# HINGHAM INSTITUTION FOR SAVINGS
# SUMMARY OF HOME EQUITY LINE OF CREDIT PROGRAMS

Hingham Institution for Savings offers different Home Equity Line of Credit programs. This page lists the available Home Equity Line of Credit programs and highlights the primary differentiating features and main requirements of each program. This summary page DOES NOT list all the features, requirements, or full details for each program. You SHOULD carefully review the full program disclosures for each program as they contain important information. We do not offer Home Equity Lines of Credit under $100,000.

INCENTIVE RATE HOME EQUITY LINE OF CREDIT

- Annual Percentage Rate: Prime +0%, Floor 6.50%, Cap 18.00%
- Draw Period: 10 years
- Repayment Period: 10 years
- Income Verification: Standard
- Checking Account Required: Yes, for loan advances
- Auto Payments Required: Yes

STANDARD RATE HOME EQUITY LINE OF CREDIT

- Annual Percentage Rate: Prime +1%, Floor 7.50%, Cap 18.00%
- Draw Period: 10 years
- Repayment Period: 10 years
- Income Verification: Standard
- Checking Account Required: Yes, for loan advances
- Auto Payments Required: No, Encouraged

ALTERNATIVE INCENTIVE RATE HOME EQUITY LINE OF CREDIT

- Annual Percentage Rate: Prime +0.5%, Floor 7.00%, Cap 18.00%
- Draw Period: 10 years
- Repayment Period: 10 years
- Income Verification: Asset Depletion
- Checking Account Required: Yes, for loan advances
- Auto Payments Required: Yes

ALTERNATIVE STANDARD RATE HOME EQUITY LINE OF CREDIT

- Annual Percentage Rate: Prime +1.5%, Floor 8.00%, Cap 18.00%
- Draw Period: 10 years
- Repayment Period: 10 years
- Income Verification: Asset Depletion
- Checking Account Required: Yes, for loan advances
- Auto Payments Required: No, Encouraged

FLEXIBLE INCOME INCENTIVE RATE HOME EQUITY LINE OF CREDIT

- Annual Percentage Rate: Prime +2.25%, Floor 8.75%, Cap 18.00%
- Draw Period: 10 years
- Repayment Period: 10 years
- Income Verification: Flexible
- Checking Account Required: Yes, for loan advances
- Auto Payments Required: Yes

FLEXIBLE INCOME STANDARD RATE HOME EQUITY LINE OF CREDIT

- Annual Percentage Rate: Prime +3.25%, Floor 9.75%, Cap 18.00%
- Draw Period: 10 years
- Repayment Period: 10 years
- Income Verification: Flexible
- Checking Account Required: Yes, for loan advances
- Auto Payments Required: No, Encouraged

Please carefully review the full program disclosures provided prior to choosing the program that best meets your needs. If you have any questions about any features, terms or requirements associated with any of our loan programs please contact the Bank.

**HINGHAM INSTITUTION FOR SAVINGS**
**IMPORTANT TERMS OF OUR**
**INCENTIVE RATE HOME EQUITY LINE OF CREDIT**
**Prime +0% With 6.50% Floor**

This disclosure contains important information about our Incentive Rate Home Equity Line of Credit. You should read it carefully and keep a copy for your records.

**Availability of Terms:** All of the terms described below are subject to change. If these terms change (other than the ANNUAL PERCENTAGE RATE) and you decide, as a result, not to enter into an agreement with us, you are entitled to a refund of any fees that you have paid to us.

**Security Interest:** We will take a mortgage on your home. You could lose your home if you do not meet the obligations in your agreement with us.

**Possible Actions:** Under certain circumstances we can (1) terminate your line, require you to pay us the entire outstanding balance in one payment, and charge you certain fees; (2) refuse to make additional extensions of credit; (3) reduce your credit limit. If you ask, we will give you more specific information concerning when we can take these actions.

**Minimum Payment Requirements:** You can obtain advances of credit for 10 years (the "draw period"). During the draw period, payments will be due monthly. Your minimum monthly payment will be equal to the greater of (1) $50.00 or (2) the FINANCE CHARGES that accrued on the daily balance for each day in the calculation period, while paying interest only. The minimum payment may not reduce the principal that is outstanding on your line.

After the draw period you will no longer be able to obtain credit advances and must pay the outstanding balance over (10) years (the "repayment period"). During the repayment period, payments will be due monthly. Your minimum monthly payment will equal 1/120th of the balance that was outstanding at the end of the draw period plus the FINANCE CHARGES that have accrued on the remaining balance.

**Minimum Payment Example:** If you made only the minimum monthly payments and took no credit advances, it would take 20 years to pay-off a credit advance of $10,000 at an ANNUAL PERCENTAGE RATE of 6.75%. During that period, you would make 120 minimum monthly payments of $57.33 followed by 120 monthly payments varying between $140.66 and $83.81

**Fees and Charges:** To open and maintain a Home Equity Line of Credit, you must pay the following fees:

**Fees to Open Credit Line:** You must pay certain third party fees to open a credit line. These fees generally range between $3,300 and $5,300. If you ask, we will give you an itemization of the fees you will have to pay to third parties.

**Cancellation Penalty:** The loan may be paid in full or in part without penalty.

**Late Charges:**
Massachusetts: If your payment is received by the bank fifteen (15) days or more beyond the due date, you will be assessed a late charge amounting to 10% of the delinquent payment or $10.00, whichever is less.

District of Columbia: If your payment is received by the bank ten (10) days or more beyond the due date, you will be assessed a late charge amounting to 5% of the delinquent payment.

Virginia: If your payment is received by the bank seven (7) days or more beyond the due date, you will be assessed a late charge amounting to 5% of the delinquent payment.

Maryland: If your payment is received by the bank fifteen (15) days or more beyond the due date, you will be assessed a late charge amounting to the greater of $2 or 5% of the delinquent payment.

California: If your payment is received by the bank ten (10) days or more beyond the due date, you will be assessed a late charge amounting to the greater of $5 or 6% of the delinquent payment.

**Property Insurance is Required.**

**Checking Account Requirement and Advances:** You will be required to open and maintain a checking account at Hingham Institution for Savings. Advances from your Home Equity Line of Credit will only be made into your Hingham Institution for Savings checking account.

**Auto Payment Requirement:** This Incentive Rate HELOC Program is conditioned upon you establishing and maintaining automatic recurring loan payments from a Hingham Savings deposit account. If you fail to maintain automatic recurring loan payments you will be moved into the Standard Rate HELOC program and the margin applied to your loan will increase by 1.00%.

**Minimum Draw and Balance Requirements:** The minimum credit advance you can receive is $1.00 unless the amount remaining to be borrowed under the credit limit is less than $1.00.

**Tax Deductibility:** You should consult a tax advisor regarding the deductibility of interest and charges for the credit line.

**Variable Rate Information:** The line has a variable rate feature and the ANNUAL PERCENTAGE RATE (corresponding to the periodic rate) and the minimum payment can change as a result.

The ANNUAL PERCENTAGE RATE includes only interest and not other costs.

The ANNUAL PERCENTAGE RATE will be determined with the subtraction (or addition) of a margin with the index. The index is the Prime Rate as published in the Wall Street Journal (if more than one Prime Rate is published, the higher rate will be used) on the first day of the billing cycle (the billing cycle begins on the 5th of each month unless the 5th falls on a Saturday or Sunday or a holiday. In that case, the Prime Rate will be taken from the previous business days Wall Street Journal). Ask us for the current index value, margin, discount and ANNUAL PERCENTAGE RATE. After you open a credit line, rate information will be provided on periodic statements that we will send you.

**Limits on Rate Changes:** The ANNUAL PERCENTAGE RATE can change each month. The maximum ANNUAL PERCENTAGE RATE that can apply is 18.00%. The minimum ANNUAL PERCENTAGE RATE that can apply is 6.50%. Except for the 18.00% "cap" and the 6.50% “floor,” there is no limit on the amount by which the rate can change during any one-year period.

**Maximum Rate And Payment Examples:** If you had an outstanding balance of $10,000.00 during the draw period, the minimum monthly payment at the maximum ANNUAL PERCENTAGE RATE of 18.00% would be $152.88. This ANNUAL PERCENTAGE RATE could be reached in the first month of the draw period.

If you had an outstanding balance of $10,000.00 at the beginning of the repayment period, the minimum monthly payment at the maximum ANNUAL PERCENTAGE RATE of 18.00% would be $236.21. This ANNUAL PERCENTAGE RATE could be reached during the first month of the repayment period.

**Historical Example:** The following example shows how the ANNUAL PERCENTAGE RATE and the minimum monthly payments for a single $10,000.00 credit advance would have changed based on changes in the index over the past 15 years. The index values are from July 1st of each year. While only one payment amount each year is shown, payments may have varied during each year. The table assumes no additional credit advances were taken, that only the minimum payments were made each month, and that the rate remained constant during each year. It does not necessarily indicate how the index or your payments will change in the future.

| Year | Period Type | Index | Margin* | APR** | Minimum Monthly Payment |
|---|---|---|---|---|---|
| 2012 | Draw Period | 3.25% | 0.00% | 6.50%*** | $55.21 |
| 2013 | Draw Period | 3.25% | 0.00% | 6.50%*** | $55.21 |
| 2014 | Draw Period | 3.25% | 0.00% | 6.50%*** | $55.21 |
| 2015 | Draw Period | 3.25% | 0.00% | 6.50%*** | $55.21 |
| 2016 | Draw Period | 3.50% | 0.00% | 6.50%*** | $55.21 |
| 2017 | Draw Period | 4.25% | 0.00% | 6.50%*** | $55.21 |
| 2018 | Draw Period | 5.00% | 0.00% | 6.50%*** | $55.21 |
| 2019 | Draw Period | 5.50% | 0.00% | 6.50%*** | $55.21 |
| 2020 | Draw Period | 3.25% | 0.00% | 6.50%*** | $55.21 |
| 2021 | Draw Period | 3.25% | 0.00% | 6.50%*** | $55.21 |
| 2022 | Repayment Period | 4.75% | 0.00% | 6.50%*** | $138.54 |
| 2023 | Repayment Period | 8.25% | 0.00% | 8.25% | $146.39 |
| 2024 | Repayment Period | 8.50% | 0.00% | 8.50% | $141.09 |
| 2025 | Repayment Period | 7.50% | 0.00% | 7.50% | $127.92 |
| 2026 | Repayment Period | 6.75% | 0.00% | 6.75% | $117.73 |

* This is a margin we have used recently
** Annual Percentage Rate
*** This rate reflects the lifetime rate floor

**HINGHAM INSTITUTION FOR SAVINGS**
**IMPORTANT TERMS OF OUR**
**STANDARD RATE HOME EQUITY LINE OF CREDIT**
**Prime +1.00% With 7.50% Floor**

This disclosure contains important information about our Standard Rate Home Equity Line of Credit. You should read it carefully and keep a copy for your records.

**Availability of Terms:** All of the terms described below are subject to change. If these terms change (other than the ANNUAL PERCENTAGE RATE) and you decide, as a result, not to enter into an agreement with us, you are entitled to a refund of any fees that you have paid to us.

**Security Interest:** We will take a mortgage on your home. You could lose your home if you do not meet the obligations in your agreement with us.

**Possible Actions:** Under certain circumstances we can (1) terminate your line, require you to pay us the entire outstanding balance in one payment, and charge you certain fees; (2) refuse to make additional extensions of credit; (3) reduce your credit limit. If you ask, we will give you more specific information concerning when we can take these actions.

**Minimum Payment Requirements:** You can obtain advances of credit for 10 years (the "draw period"). During the draw period, payments will be due monthly. Your minimum monthly payment will be equal to the greater of (1) $50.00 or (2) the FINANCE CHARGES that accrued on the daily balance for each day in the calculation period, while paying interest only. The minimum payment may not reduce the principal that is outstanding on your line.

After the draw period you will no longer be able to obtain credit advances and must pay the outstanding balance over (10) years (the "repayment period"). During the repayment period, payments will be due monthly. Your minimum monthly payment will equal 1/120th of the balance that was outstanding at the end of the draw period plus the FINANCE CHARGES that have accrued on the remaining balance.

**Minimum Payment Example:** If you made only the minimum monthly payments and took no credit advances, it would take 20 years to pay-off a credit advance of $10,000 at an ANNUAL PERCENTAGE RATE of 7.75%. During that period, you would make 120 minimum monthly payments of $65.82 followed by 120 monthly payments varying between $149.16 and $83.88.

**Fees and Charges:** To open and maintain a Home Equity Line of Credit, you must pay the following fees:

**Fees to Open Credit Line:** You must pay certain third party fees to open a credit line. These fees generally range between $3,300 and $5,300. If you ask, we will give you an itemization of the fees you will have to pay to third parties.

**Cancellation Penalty:** The loan may be paid in full or in part without penalty.

**Late Charges:**
Massachusetts: If your payment is received by the bank fifteen (15) days or more beyond the due date, you will be assessed a late charge amounting to 10% of the delinquent payment or $10.00, whichever is less.

District of Columbia: If your payment is received by the bank ten (10) days or more beyond the due date, you will be assessed a late charge amounting to 5% of the delinquent payment.

Virginia: If your payment is received by the bank seven (7) days or more beyond the due date, you will be assessed a late charge amounting to 5% of the delinquent payment.

Maryland: If your payment is received by the bank fifteen (15) days or more beyond the due date, you will be assessed a late charge amounting to the greater of $2 or 5% of the delinquent payment.

California: If your payment is received by the bank ten (10) days or more beyond the due date, you will be assessed a late charge amounting to the greater of $5 or 6% of the delinquent payment.

**Property Insurance is Required.**

**Checking Account Requirement and Advances:** You will be required to open and maintain a checking account at Hingham Institution for Savings. Advances from your Home Equity Line of Credit will only be made into your Hingham Institution for Savings checking account.

**Minimum Draw and Balance Requirements:** The minimum credit advance you can receive is $1.00 unless the amount remaining to be borrowed under the credit limit is less than $1.00.

**Tax Deductibility:** You should consult a tax advisor regarding the deductibility of interest and charges for the credit line.

**Variable Rate Information:** The line has a variable rate feature and the ANNUAL PERCENTAGE RATE (corresponding to the periodic rate) and the minimum payment can change as a result.

The ANNUAL PERCENTAGE RATE includes only interest and not other costs.

The ANNUAL PERCENTAGE RATE will be determined with the subtraction (or addition) of a margin with the index. The index is the Prime Rate as published in the Wall Street Journal (if more than one Prime Rate is published, the higher rate will be used) on the first day of the billing cycle (the billing cycle begins on the 5th of each month unless the 5th falls on a Saturday or Sunday or a holiday. In that case, the Prime Rate will be taken from the previous business days Wall Street Journal). Ask us for the current index value, margin, discount and ANNUAL PERCENTAGE RATE. After you open a credit line, rate information will be provided on periodic statements that we will send you.

**Limits on Rate Changes:** The ANNUAL PERCENTAGE RATE can change each month. The maximum ANNUAL PERCENTAGE RATE that can apply is 18.00%. The minimum ANNUAL PERCENTAGE RATE that can apply is 7.50%. Except for the 18.00% "cap" and the 7.50% “floor,” there is no limit on the amount by which the rate can change during any one-year period.

**Maximum Rate And Payment Examples:** If you had an outstanding balance of $10,000.00 during the draw period, the minimum monthly payment at the maximum ANNUAL PERCENTAGE RATE of 18.00% would be $152.88. This ANNUAL PERCENTAGE RATE could be reached in the first month

of the draw period.

If you had an outstanding balance of $10,000.00 at the beginning of the repayment period, the minimum monthly payment at the maximum ANNUAL PERCENTAGE RATE of 18.00% would be $236.21. This ANNUAL PERCENTAGE RATE could be reached during the first month of the repayment period.

**Historical Example:** The following example shows how the ANNUAL PERCENTAGE RATE and the minimum monthly payments for a single $10,000.00 credit advance would have changed based on changes in the index over the past 15 years. The index values are from July 1st of each year. While only one payment amount each year is shown, payments would have varied during each year. The table assumes no additional credit advances were taken, that only the minimum payments were made each month, and that the rate remained constant during each year. It does not necessarily indicate how the index or your payments will change in the future.

| Year | Period Type | Index | Margin* | APR | Minimum Monthly Payment |
|---|---|---|---|---|---|
| 2012 | Draw Period | 3.25% | 1.00% | 7.50%*** | $63.70 |
| 2013 | Draw Period | 3.25% | 1.00% | 7.50%*** | $63.70 |
| 2014 | Draw Period | 3.25% | 1.00% | 7.50%*** | $63.70 |
| 2015 | Draw Period | 3.25% | 1.00% | 7.50%*** | $63.70 |
| 2016 | Draw Period | 3.50% | 1.00% | 7.50%*** | $63.70 |
| 2017 | Draw Period | 4.25% | 1.00% | 7.50%*** | $63.70 |
| 2018 | Draw Period | 5.00% | 1.00% | 7.50%*** | $63.70 |
| 2019 | Draw Period | 5.50% | 1.00% | 7.50%*** | $63.70 |
| 2020 | Draw Period | 3.25% | 1.00% | 7.50%*** | $63.70 |
| 2021 | Draw Period | 3.25% | 1.00% | 7.50%*** | $63.70 |
| 2022 | Repayment Period | 4.75% | 1.00% | 7.50%*** | $147.03 |
| 2023 | Repayment Period | 8.25% | 1.00% | 9.25% | $154.04 |
| 2024 | Repayment Period | 8.50% | 1.00% | 9.50% | $147.88 |
| 2025 | Repayment Period | 7.50% | 1.00% | 8.50% | $133.87 |
| 2026 | Repayment Period | 6.75% | 1.00% | 7.75% | $122.83 |

* This is a margin we have used recently
** Annual Percentage Rate
*** This rate reflects the lifetime rate floor

**HINGHAM INSTITUTION FOR SAVINGS**
**IMPORTANT TERMS OF OUR**
**ALTERNATIVE INCENTIVE RATE HOME EQUITY LINE OF CREDIT**
**Prime +0.50% With 7.00% Floor**

This disclosure contains important information about our Alternative Incentive Rate Home Equity Line of Credit. You should read it carefully and keep a copy for your records.

**Availability of Terms:** All of the terms described below are subject to change. If these terms change (other than the ANNUAL PERCENTAGE RATE) and you decide, as a result, not to enter into an agreement with us, you are entitled to a refund of any fees that you have paid to us.

**Security Interest:** We will take a mortgage on your home. You could lose your home if you do not meet the obligations in your agreement with us.

**Possible Actions:** Under certain circumstances we can (1) terminate your line, require you to pay us the entire outstanding balance in one payment, and charge you certain fees; (2) refuse to make additional extensions of credit; (3) reduce your credit limit. If you ask, we will give you more specific information concerning when we can take these actions.

**Minimum Payment Requirements:** You can obtain advances of credit for 10 years (the "draw period"). During the draw period, payments will be due monthly. Your minimum monthly payment will be equal to the greater of (1) $50.00 or (2) the FINANCE CHARGES that accrued on the daily balance for each day in the calculation period, while paying interest only. The minimum payment may not reduce the principal that is outstanding on your line.

After the draw period you will no longer be able to obtain credit advances and must pay the outstanding balance over (10) years (the "repayment period"). During the repayment period, payments will be due monthly. Your minimum monthly payment will equal 1/120th of the balance that was outstanding at the end of the draw period plus the FINANCE CHARGES that have accrued on the remaining balance.

**Minimum Payment Example:** If you made only the minimum monthly payments and took no credit advances, it would take 20 years to pay-off a credit advance of $10,000 at an ANNUAL PERCENTAGE RATE of 7.25%. During that period, you would make 120 minimum monthly payments of $61.58 followed by 120 monthly payments varying between $144.91 and $83.85

**Fees and Charges:** To open and maintain a Home Equity Line of Credit, you must pay the following fees:

**Fees to Open Credit Line:** You must pay certain third party fees to open a credit line. These fees generally range between $3,300 and $5,300. If you ask, we will give you an itemization of the fees you will have to pay to third parties.

**Cancellation Penalty:** The loan may be paid in full or in part without penalty.

**Late Charges:**
Massachusetts: If your payment is received by the bank fifteen (15) days or more beyond the due date, you will be assessed a late charge amounting to 10% of the delinquent payment or $10.00, whichever is less.

District of Columbia: If your payment is received by the bank ten (10) days or more beyond the due date, you will be assessed a late charge amounting to 5% of the delinquent payment.

Virginia: If your payment is received by the bank seven (7) days or more beyond the due date, you will be assessed a late charge amounting to 5% of the delinquent payment.

Maryland: If your payment is received by the bank fifteen (15) days or more beyond the due date, you will be assessed a late charge amounting to the greater of $2 or 5% of the delinquent payment.

California: If your payment is received by the bank ten (10) days or more beyond the due date, you will be assessed a late charge amounting to the greater of $5 or 6% of the delinquent payment.

**Property Insurance is Required.**

**Checking Account Requirement and Advances:** You will be required to open and maintain a checking account at Hingham Institution for Savings. Advances from your Home Equity Line of Credit will only be made into your Hingham Institution for Savings checking account.

**Auto Payment Requirement:** This Alternative Incentive Rate HELOC Program is conditioned upon you establishing and maintaining automatic recurring loan payments from a Hingham Savings deposit account. If you fail to maintain automatic recurring loan payments you will be moved into the Standard Rate HELOC program and the margin applied to your loan will increase by 1.00%.

**Minimum Draw and Balance Requirements:** The minimum credit advance you can receive is $1.00 unless the amount remaining to be borrowed under the credit limit is less than $1.00.

**Tax Deductibility:** You should consult a tax advisor regarding the deductibility of interest and charges for the credit line.

**Variable Rate Information:** The line has a variable rate feature and the ANNUAL PERCENTAGE RATE (corresponding to the periodic rate) and the minimum payment can change as a result.

The ANNUAL PERCENTAGE RATE includes only interest and not other costs.

The ANNUAL PERCENTAGE RATE will be determined with the subtraction (or addition) of a margin with the index. The index is the Prime Rate as published in the Wall Street Journal (if more than one Prime Rate is published, the higher rate will be used) on the first day of the billing cycle (the billing cycle begins on the 5th of each month unless the 5th falls on a Saturday or Sunday or a holiday. In that case, the Prime Rate will be taken from the previous business days Wall Street Journal). Ask us for the current index value, margin, discount and ANNUAL PERCENTAGE RATE. After you open a credit line, rate information will be provided on periodic statements that we will send you.

**Limits on Rate Changes:** The ANNUAL PERCENTAGE RATE can change each month. The maximum ANNUAL PERCENTAGE RATE that can apply is 18.00%. The minimum ANNUAL PERCENTAGE RATE that can apply is 7.00%. Except for the 18.00% "cap" and the 7.00% “floor,” there is no limit on the amount by which the rate can change during any one-year period.

**Maximum Rate And Payment Examples:** If you had an outstanding balance of $10,000.00 during the draw period, the minimum monthly payment at the maximum ANNUAL PERCENTAGE RATE of 18.00% would be $152.88. This ANNUAL PERCENTAGE RATE could be reached in the first month of the draw period.

If you had an outstanding balance of $10,000.00 at the beginning of the repayment period, the minimum monthly payment at the maximum ANNUAL PERCENTAGE RATE of 18.00% would be $236.21. This ANNUAL PERCENTAGE RATE could be reached during the first month of the repayment period.

**Historical Example:** The following example shows how the ANNUAL PERCENTAGE RATE and the minimum monthly payments for a single $10,000.00 credit advance would have changed based on changes in the index over the past 15 years. The index values are from July 1st of each year. While only one payment amount each year is shown, payments may have varied during each year. The table assumes no additional credit advances were taken, that only the minimum payments were made each month, and that the rate remained constant during each year. It does not necessarily indicate how the index or your payments will change in the future.

| Year | Period Type | Index | Margin* | APR** | Minimum Monthly Payment |
|---|---|---|---|---|---|
| 2012 | Draw Period | 3.25% | 0.50% | 7.00%*** | $59.45 |
| 2013 | Draw Period | 3.25% | 0.50% | 7.00%*** | $59.45 |
| 2014 | Draw Period | 3.25% | 0.50% | 7.00%*** | $59.45 |
| 2015 | Draw Period | 3.25% | 0.50% | 7.00%*** | $59.45 |
| 2016 | Draw Period | 3.50% | 0.50% | 7.00%*** | $59.45 |
| 2017 | Draw Period | 4.25% | 0.50% | 7.00%*** | $59.45 |
| 2018 | Draw Period | 5.00% | 0.50% | 7.00%*** | $59.45 |
| 2019 | Draw Period | 5.50% | 0.50% | 7.00%*** | $59.45 |
| 2020 | Draw Period | 3.25% | 0.50% | 7.00%*** | $59.45 |
| 2021 | Draw Period | 3.25% | 0.50% | 7.00%*** | $59.45 |
| 2022 | Repayment Period | 4.75% | 0.50% | 7.00%*** | $142.79 |
| 2023 | Repayment Period | 8.25% | 0.50% | 8.75% | $150.22 |
| 2024 | Repayment Period | 8.50% | 0.50% | 9.00% | $144.48 |
| 2025 | Repayment Period | 7.50% | 0.50% | 8.00% | $130.89 |
| 2026 | Repayment Period | 6.75% | 0.50% | 7.25% | $120.28 |

* This is a margin we have used recently
** Annual Percentage Rate
*** This rate reflects the lifetime rate floor

**HINGHAM INSTITUTION FOR SAVINGS**
**IMPORTANT TERMS OF OUR**
**ALTERNATIVE STANDARD RATE HOME EQUITY LINE OF CREDIT**
**Prime +1.50% With 8.00% Floor**

This disclosure contains important information about our Alternative Standard Rate Home Equity Line of Credit. You should read it carefully and keep a copy for your records.

**Availability of Terms:** All of the terms described below are subject to change. If these terms change (other than the ANNUAL PERCENTAGE RATE) and you decide, as a result, not to enter into an agreement with us, you are entitled to a refund of any fees that you have paid to us.

**Security Interest:** We will take a mortgage on your home. You could lose your home if you do not meet the obligations in your agreement with us.

**Possible Actions:** Under certain circumstances we can (1) terminate your line, require you to pay us the entire outstanding balance in one payment, and charge you certain fees; (2) refuse to make additional extensions of credit; (3) reduce your credit limit. If you ask, we will give you more specific information concerning when we can take these actions.

**Minimum Payment Requirements:** You can obtain advances of credit for 10 years (the "draw period"). During the draw period, payments will be due monthly. Your minimum monthly payment will be equal to the greater of (1) $50.00 or (2) the FINANCE CHARGES that accrued on the daily balance for each day in the calculation period, while paying interest only. The minimum payment may not reduce the principal that is outstanding on your line.

After the draw period you will no longer be able to obtain credit advances and must pay the outstanding balance over (10) years (the "repayment period"). During the repayment period, payments will be due monthly. Your minimum monthly payment will equal 1/120th of the balance that was outstanding at the end of the draw period plus the FINANCE CHARGES that have accrued on the remaining balance.

**Minimum Payment Example:** If you made only the minimum monthly payments and took no credit advances, it would take 20 years to pay-off a credit advance of $10,000 at an ANNUAL PERCENTAGE RATE of 8.25%. During that period, you would make 120 minimum monthly payments of $70.07 followed by 120 monthly payments varying between $153.40 and $83.92.

**Fees and Charges:** To open and maintain a Home Equity Line of Credit, you must pay the following fees:

**Fees to Open Credit Line:** You must pay certain third party fees to open a credit line. These fees generally range between $3,300 and $5,300. If you ask, we will give you an itemization of the fees you will have to pay to third parties.

**Cancellation Penalty:** The loan may be paid in full or in part without penalty.

**Late Charges:**
Massachusetts: If your payment is received by the bank fifteen (15) days or more beyond the due date, you will be assessed a late charge amounting to 10% of the delinquent payment or $10.00, whichever is less.

District of Columbia: If your payment is received by the bank ten (10) days or more beyond the due date, you will be assessed a late charge amounting to 5% of the delinquent payment.

Virginia: If your payment is received by the bank seven (7) days or more beyond the due date, you will be assessed a late charge amounting to 5% of the delinquent payment.

Maryland: If your payment is received by the bank fifteen (15) days or more beyond the due date, you will be assessed a late charge amounting to the greater of $2 or 5% of the delinquent payment.

California: If your payment is received by the bank ten (10) days or more beyond the due date, you will be assessed a late charge amounting to the greater of $5 or 6% of the delinquent payment.

**Property Insurance is Required.**

**Checking Account Requirement and Advances:** You will be required to open and maintain a checking account at Hingham Institution for Savings. Advances from your Home Equity Line of Credit will only be made into your Hingham Institution for Savings checking account.

**Minimum Draw and Balance Requirements:** The minimum credit advance you can receive is $1.00 unless the amount remaining to be borrowed under the credit limit is less than $1.00.

**Tax Deductibility:** You should consult a tax advisor regarding the deductibility of interest and charges for the credit line.

**Variable Rate Information:** The line has a variable rate feature and the ANNUAL PERCENTAGE RATE (corresponding to the periodic rate) and the minimum payment can change as a result.

The ANNUAL PERCENTAGE RATE includes only interest and not other costs.

The ANNUAL PERCENTAGE RATE will be determined with the subtraction (or addition) of a margin with the index. The index is the Prime Rate as published in the Wall Street Journal (if more than one Prime Rate is published, the higher rate will be used) on the first day of the billing cycle (the billing cycle begins on the 5th of each month unless the 5th falls on a Saturday or Sunday or a holiday. In that case, the Prime Rate will be taken from the previous business days Wall Street Journal). Ask us for the current index value, margin, discount and ANNUAL PERCENTAGE RATE. After you open a credit line, rate information will be provided on periodic statements that we will send you.

**Limits on Rate Changes:** The ANNUAL PERCENTAGE RATE can change each month. The maximum ANNUAL PERCENTAGE RATE that can apply is 18.00%. The minimum ANNUAL PERCENTAGE RATE that can apply is 8.00%. Except for the 18.00% "cap" and the 8.00% “floor,” there is no limit on the amount by which the rate can change during any one-year period.

**Maximum Rate And Payment Examples:** If you had an outstanding balance of $10,000.00 during the draw period, the minimum monthly payment at the maximum ANNUAL PERCENTAGE RATE of 18.00% would be $152.88. This ANNUAL PERCENTAGE RATE could be reached in the first month

of the draw period.

If you had an outstanding balance of $10,000.00 at the beginning of the repayment period, the minimum monthly payment at the maximum ANNUAL PERCENTAGE RATE of 18.00% would be $236.21. This ANNUAL PERCENTAGE RATE could be reached during the first month of the repayment period.

**Historical Example:** The following example shows how the ANNUAL PERCENTAGE RATE and the minimum monthly payments for a single $10,000.00 credit advance would have changed based on changes in the index over the past 15 years. The index values are from July 1st of each year. While only one payment amount each year is shown, payments would have varied during each year. The table assumes no additional credit advances were taken, that only the minimum payments were made each month, and that the rate remained constant during each year. It does not necessarily indicate how the index or your payments will change in the future.

| Year | Period Type | Index | Margin* | APR | Minimum Monthly Payment |
|---|---|---|---|---|---|
| 2012 | Draw Period | 3.25% | 1.50% | 8.00%*** | $67.95 |
| 2013 | Draw Period | 3.25% | 1.50% | 8.00%*** | $67.95 |
| 2014 | Draw Period | 3.25% | 1.50% | 8.00%*** | $67.95 |
| 2015 | Draw Period | 3.25% | 1.50% | 8.00%*** | $67.95 |
| 2016 | Draw Period | 3.50% | 1.50% | 8.00%*** | $67.95 |
| 2017 | Draw Period | 4.25% | 1.50% | 8.00%*** | $67.95 |
| 2018 | Draw Period | 5.00% | 1.50% | 8.00%*** | $67.95 |
| 2019 | Draw Period | 5.50% | 1.50% | 8.00%*** | $67.95 |
| 2020 | Draw Period | 3.25% | 1.50% | 8.00%*** | $67.95 |
| 2021 | Draw Period | 3.25% | 1.50% | 8.00%*** | $67.95 |
| 2022 | Repayment Period | 4.75% | 1.50% | 8.00%*** | $151.28 |
| 2023 | Repayment Period | 8.25% | 1.50% | 9.75% | $157.86 |
| 2024 | Repayment Period | 8.50% | 1.50% | 10.00% | $151.28 |
| 2025 | Repayment Period | 7.50% | 1.50% | 9.00% | $136.84 |
| 2026 | Repayment Period | 6.75% | 1.50% | 8.25% | $125.37 |

* This is a margin we have used recently
** Annual Percentage Rate
*** This rate reflects the lifetime rate floor

**HINGHAM INSTITUTION FOR SAVINGS**
**IMPORTANT TERMS OF OUR**
**FLEXIBLE INCOME INCENTIVE RATE HOME EQUITY LINE OF CREDIT**
**Prime +2.25% With 8.75% Floor**

This disclosure contains important information about our Flexible Income Incentive Rate Home Equity Line of Credit. You should read it carefully and keep a copy for your records.

**Availability of Terms:** All of the terms described below are subject to change. If these terms change (other than the ANNUAL PERCENTAGE RATE) and you decide, as a result, not to enter into an agreement with us, you are entitled to a refund of any fees that you have paid to us.

**Security Interest:** We will take a mortgage on your home. You could lose your home if you do not meet the obligations in your agreement with us.

**Possible Actions:** Under certain circumstances we can (1) terminate your line, require you to pay us the entire outstanding balance in one payment, and charge you certain fees; (2) refuse to make additional extensions of credit; (3) reduce your credit limit. If you ask, we will give you more specific information concerning when we can take these actions.

**Minimum Payment Requirements:** You can obtain advances of credit for 10 years (the "draw period"). During the draw period, payments will be due monthly. Your minimum monthly payment will be equal to the greater of (1) $50.00 or (2) the FINANCE CHARGES that accrued on the daily balance for each day in the calculation period, while paying interest only. The minimum payment may not reduce the principal that is outstanding on your line.

After the draw period you will no longer be able to obtain credit advances and must pay the outstanding balance over (10) years (the "repayment period"). During the repayment period, payments will be due monthly. Your minimum monthly payment will equal 1/120th of the balance that was outstanding at the end of the draw period plus the FINANCE CHARGES that have accrued on the remaining balance.

**Minimum Payment Example:** If you made only the minimum monthly payments and took no credit advances, it would take 20 years to pay-off a credit advance of $10,000 at an ANNUAL PERCENTAGE RATE of 9.00%. During that period, you would make 120 minimum monthly payments of $76.44 followed by 120 monthly payments varying between $159.77 and $83.97

**Fees and Charges:** To open and maintain a Home Equity Line of Credit, you must pay the following fees:

**Fees to Open Credit Line:** You must pay certain third party fees to open a credit line. These fees generally range between $3,300 and $5,300. If you ask, we will give you an itemization of the fees you will have to pay to third parties.

**Cancellation Penalty:** The loan may be paid in full or in part without penalty.

**Late Charges:**
Massachusetts: If your payment is received by the bank fifteen (15) days or more beyond the due date, you will be assessed a late charge amounting to 10% of the delinquent payment or $10.00, whichever is less.

District of Columbia: If your payment is received by the bank ten (10) days or more beyond the due date, you will be assessed a late charge amounting to 5% of the delinquent payment.

Virginia: If your payment is received by the bank seven (7) days or more beyond the due date, you will be assessed a late charge amounting to 5% of the delinquent payment.

Maryland: If your payment is received by the bank fifteen (15) days or more beyond the due date, you will be assessed a late charge amounting to the greater of $2 or 5% of the delinquent payment.

California: If your payment is received by the bank ten (10) days or more beyond the due date, you will be assessed a late charge amounting to the greater of $5 or 6% of the delinquent payment.

**Property Insurance is Required.**

**Checking Account Requirement and Advances:** You will be required to open and maintain a checking account at Hingham Institution for Savings. Advances from your Home Equity Line of Credit will only be made into your Hingham Institution for Savings checking account.

**Auto Payment Requirement:** This Flexible Income Incentive Rate HELOC Program is conditioned upon you establishing and maintaining automatic recurring loan payments from a Hingham Savings deposit account. If you fail to maintain automatic recurring loan payments you will be moved into the Standard Rate HELOC program and the margin applied to your loan will increase by 1.00%.

**Minimum Draw and Balance Requirements:** The minimum credit advance you can receive is $1.00 unless the amount remaining to be borrowed under the credit limit is less than $1.00.

**Tax Deductibility:** You should consult a tax advisor regarding the deductibility of interest and charges for the credit line.

**Variable Rate Information:** The line has a variable rate feature and the ANNUAL PERCENTAGE RATE (corresponding to the periodic rate) and the minimum payment can change as a result.

The ANNUAL PERCENTAGE RATE includes only interest and not other costs.

The ANNUAL PERCENTAGE RATE will be determined with the subtraction (or addition) of a margin with the index. The index is the Prime Rate as published in the Wall Street Journal (if more than one Prime Rate is published, the higher rate will be used) on the first day of the billing cycle (the billing cycle begins on the 5th of each month unless the 5th falls on a Saturday or Sunday or a holiday. In that case, the Prime Rate will be taken from the previous business days Wall Street Journal). Ask us for the current index value, margin, discount and ANNUAL PERCENTAGE RATE. After you open a credit line, rate information will be provided on periodic statements that we will send you.

**Limits on Rate Changes:** The ANNUAL PERCENTAGE RATE can change each month. The maximum ANNUAL PERCENTAGE RATE that can apply is 18.00%. The minimum ANNUAL PERCENTAGE RATE that can apply is 8.75%. Except for the 18.00% "cap" and the 8.75% “floor,” there is no limit on the amount by which the rate can change during any one-year period.

**Maximum Rate And Payment Examples:** If you had an outstanding balance of $10,000.00 during the draw period, the minimum monthly payment at the maximum ANNUAL PERCENTAGE RATE of 18.00% would be $152.88. This ANNUAL PERCENTAGE RATE could be reached in the first month of the draw period.

If you had an outstanding balance of $10,000.00 at the beginning of the repayment period, the minimum monthly payment at the maximum ANNUAL PERCENTAGE RATE of 18.00% would be $236.21. This ANNUAL PERCENTAGE RATE could be reached during the first month of the repayment period.

**Historical Example:** The following example shows how the ANNUAL PERCENTAGE RATE and the minimum monthly payments for a single $10,000.00 credit advance would have changed based on changes in the index over the past 15 years. The index values are from July 1st of each year. While only one payment amount each year is shown, payments may have varied during each year. The table assumes no additional credit advances were taken, that only the minimum payments were made each month, and that the rate remained constant during each year. It does not necessarily indicate how the index or your payments will change in the future.

| Year | Period Type | Index | Margin* | APR** | Minimum Monthly Payment |
|---|---|---|---|---|---|
| 2012 | Draw Period | 3.25% | 2.25% | 8.75%*** | $74.32 |
| 2013 | Draw Period | 3.25% | 2.25% | 8.75%*** | $74.32 |
| 2014 | Draw Period | 3.25% | 2.25% | 8.75%*** | $74.32 |
| 2015 | Draw Period | 3.25% | 2.25% | 8.75%*** | $74.32 |
| 2016 | Draw Period | 3.50% | 2.25% | 8.75%*** | $74.32 |
| 2017 | Draw Period | 4.25% | 2.25% | 8.75%*** | $74.32 |
| 2018 | Draw Period | 5.00% | 2.25% | 8.75%*** | $74.32 |
| 2019 | Draw Period | 5.50% | 2.25% | 8.75%*** | $74.32 |
| 2020 | Draw Period | 3.25% | 2.25% | 8.75%*** | $74.32 |
| 2021 | Draw Period | 3.25% | 2.25% | 8.75%*** | $74.32 |
| 2022 | Repayment Period | 4.75% | 2.25% | 8.75%*** | $157.65 |
| 2023 | Repayment Period | 8.25% | 2.25% | 10.50% | $163.59 |
| 2024 | Repayment Period | 8.50% | 2.25% | 10.75% | $156.37 |
| 2025 | Repayment Period | 7.50% | 2.25% | 9.75% | $141.30 |
| 2026 | Repayment Period | 6.75% | 2.25% | 9.00% | $129.20 |

* This is a margin we have used recently
** Annual Percentage Rate
*** This rate reflects the lifetime rate floor

**HINGHAM INSTITUTION FOR SAVINGS**
**IMPORTANT TERMS OF OUR**
**FLEXIBLE INCOME STANDARD RATE HOME EQUITY LINE OF CREDIT**
**Prime +3.25% with 9.75% Floor**

This disclosure contains important information about our Flexible Income Standard Rate Home Equity Line of Credit. You should read it carefully and keep a copy for your records.

**Availability of Terms:** All of the terms described below are subject to change. If these terms change (other than the ANNUAL PERCENTAGE RATE) and you decide, as a result, not to enter into an agreement with us, you are entitled to a refund of any fees that you have paid to us.

**Security Interest:** We will take a mortgage on your home. You could lose your home if you do not meet the obligations in your agreement with us.

**Possible Actions:** Under certain circumstances we can (1) terminate your line, require you to pay us the entire outstanding balance in one payment, and charge you certain fees; (2) refuse to make additional extensions of credit; (3) reduce your credit limit. If you ask, we will give you more specific information concerning when we can take these actions.

**Minimum Payment Requirements:** You can obtain advances of credit for 10 years (the "draw period"). During the draw period, payments will be due monthly. Your minimum monthly payment will be equal to the greater of (1) $50.00 or (2) the FINANCE CHARGES that accrued on the daily balance for each day in the calculation period, while paying interest only. The minimum payment will not reduce the principal that is outstanding on your line.

After the draw period you will no longer be able to obtain credit advances and must pay the outstanding balance over (10) years (the "repayment period"). During the repayment period, payments will be due monthly. Your minimum monthly payment will equal 1/120th of the balance that was outstanding at the end of the draw period plus the FINANCE CHARGES that have accrued on the remaining balance.

**Minimum Payment Example:** If you made only the minimum monthly payments and took no credit advances, it would take 20 years to pay-off a credit advance of $10,000 at an ANNUAL PERCENTAGE RATE of 10.00%. During that period, you would make 120 minimum monthly payments of $84.93 followed by 120 monthly payments varying between $168.26 and $84.04.

**Fees and Charges:** To open and maintain a Home Equity Line of Credit, you must pay the following fees:

**Fees to Open Credit Line:** You must pay certain third party fees to open a credit line. These fees generally range between $3,300 and $5,300. If you ask, we will give you an itemization of the fees you will have to pay to third parties.

**Cancellation Penalty:** The loan may be paid in full or in part without penalty.

**Late Charges:**
Massachusetts: If your payment is received by the bank fifteen (15) days or more beyond the due date, you will be assessed a late charge amounting to 10% of the delinquent payment or $10.00, whichever is less.

District of Columbia: If your payment is received by the bank ten (10) days or more beyond the due date, you will be assessed a late charge amounting to 5% of the delinquent payment.

Virginia: If your payment is received by the bank seven (7) days or more beyond the due date, you will be assessed a late charge amounting to 5% of the delinquent payment.

Maryland: If your payment is received by the bank fifteen (15) days or more beyond the due date, you will be assessed a late charge amounting to the greater of $2 or 5% of the delinquent payment.

California: If your payment is received by the bank ten (10) days or more beyond the due date, you will be assessed a late charge amounting to the greater of $5 or 6% of the delinquent payment.

**Property Insurance is Required.**

**Checking Account Requirement and Advances:** You will be required to open and maintain a checking account at Hingham Institution for Savings. Advances from your Home Equity Line of Credit will only be made into your Hingham Institution for Savings checking account.

**Minimum Draw and Balance Requirements:** The minimum credit advance you can receive is $1.00 unless the amount remaining to be borrowed under the credit limit is less than $1.00.

**Tax Deductibility:** You should consult a tax advisor regarding the deductibility of interest and charges for the credit line.

**Variable Rate Information:** The line has a variable rate feature and the ANNUAL PERCENTAGE RATE (corresponding to the periodic rate) and the minimum payment can change as a result.

The ANNUAL PERCENTAGE RATE includes only interest and not other costs.

The ANNUAL PERCENTAGE RATE will be determined with the subtraction (or addition) of a margin with the index. The index is the Prime Rate as published in the Wall Street Journal (if more than one Prime Rate is published, the higher rate will be used) on the first day of the billing cycle (the billing cycle begins on the 5th of each month unless the 5th falls on a Saturday or Sunday or a holiday. In that case, the Prime Rate will be taken from the previous business days Wall Street Journal). Ask us for the current index value, margin, discount and ANNUAL PERCENTAGE RATE. After you open a credit line, rate information will be provided on periodic statements that we will send you.

**Limits on Rate Changes:** The ANNUAL PERCENTAGE RATE can change each month. The maximum ANNUAL PERCENTAGE RATE that can apply is 18.00%. The minimum ANNUAL PERCENTAGE RATE that can apply is 9.75%. Except for the 18.00% "cap" and the 9.75% “floor,” there is no limit on the amount by which the rate can change during any one-year period.

**Maximum Rate and Payment Examples:** If you had an outstanding balance of $10,000.00 during the draw period, the minimum monthly payment at the maximum ANNUAL PERCENTAGE RATE of 18.00% would be $152.88. This ANNUAL PERCENTAGE RATE could be reached during the first

month of the draw period.

If you had an outstanding balance of $10,000.00 at the beginning of the repayment period, the minimum monthly payment at the maximum ANNUAL PERCENTAGE RATE of 18.00% would be $236.21. This ANNUAL PERCENTAGE RATE could be reached during the first month of the repayment period.

**Historical Example:** The following example shows how the ANNUAL PERCENTAGE RATE and the minimum monthly payments for a single $10,000.00 credit advance would have changed based on changes in the index over the past 15 years. The index values are from July 1st of each year. While only one payment amount each year is shown, payments would have varied during each year. The table assumes no additional credit advances were taken, that only the minimum payments were made each month, and that the rate remained constant during each year. It does not necessarily indicate how the index or your payments will change in the future.

| Year | Period Type | Index | Margin* | APR** | Minimum Monthly Payment |
|---|---|---|---|---|---|
| 2012 | Draw Period | 3.25% | 3.25% | 9.75%*** | $82.81 |
| 2013 | Draw Period | 3.25% | 3.25% | 9.75%*** | $82.81 |
| 2014 | Draw Period | 3.25% | 3.25% | 9.75%*** | $82.81 |
| 2015 | Draw Period | 3.25% | 3.25% | 9.75%*** | $82.81 |
| 2016 | Draw Period | 3.50% | 3.25% | 9.75%*** | $82.81 |
| 2017 | Draw Period | 4.25% | 3.25% | 9.75%*** | $82.81 |
| 2018 | Draw Period | 5.00% | 3.25% | 9.75%*** | $82.81 |
| 2019 | Draw Period | 5.50% | 3.25% | 9.75%*** | $82.81 |
| 2020 | Draw Period | 3.25% | 3.25% | 9.75%*** | $82.81 |
| 2021 | Draw Period | 3.25% | 3.25% | 9.75%*** | $82.81 |
| 2022 | Repayment Period | 4.75% | 3.25% | 9.75%*** | $166.14 |
| 2023 | Repayment Period | 8.25% | 3.25% | 11.50% | $171.24 |
| 2024 | Repayment Period | 8.50% | 3.25% | 11.75% | $163.17 |
| 2025 | Repayment Period | 7.50% | 3.25% | 10.75% | $147.24 |
| 2026 | Repayment Period | 6.75% | 3.25% | 10.00% | $134.29 |

* This is a margin we have used recently
** Annual Percentage Rate
*** This rate reflects the lifetime rate floor