: | :---: |
|  | 2000 | 1999 |
| Assets |  |  |
| Cash and due from banks | W 5,340 | \$ 4,239 |
| Loans : |  |  |
| Loans collateralized by real estate | 495,416 | 393,281 |
| Loans collateralized by other than real estate | 97,437 | 77,349 |
| Uncollateralized loans | 718,932 | 570,717 |
|  | 1,311,785 | 1,041,347 |
| Securities : |  |  |
| Government and public bonds | 1,185,478 | 941,079 |
| Debentures issued by financial institutions | 779,023 | 618,420 |
| Corporate bonds | 1,763,008 | 1,399,546 |
| Stocks | 940,231 | 746,393 |
| Bills purchased | 2,151,687 | 1,708,095 |
| Other securities | 827,167 | 656,638 |
|  | 7,646,594 | 6,070,171 |
| Call loans | 420,000 | 333,413 |
| Accrued income | 241,182 | 191,459 |
| Due from banking accounts (Note 6) | 802,766 | 637,268 |
| Other | 505 | 401 |
| (Allowance for possible loan losses) | $(165,236)$ | $(131,171)$ |
| Total assets | W 10,262,936 | \$ 8,147,127 |
| LIABILITIES |  |  |
| M oney trusts |  |  |
| Installment money trusts | W 584,628 | \$ 464,101 |
| Household money trusts | 1,024,648 | 813,406 |
| Development money trusts | 360,250 | 285,981 |
| New installment money trusts | 734,181 | 582,822 |
| Retirement trusts | 222,945 | 176,982 |
| Specified money trusts | 3,890,201 | 3,092,960 |
| Open money trusts | 869,082 | 689,912 |
| New old-age pension trusts | 571,992 | 454,070 |
| Unit money trusts | 759,558 | 602,967 |
| Other | 554,341 | 440,058 |
|  | 9,577,826 | 7,603,259 |
| Security management trusts | 200,869 | 159,458 |
| Unearned income | 39,300 | 31,198 |
| Accrued trust fees payable | 15,910 | 12,630 |
| Accrued trust dividends payable | 394,777 | 313,390 |
| Present value discounts | 27,301 | 21,673 |
| Reserve for future trust losses | 6,179 | 4,905 |
| Other | 774 | 614 |
| Total liabilities | W 10,262,936 | \$ 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 M illions of Korean W on | In Thousands of U.S. Dollars (Note 3) |
| :---: | :---: | :---: |
|  | 2000 | 1999 |
| Revenue |  |  |
| Interest income : |  |  |
| Interest on due from banks | W 705 | \$ 560 |
| Interest and dividends on securities | 889,628 | 706,222 |
| Interest on loans | 230,886 | 183,287 |
| Interest on call loans | 17,184 | 13,641 |
| Interest on trusted money receivables | 17,473 | 13,871 |
| Other | 18,983 | 15,069 |
|  | 1,174,859 | 932,650 |
| Gain on securities | 137,694 | 109,307 |
| Other | 199,354 | 158,255 |
|  | 1,511,907 | 1,200,212 |
| Expenses |  |  |
| Trust fees to the Bank (Note 6) | 162,460 | 128,967 |
| Commissions | 4,398 | 3,491 |
| Loss on securities | 351,098 | 278,716 |
| Provision for possible loan losses | 64,070 | 50,861 |
| Other | 32,704 | 25,962 |
|  | 614,730 | 487,997 |
| Dividends of trust profit to beneficiaries | W 897,177 | \$ 712,215 |

## NOTES TO FINANCIALSTATEMENTS OF TRUSTACCOUNTS

## 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 M inistry of Finance (presently the Ministry of Finance and Economy) to operate under the short-term Financing Business Law.
On J une 29, 1991, the Bank was granted approval by the Ministry of Finance (presently the M inistry 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 inJ uly 1991.
On J une 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 fanuary 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 J une 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 W 621,816 million and W 335,405 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.

## Allow ance 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 follow ing minimum percentages to each of credit ratings and loan classifications;

| Credit ratings | Loan classifications | Provision percentages |
| :---: | :---: | :---: |
| $1 \sim 8+$ | Normal | $0 \sim 1.2 \%$ |
| 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
M arketable stocks and Beneficial certificates
Non-marketable stocks
Debt securities
Other securities
$M$ arket value
Cost
Market value
Cost

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 allow ance 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 W 3,708 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, W 162,460 million of trust fees was provided and $\mathrm{W} 15,910$ 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 $\mathrm{W} 1,259.7$ :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 W on 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 | " | 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 | " | Yes |
| Household long-term money trusts | 3-5 | " | No |
| Labor preferential trusts | 3-5 | " | No |
| New installment trusts | Over 1.5 | " | No |
| Retirement trusts | - | " | Yes |
| Specified money trusts: | Over 0.25 | " | No |
| Unit money trusts | Over 1 | " | No |
| Open money trusts | 0.25-1 | , | No |
| Real estate investmenttrusts | - | " | No |
| New individual pension trusts | Over 15 | " | Yes |
| New old-age pension trusts | Over 5 | ${ }^{\prime}$ | Yes |
| New labor preferential trusts | 3-5 | " | No |
| Testament trusts | - | " | No |

(*) The principal repayment is guaranteed for customer accounts opened before A pril 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 W on) :
Classified Balance Sheets

| ets | Millions of W on |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Principal or Dividend Guaranteed Trusts |  | Performance 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) |  |  |  |  |  |  |
| M oney 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 |
| Total | W | 2,375,756 | W | 7,887,180 | W | 10,262,936 |

Classified Statement of Operations

|  | Millions of W on |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Principal or Dividend Guaranteed Trusts |  | Performance 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 |

## 6. Related Party Transactions :

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 $\mathrm{W} 3,028$ 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 effic ient 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

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

We have audited the accompanying consolidated balance sheets of Hand 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 Han 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 Hand Risjad Finance, the Bank's subsidiary located in Indonesia to PT. AITI Investment Co. for US\$ 2,750 thousand on February 21, 2000. Han 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
J anuary 26, 2001

## CONSOLIDATED BALANCE SHEETS

December 31, 2000 and 1999

|  | In Millions of Korean W on |  |  |  | In Thousands of U.S. Dollars (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 |
| Liabilities, Minority Interestand 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) M inority interest |  | 107,902 |  | 172,509 |  | 85,657 |  | 136,945 |
| Common stock, par value : W 5,000, 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 : W 5,000 , non-cumulative, non-partic ipating 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 |

## CONSOLIDATED STATEMENTS OF INCOME

For the years ended December 31, 2000 and 1999

|  | In M illions of Korean W on |  |  |  | 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 |  | 66,720 |  | 69,119 |  | 52,965 |  | 54,869 |
| Other operating expenses : |  |  |  |  |  |  |  |  |
| 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 |
|  |  | 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 : W 178, for prior year W 1,728
Earnings per share : for current share : W 102, for prior year W 1,355
Diluted ordinary income per share : for current year :W 143, for prior year W922
Diluted earnings per share : for current year : W94, for prior year W 737)

|  | Paid-in capital |  | Capital surplus |  |
| :---: | :---: | :---: | :---: | :---: |
|  | In millions of Korean Won | In thousands of U.S Dollars | In millions of Korean W on | In thousands of U.S Dollars |
| Balance at a anuary 1,1999 | W 349,630 | \$ 277,550 | W 169,084 | \$ 134,226 |
| Issue of share in merger of B oram 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 goodw ill | - | - | $(6,081)$ | $(4,827)$ |
| 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 atJ anuary 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 | - | - | - | - |
| B alance at December 31, 2000 | W 957,221 | \$ 759,880 | W 424,463 | \$ 336,956 |


| Retained earnings |  | Capital adjustments |  | M inority interest |  | Total equity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions of Korean W on | In thousands of U.S Dollars | In millions of Korean W on | In thousands of U.S Dollars | In millions of Korean W on | In thousands of U.S Dollars | In millions of Korean W on | 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 | 556,660 |
|  | - | - | - | - | - | 246 | 195 |
| - | - | - | - | - | - | $(6,081)$ | $(4,827)$ |
| 144,534 | 114,738 | - |  |  |  | 144,534 | 114,738 |
| $(52,088)$ | $(41,350)$ | - | - | - | - | $(52,088)$ | $(41,350)$ |
| 24,024 | 19,071 | - | - | - | - | 24,024 | 19,071 |
| $(63,499)$ | $(50,408)$ | - | - | - | - | $(63,499)$ | $(50,408)$ |
| 1,025 | 814 | - | - | - | - | 1,025 | 814 |
| - | - | $(21,105)$ | $(16,754)$ | - | - | $(21,105)$ | $(16,754)$ |
| - | - | - | - | 172,509 | 136,945 | 172,509 | 136,945 |
| 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 |
| - | - | - | - | - | - | $(137,395)$ | $(109,069)$ |
| - | - | - | - | - | - | 29,747 | 23,614 |
| 17,771 | 14,107 | - | - | - | - - | 17,771 | 14,107 |
| $(30,435)$ | $(24,160)$ | - | - | - | - - | $(30,435)$ | $(24,160)$ |
| 3,472 | 2,756 | - | - | - | - | 3,472 | 2,756 |
| $(38,369)$ | $(30,459)$ | - | - | - | - | $(38,369)$ | $(30,459)$ |
| - | - | 47,378 | 37,611 | - | - | 47,378 | 37,611 |
| - | - | - | - | $(64,607)$ | $(51,288)$ | $(64,607)$ | $(51,288)$ |
| 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

## CONSOLIDATED STATEMENTS OF CASH FLOWS

For the years ended December 31, 1999 and 2000

|  | In M illions of Korean Won |  |  |  | In Thousands of U.S. Dollars (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 flow s: |  |  |  |  |  |  |  |  |
| 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) |  | $(1,290)$ |
| M inority interest income |  | 18,314 |  | 58,609 |  | 14,538 |  | 46,526 |
| Other |  | $(15,828)$ |  | 933 |  | $(12,565)$ |  | 742 |
|  | W | $(3,125,396)$ | W | 734,468 | \$ | $(2,481,063)$ | \$ | 583,050 |
| Cash flows from investing activities: |  |  |  |  |  |  |  |  |
| Decrease in maketable securities | W | 1,754,413 | W | $(3,009,820)$ | \$ | 1,392,723 | \$ | $(2,389,315)$ |
| Decrease in investment securities |  | $(2,032,107)$ |  | 528,212 |  | $(1,613,168)$ |  | 419,316 |
| Increase in premises and equipment |  | $(71,399)$ |  | $(150,528)$ |  | $(56,679)$ |  | $(119,495)$ |
| Decrease in negative goodw ill |  | 1,129 |  |  |  | 896 |  |  |
| 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 |  |  |  | 17 |  |  |  | 13 |
|  |  | $(549,789)$ |  | $(2,957,740)$ |  | $(436,444)$ |  | $(2,347,972)$ |
| Cash flow s 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 |  |  |  |  |  |  |  |  |
| 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 |  | $(10,631)$ |  | - |  | $(8,439)$ |  | - |
|  |  | 3,055,098 |  | 3,002,025 |  | 2,425,257 |  | 2,383,127 |
| Cash flow from change in reporting entity |  | $(3,807)$ |  | - |  | $(3,022)$ |  | - |
| Netincrease (decrease) in cash |  | $(623,894)$ |  | 778,753 |  | $(495,272)$ |  | 618,205 |
| Cash and cash equivalents at beginning of the year |  | 3,976,698 |  | 3,197,945 |  | 3,156,861 |  | 2,538,656 |
| Cash and cash equivalents atend 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 |

## 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 M inistry of Finance and Economy) to operate under the short-term Financing Business Law.

OnJ une 29, 1991, the Bank w as granted approval by the M inistry of Finance to engage in banking activities and the Bank's name was changed to Hana Bank. It became a nationwide commercial bank in J uly 1991.
On J une 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 J anuary 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 J une 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 W 621,816 million and W 335,405 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 W 200 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:

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

| as follo | Thousand | Percentage of Ownership |  | M illions of W on |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subsidiaries | Number of Invested Shares |  |  | Total Assets |  | Operating Revenues |  | Shareholder's equity |
| TrustAccounts | - | - | 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 :
Trust Terms

| Trusts | Period (Years) | Dividend Rate | Guarantee of <br> principal repayment |
| :--- | :--- | :---: | :---: |
| General unspecified money trusts | $1.5 \sim 5$ | Fixed | Yes |
| Development trusts | 2,3 | " | " |
| Old-age living pension trusts | over 5 | Floating | " |
| Retirement trusts | retirement | $"$ | $"$ |
| Individual pension trusts | over 15 | " | " |
| Employee retirement trusts | retirement |  | $"$ |

Hana Securities is included in reporting entities for consolidation as a result of a merger with Boram Bank on J anuary 1, 1999. Hana Securities was listed in the Korea Stock Exchange as of November 25, 1986 and its capital stock issued and outstanding is W 104,829 million as of December 31,1999 and 2000.

Hana Risjad Finance which was included in reporting entity for consolidation as a result of a merger with Boram Bank on J anuary 1,1999 is a financial services company located in Indonesia and its capital stock is $\mathrm{W} 4,033$ 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 M ethod
A summary of investment and financial information of Hana Research \& Consulting Inc. and Hana-Allianz Investment Trust M anagement Co.,LTD , to which equity method of accounting is applied in consolidation as of December 31, 2000, is as follows :

| Subsidiaries | Number of Invested Shares | Percentage of Ownership | M illions of Won |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Total Assets |  | Operating Revenues |  | Shareholder's equity |  |
| Hana Research \& Consulting Inc. | 400 | 100.00(\%) | W | 2,075 | W | 1,936 | W | 2,001 |
| Hana Allianz Investment |  |  |  |  |  |  |  |  |
| Trust M anagement Co. | 3,000 | 50.00(\%) |  | 29,813 |  | 75 |  | 29,771 |

The Bank invested W 15,000 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 M erchant Banking Corporation w as established on August 24, 1976 to engage in financial services and was listed in the Korea Stock Exchange as of M arch 29, 1994.
On November 15, 2000, Korea M erchant Bank Corporation("KM BC"), 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 W 41,291 million of the investment to KM BC to operations loss on equity method for the year ended December 31, 2000.

## 2. Summary of Significant Accounting Policies

The signific ant 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 W 73,596 million and $W 94,831$ million, respectively.

## Allow ance 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 borrow ers' future debt service capacity ("Forward Looking Criteria (FLC)". This credit rating model considers the financial and non-financial factors of borrowers and classifies borrow ers' 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 |
| :--- | :---: | :---: |
| $1 \sim 8+$ | Normal | $0 \sim 1.2 \%$ |
| 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.
M arketable 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.

## Investmentsecurities

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 W 39,633 and $\mathrm{W} 8,203$ 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 betw een 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 $W 17,200$ million and $W 15,041$ 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 antic ipated 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 $W 4,184,409$ million of held-to maturity debt securities to available-for-sale debt securities in 2000. The Bank realized a gain on the sale of W $6,379,287$ million of investment debt securities during 2000. Related to this, W 148,323 million and W 2,813 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 | $50 \sim 60$ |
| :--- | :---: |
| Vehicles, furniture and fixtures | 5 |
| Structures in leased offices used for business purposes | 5 |

## Intangible Assets

Trademarks and goodwill are stated at cost, net of accumulated amortization. Goodw ill 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 J anuary 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 W 1,259.7:US $\$ 1$ and W 1,145.40: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 W 2,131 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, forw ards 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 J anuary 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 trustaccounts in accordance with relevant law s 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 insuffic ient 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 W 133,698 and W 42,942 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 W on amounts are expressed in U.S. Dollars at the rate of $\mathrm{W} 1,259.7$ : 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 W on 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. M aturity of Borrow ings and Debentures :

The maturities of borrowings as of December 31,2000 is as follows (millions of $W$ on) :

| Period | Won currency <br> Borrowings |  | Foreign currency <br> Borrowings |  | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 2001.1.1~2001.12.31 | W | 667,744 | W | 925,608 | W |
| 2002.1.1~2002.12.31 | 100,913 | $1,593,352$ |  |  |  |
| 2003.1.1~2003.12.31 | 182,966 | 332,981 | 433,894 |  |  |
| 2004.1.1~2004.12.31 | 56,896 | 199,452 | 382,418 |  |  |
| Thereafter | 207,376 | - | 26,921 | 234,297 |  |

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

| Period | Won currency <br> Borrowings |  | 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:

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

|  | 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 follow (millions of W on) :

| Derivatives | Amount of Position |  |  | Unrealized gains and losses(1/S) |  |  | Unrealized gains and losses(B/S) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Trading | Hedging | Total | Trading | Hedging | Assets | Liabilities |
| Currency |  |  |  |  |  |  |  |  |
| Forw ard | 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 $31,2000, W 143,694$ million and $W 96,426$ million of gain and loss, respectively, on transaction of derivatives, and W 7,183 million and W 30,272 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 W 808 million of gain and loss, respectively, on transaction of derivatives, and W 6,374 million and W 4,590 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.

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 |
| Acceptances and guarantees in foreign currencies : | W | 708,273 |
| Acceptances for letters of credit |  |  |
| Letters of guarante for importers | $1,538,885$ | $1,182,248$ |
| Guarantees on credit derivatives | 56,339 | 56,653 |
| Other | 31,493 | 28,635 |
|  | 602,809 | 453,575 |

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 | W | $1,290,619$ |
| Loan commitments | W | $1,234,310$ |
| Endorsed notes | 150,690 | 70 |

In connection with the Bank's securities agency operation, the amount of depositary securities, as of December 31, 2000 and 1999 W 1,958,783 and $\mathrm{W} 1,660,621$ 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 M erchant 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 W 284,706 million as of December 31, 2000 and 1999, respectively.
The Bank has entered into credit line commitments (W 55,000 million limit) with several special purpose (asset-back securitization) companies to supply suffic ient 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 W 13,900 million and W 11,200 million in 2001 and 2002, respectively.
The Bank has entered into a commitment with Korea Asset Management Corporation ("KAM CO") 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.

## 7. Capital stock:

On J anuary 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 $\mathrm{W} 5,000$ 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 J anuary 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 W 5,000 ) common shares to Allianz AG (ownership of $12.46 \%$ ) at $\mathrm{W} 8,900$ per share. The Bank recorded W55,013 million in capital surplus after deducting W 367 million of stock issuance costs from W 55,380 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 W 10,020 and $W 8,500$, 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 |  |  |
| Dividends on Preferred stock | (5,561,700,000) | (8,023,000,000) |
|  | 21,408,654,630 | 174,159,606,793 |
| W eighted 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 | W 17,770,530,846 | W 144,533,652,872 |
| Dividends on Preferred Stock | (5,561,700,000) | (8,023,000,000) |
|  | 12,208,830,846 | 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 :


## NOTES TO CONSOLDATED FINANCIALSTATEMENTS

## 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 W on):

1) 2000

| Related parties | Account balances |  | Transactions |  |
| :--- | :--- | ---: | :--- | ---: |
| Hana Securities | Loans | W 3,398 | Interest income | W 123 |
|  | Deposits | 14,837 | Interest expenses | 695 |
| Hana Research | Deposits | 307 | Consulting fees | 1,004 |
|  | Loans | 7,528 | Interest expenses | 6 |
| Hana Risjad Finance |  |  | Interest income | 419 |
| 2) 1999 |  |  | Interest expenses | 7 |

2) 1999

|  | Account balances |  | Transactions |  |
| :--- | :--- | :--- | :--- | ---: |
| Related parties | Loans | 3,507 | Interest income | 2,799 |
|  | Deposits | 9,779 | Interest expenses | 1,201 |
| Korea M erchant |  | - | Interest income | 12 |
| Banking Corporation |  |  | Interest expenses | 7 |
| Hana Risjad Finance |  |  | Interest income | 4 |
|  |  |  | Interestexpenses | 60 |

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

The B ank has entered into a "Purchase of Assets and Assets and Assumption of Liabilities" (hereafter "P\&A") contract, effective J une 29, 1998, to purchase certain assets and assume most of the liabilities of Choong-Chung Bank which ceased operations as of f une 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 M anagement 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, J une 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 W 388,045 million from KDIC and KAM CO.

## 11. Business combination:

On J anuary 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 reclassific ation had no effect on previously reported net income or stockholders' equity.

## 13. Subsequent events :

On J anuary 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 betw een the Bank and KDIC (see note 7). The stocks are recorded as treasury stocks in capital adjustment.

## Subsidiaries

## 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



Organization Chart 89
Hana Bank Annual Report 2000

## BoARD of Directors

## J in-Suk Chun (r)

Deputy President
Chungchong Hana Bank

## DR. Bernd Gutting (r) (s)

$C E O \& M D$
Allianz Asset Management Asia Pacific
Roy A. Karaoglan, Ph.D (r)
Consultant
Intemational Finance Corporation

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

Fred M.Taylor Professor of Business Administration University of Michigan

J ae-Chul Kim (c)
Chairman, Dongwon Industries Co.
Chairman, Korea International Trade Assocation

## J ong-Yeol Kim

Deputy President
Retail Banking \& Credit Card Business
Hana Bank
J 00-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
M oon-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-M aan Park (c)
President
Doosan Corporation

## Kun-Rae Sohn (s)

Vice Chairman
DongBu Inc.

## K.J oe 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-J apan Economic Association
Member, Steering Committee, Korea-US Business Coucil
Kyo-J oong Yoon (s)
Senior Deputy President \& COO
Hana Bank

## EXECUTIVE Officers

Strategic Planning Group

## Chong-Suk Choi

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

## Yong-Gw an Kang

General Manager
Communication Team
Byoung-Ho Kim
General Manager
Planning \& Management Team, IR Team
Gyeong-Hoi Koo
General Manager
Accounting Team
Tae-Gyun Kw on
General Manager
Strategy Development Team
Risk M anagement Group

## Dal-Yong Lee

Senior Executive Vice President \& CRO

## J eong-Ho Suh. Ph.D

Executive Vice President E
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

## J ung-Tae Kim

Senior Executive Vice President \&
Group Head of Retail Banking Group

## W on-Pyo Hong

Regional Head
Kang-Nam Regional Retail Banking Division
Sun-W 00 Kang
Regional Head
Seocho Regional Retail Banking Division

## J oon-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 J eong

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-J ae Kim
General Manager
Customer Satisfaction Team
Chong-0 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 Head of Corporate Banking Group

## Hee-Dae Kim

Executive Vice President \& Group Head of Large Corporate Promotion Group

## Hee-W on Shim

Executive Vice President \& Regional Group Head
Regional SME Banking Division II
Bo-Sik Jun
Regional Head
Regional Large Corporate Banking Division II

## Hyo-J 00 Kang

Regional Head Institutional Marketing Devision

Kang. M. Lee
Regional Head
Regional Large Corporate Banking Division I

Yeon-Sik M oon
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
J ong-Yo Kim
General Manager SME Corporate Support Team

## Nam-Yong Lee

General Manager
Corporate Restructuring Team
Seo-Ki Lee
General Manager
Intemational Business Operating Center

General Manager
Corporate Business Marketing Team
Investment Banking Group
W oong-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
J in-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 Head of Banking Support Group

## Kyoung-Ho Cho

General Manager
Human Resources Department
Young-W00J 00
General Manager
Loan Management and Collection Department
Yong-Sun Kim
General Manager Operation Support Department

## J in-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 $\mathcal{E}$ Group Head of Chungchong Hanabank Group

Choon J ung
General Manager
Chungchong Planning \& Management Team
Moo-Young J ung
General Manager
Chungchong IT Team
Byung-Hw an Lee
General Manager
Chungchong Loan Center

Chungchong Institutional Marketing Team
J ong-Deok Park
General Manager
Chungchong Business Promotion Team
\& Chungchong Retail Team
Dong-J in Yang
General Manager
Chungchong Business Support Team
Sang-J ong Yoo
General Manager
Chungchong Credit Management Team
Trust Risk Control Team
Ji-Ho Yun
General Manager
Chungchong Corporate Banking Center

## Trust Business Group

M ichael J eung Sae Lee
Group Head
Trust Business Group
Moon-Hwan Bae
General Manager
Trust Account Treasury Team
J in-Hyeong Lee
General Manager
Trust Risk Control Team
Information 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-J oon Moon
General Manager
Electronic Banking Team
Compliance Management Team
Compliance M anagement Team
In-Suk Park
Compliance Officer
Byung-Hoon Chung. Law yer
General Manager
Compliance Management Team

## Audit and Examination

DEPARTMENT
J in-Ho Chu
General Manager
Audit and Examination Department
Secretariat
Hyun-J 00 Lee
General Manager
Secretariat

## Chang-Goo Park

General Manager

## Shareholders Information

| Share Data (As of Dec.31,2000) |  |  | (In share,Won) |
| :---: | :---: | :---: | :---: |
| Type | Number of Authorized Shares | Number of Issued Shares | Par value |
| Registered Common Share | 500,000,000 | 124,363,180 | W5,000 |
| Registered Preferred Share** |  | 67,081,000 | W5,000 |
| Total | 500,000,000 | 191,444,180 |  |

* 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) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1996 | 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) | 225 | 400 | 400 | 400 | 200 |
| (Stock-Shares) | 0.04 | - | - | - | - |
| EPS | 1,756 | 1,178 | 1,790 | 1,353 | 124 |
| BPS | 17,762 | 14,856 | 12,346 | 11,735 | 11,442 |
| Share Price((High) | 17,700 | 12,700 | 14,500 | 19,500 | 11,800 |
| Share Price((Low) | 9,900 | 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 PER | 19.4 | 19.3 | 12.6 | 30.4 | 21.0 |


| Major Shareholders | (As of Dec 31,2000) |  |  |  |  |  |  |  |  |
| :--- | :--- | :---: | :--- | :--- | :---: | :---: | :---: | :---: | :---: |
| Name | Number of <br> Owned Shares | Ratio(\%) | Name | Number of <br> 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
Investment Banking Group
Tel : (82-2)2002-1489
Fax : (82-2)773-2653
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

Any shareholders wishing to receive detail information on Hana Bank
Please request to; IR Team, Strategic Planning Group
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[^0]:    * 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

[^1]:    notel) Consist of Fees and Commissions in banking account operation and Fees on termination of trust account (see table 10)

[^2]:    note1) exclude Reserve deposite in Bank of Korea

[^3]:    * Irregular income : Income from disposition and valuation of trading securities, $G \& A$ expenses and Provisions for credit

[^4]:    * Credit classification in 1998 did not apply FLC standard.

[^5]:    * RPs and Bills sold are classified as Borrowings in audit report but Hanabank internally defined as deposits

[^6]:    * 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 nongua ranteed 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.

[^7]:    * 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.

[^8]:    $\left.{ }^{*}\right)$ Acquisition cost represents prior year's closing book balances of securities or acquisition costs for securities purchased for current period.

