

# **NOTICE OF**

# ANNUAL MEETING OF STOCKHOLDERS

# **AND**

# PROXY STATEMENT

*DATE* APRIL 28, 2016

TIME

4:00 P.M. Local Time

*PLACE* 

Old Ship Church

107 Main Street

Hingham, MA 02043

#### HINGHAM INSTITUTION FOR SAVINGS

55 Main Street Hingham, Massachusetts 02043 (781) 749-2200

#### NOTICE OF 2016 ANNUAL MEETING OF STOCKHOLDERS

To the Holders of Common Stock of Hingham Institution for Savings

NOTICE IS HEREBY GIVEN that the 2016 Annual Meeting of Stockholders of Hingham Institution for Savings (the "Bank") will be held at the Old Ship Church, 107 Main Street, Hingham, Massachusetts 02043, on Thursday, April 28, 2016 at 4:00 p.m. local time (the "Meeting") for the following purposes, all as set forth in the attached Proxy Statement:

- 1. To elect five Class I Directors, each to hold office until the 2019 Annual Meeting of Stockholders of the Bank and until his or her respective successor is duly elected and qualified;
- 2. To elect a Clerk of the Bank, to hold office until the next Annual Meeting of Stockholders, and until his or her successor is duly elected and qualified;
  - 3. To approve an advisory vote on executive compensation;
- **4.** To transact such other business as may properly come before the Meeting or any adjournment or postponement thereof.

The Board of Directors has fixed the close of business on March 1, 2016, as the record date for the determination of stockholders entitled to receive notice of, and to vote at, the Meeting and any adjournments or postponements thereof.

Your attention is called to the accompanying Proxy Statement.

By Order of the Board of Directors,

Jaqueni M. Jagnort

Jacqueline M. Youngworth

Clerk

Hingham, Massachusetts March 14, 2016

IT IS IMPORTANT THAT YOUR SHARES BE REPRESENTED AT THE MEETING REGARDLESS OF THE NUMBER OF SHARES YOU MAY HOLD. WHETHER OR NOT YOU PLAN TO ATTEND THE MEETING, PLEASE COMPLETE, SIGN AND DATE THE ENCLOSED PROXY AND RETURN IT PROMPTLY IN THE ENCLOSED ENVELOPE WHICH REQUIRES NO POSTAGE IF MAILED WITHIN THE UNITED STATES. IT IS IMPORTANT THAT PROXIES BE MAILED PROMPTLY.

# TABLE OF CONTENTS

	Page
SUMMARY	1
Date, Time and Place of Annual Meeting	1
Purpose of the Annual Meeting	1
Record Date and Required Stockholder Vote	1
Voting Proposals	2
Other Business	3
VOTING PROCEDURE	4
ELECTION OF DIRECTORS	5
DIRECTORS NOT STANDING FOR ELECTION	7
MEETINGS OF THE BOARD OF DIRECTORS; BOARD STRUCTURE	9
Director Candidates and Qualifications	10
Stockholder Communications	11
EXECUTIVE COMPENSATION	12
Compensation Discussion and Analysis	12
Compensation Committee Report.	14
Named Executive Officers	14
Summary Compensation Table.	15
Retirement and Other Post-Employment Compensation	18
Employment Agreements and Special Termination Agreements	20
More Information about Plans and Agreements	21
Section 16(a) Beneficial Ownership Reporting Compliance	23
Compensation Committee Interlocks and Insider Participation	23

CERTAIN TRANSACTIONS WITH MANAGEMENT AND ASSOCIATES	23
Indebtedness of Management and Associates	23
Other Transactions	23
PRINCIPAL STOCKHOLDERS: SECURITY OWNERSHIP OF MANAGEMENT	24
PRINCIPAL STOCKHOLDERS: PERSONS OWNING MORE THAN FIVE PERCENT COMMON STOCK	
ELECTION OF CLERK	33
ADVISORY VOTE ON EXECUTIVE COMPENSATION	33
INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM	34
REPORT OF THE AUDIT COMMITTEE OF THE BOARD OF DIRECTORS	35
OTHER MATTERS	36
STOCKHOLDER PROPOSALS	36
STOCKHOLDERS SHARING THE SAME ADDRESS	37
EXPENSES OF SOLICITATION	37
ANNUAL DISCLOSURE STATEMENT; ANNUAL REPORT ON FORM 10-K	38

Important Notice Regarding the Availability of Proxy Materials for the Stockholder Meeting to Be Held on April 28, 2016:

This Proxy Statement and the Bank's Annual Report on Form 10-K for the fiscal year ended 2015 are available electronically at www.hinghamsavings.com

## HINGHAM INSTITUTION FOR SAVINGS

55 Main Street Hingham, Massachusetts 02043 (781) 749-2200

# PROXY STATEMENT FOR THE 2016 ANNUAL MEETING OF STOCKHOLDERS

Accompanying this Proxy Statement is a Notice of the 2016 Annual Meeting of Stockholders (the "Meeting") of Hingham Institution for Savings (the "Bank") to be held at the Old Ship Church, 107 Main Street, Hingham, Massachusetts 02043, on Thursday, April 28, 2016, at 4:00 p.m. local time. If you need directions for the Meeting to attend and vote in person, please call (781) 749-2200. Also enclosed is a form of proxy for the Meeting (and any adjournment or postponement thereof). This Proxy Statement and the enclosed form of proxy are furnished in connection with the solicitation of proxies by the Board of Directors of the Bank (the "Board" or "Board of Directors") and are first being sent to stockholders on or about March 14, 2016. The enclosed proxy is for the use of holders of the Bank's common stock, \$1.00 par value per share (the "Common Stock"), of record at the close of business on March 1, 2016. Shares of Common Stock cannot be voted at the Meeting unless the owner of record is present to vote or is represented by proxy.

#### **SUMMARY**

The following summary is not intended to be a complete statement of all material features of the matters being voted on by the stockholders of the Bank and is qualified in its entirety by the more complete information set forth elsewhere herein.

#### Date, Time and Place of Annual Meeting

The Annual Meeting of Stockholders will be held at the Old Ship Church, 107 Main Street, Hingham, Massachusetts 02043, on Thursday, April 28, 2016, at 4:00 p.m. local time.

#### **Purpose of the Annual Meeting**

The purpose of the Meeting is: (1) to elect five Class I Directors of the Bank to serve for a three-year term; (2) to elect a Clerk of the Bank to serve for a one-year term; (3) to approve an advisory vote on executive compensation; and (4) to transact such other business as may properly come before the Meeting and any adjournment or postponement thereof.

#### Record Date and Required Stockholder Vote

The Board of Directors has fixed the close of business on March 1, 2016 as the record date (the "Record Date") for the determination of stockholders entitled to receive notice of, and to vote at, the Meeting or any adjournments or postponements thereof. Only holders of record of the Bank's Common Stock at the close of business on the Record Date will be entitled to notice of, and to vote at, the Meeting or any adjournments or postponements thereof. At the close of business on the Record Date, there were 2,130,750 shares of the Bank's Common Stock issued and outstanding, and each such outstanding share is entitled to one vote.

The presence, in person or by proxy, of at least a majority of the total number of outstanding shares of Common Stock of the Bank is necessary to constitute a quorum for the transaction of business at the Meeting. A quorum being present, five Class I Directors and the Clerk will be elected by plurality vote of the shares present and voting, in person or by proxy. A quorum being present, the affirmative vote of the holders of a majority of the shares present and voting on such matter, in person or by proxy, is necessary to adopt the advisory vote on executive compensation. As of February 1, 2016, the Directors and principal officers of the Bank owned in the aggregate approximately 37% of the issued and outstanding shares of the Bank's Common Stock which may be voted at the Meeting.

#### **VOTING PROPOSALS**

#### **Proposal One: Election of Directors (Page 5)**

The Bank's Amended and Restated Articles of Organization (the "Charter") and By-Laws provide that the Board of Directors shall be divided into three classes, with the Directors in each class serving for a term of three years. As the term of one class expires, a successor class is elected at each Annual Meeting of Stockholders. Each class of Directors currently consists of five or six members so as to make such classes as nearly equal in number as possible, as prescribed by the Bank's Charter and By-Laws.

At the Meeting, stockholders of the Bank are being asked to elect five Class I Directors of the Bank to serve until the 2019 Annual Meeting of Stockholders. The Board of Directors of the Bank has nominated Howard M. Berger, Esq., Kevin W. Gaughen, Esq., Julio R. Hernando, Esq., Robert K. Sheridan, Esq. and Edward L. Sparda, each of whom is currently serving as a Director of the Bank. See "ELECTION OF DIRECTORS (Notice Item 1)."

The Board of Directors recommends that the stockholders vote FOR the election of the five nominees.

#### **Proposal Two: Election of Clerk (Page 33)**

Under Massachusetts law, the Clerk of the Bank is to be elected by the stockholders at an annual meeting or special meeting duly called for that purpose. At the Meeting, the stockholders of the Bank are being asked to elect Jacqueline M. Youngworth, the nominee proposed by the Board of Directors, as Clerk of the Bank to serve until the 2017 Annual Meeting of Stockholders, or special meeting in lieu thereof, and until her successor is elected and qualified. See "ELECTION OF CLERK (Notice Item 2)."

The Board of Directors recommends that the stockholders vote FOR the election of Jacqueline M. Youngworth as Clerk of the Bank.

#### **Proposal Three: Advisory Vote on Executive Compensation (Page 33)**

The Board of Directors is committed to excellence in governance and the development and retention of the highest quality management team. At the Meeting, as part of that commitment, the Board is providing stockholders the opportunity to approve a non-binding, advisory vote on the compensation of our named executive officers. See "ADVISORY VOTE ON EXECUTIVE COMPENSATION (Notice Item 3)."

The Board of Directors recommends that the stockholders vote FOR the approval of the compensation of the Bank's named executive officers as disclosed pursuant to the Securities and Exchange Commission's compensation disclosure rules.

#### **Other Business**

The Board of Directors knows of no other business to be considered at the Meeting, and the deadline for stockholders to submit proposals or nominations has passed. However, if (1) other matters are properly presented at the Meeting, or at any adjournment or postponement of the Meeting and (2) you have properly submitted your proxy, then the persons named in the enclosed proxy will vote your shares on those matters according to his or her best judgment.

#### **VOTING PROCEDURE**

If you sign, date and return the enclosed proxy in time for the Meeting, your shares will be voted (unless you otherwise instruct) on all matters that may properly come before the Meeting. The proxy contains spaces in which you may insert instructions as to how your shares are to be voted with regard to the election of Directors, the election of the Bank's Clerk and an advisory vote on executive compensation. If you do not specify instructions with respect to any of the proposals, your shares will be voted FOR each of these matters.

Broker non-votes occur when brokers, banks or other nominees do not receive voting instructions from their customers on how to vote the customers' shares on a proposal and the broker, bank or other nominee does not have discretionary voting authority or chooses not to exercise it with respect to a proposal. If you hold shares in street name and you do not give instructions as to how to vote your shares, your broker, bank or other nominee may have authority to vote your shares on certain routine items but not on other items. Your broker, bank or other nominee does not have discretionary voting authority to vote for Proposal One - Election of Directors and Proposal Three - Advisory Vote on Executive Compensation., Proposal 2 – Election of Clerk is a routine matter, so your broker, bank or other nominee has discretionary voting authority to vote on that matter.

Your proxy may be revoked at any time before it is exercised. Any stockholder of record attending the Meeting may vote in person even though he or she may have previously submitted a proxy. If you hold your shares in "street name," you must request a proxy from your broker, board or other nominee in order to vote at the Meeting. Your proxy may be revoked by written notice to the Bank prior to the Meeting, by delivering to the Bank a duly executed proxy bearing a later date, or at the Meeting prior to a vote.

At the close of business on March 1, 2016, 2,130,750 shares of Common Stock were entitled to vote on all properly presented matters. Each share of Common Stock is entitled to one vote per share. Only stockholders whose names appeared of record at the close of business on March 1, 2016 will be entitled to vote at the Meeting. The By-Laws of the Bank require that the holders of a majority in interest of all stock issued, outstanding and entitled to vote on matters at the Meeting be present in person or be represented by proxy at the Meeting in order to constitute a quorum for the transaction of business. Shares of the Bank's Common Stock represented by executed proxies will be counted for purposes of establishing a quorum at the Meeting, regardless of how or whether such shares are voted on any specific proposal. The affirmative vote of the holders of a plurality of the votes cast, in person or by proxy, is necessary to elect the Directors and the Clerk, as set forth in Proposals 1 and 2. Holders of the Common Stock do not have the right to cumulate their votes for the election of Directors or the Clerk. Broker non-votes will have no effect on the elections. The affirmative vote of the holders of a majority of the shares present and voting on such matter, in person or by proxy, is necessary to adopt an advisory vote on executive compensation. With respect to the vote on Proposal 3, abstentions will be treated as having the same effect as votes against the proposal while broker non-votes will not be treated as shares voting on such matter and therefore will not affect the outcome of the vote.

#### **ELECTION OF DIRECTORS**

(Notice Item 1)

The Board of Directors currently consists of sixteen members elected by the stockholders of the Bank. Under Massachusetts law, the Board is authorized to fill vacancies arising between meetings of stockholders, to change the number of Directors and to fill the vacancy or vacancies thereby arising. The Bank's By-Laws fix the number of Directors that comprise the Board of Directors to be not less than seven nor more than twenty-five individuals. The By-Laws also provide that the Board of Directors shall be divided into three classes as nearly equal in number as possible with each such class of Directors being elected every third year at the Annual Meeting of Stockholders held that year. All Directors of the class elected at any particular Meeting will hold office until the annual meeting three years subsequent thereto, and until his or her successor is duly elected and qualified, or until his or her earlier resignation, death or removal.

The names of the five nominees for Class I Directors and certain information received from them are set forth below. All five of the nominees are currently Directors and each nominee has consented to serve if elected. If any nominee shall become unavailable for any reason, the shares represented by the enclosed proxy will be voted in favor of such other person as the Board of Directors may at the time recommend. The following tables list the name of each nominee, his or her age, period of service as a Director of the Bank, positions with the Bank, principal occupation and other directorships held. None of the Directors or nominees is or has been an employee of the Bank or any of its affiliates. In evaluating Directors and nominees, the Board believes that Directors should possess substantial business or functional expertise, integrity, an owner-oriented attitude, and a deep interest in the Bank's affairs. In the judgment of the Nominating and Personnel Committee, as well as the Board of Directors as a whole, each of the nominees possesses such attributes.

# Nominees for Election at the Meeting with Terms Expiring at the 2019 Annual Meeting (Class I Directors)

Director's Name and Age	Positions with Bank	Director of Bank Since	Principal Occupation and Education
Howard M. Berger, Esq. Age – 67	Director	1998	Attorney, Partner, Andover Law Center Temple University, B.A. Suffolk University Law School, J.D.
Kevin W. Gaughen, Esq. Age – 61	Director	1994	Partner, law firm of Gaughen, Gaughen, Lane & Hernando. Georgetown University, B.A. Suffolk University Law School, J.D. (1)
Julio R. Hernando, Esq. Age – 45	Director	1994	Partner, law firm of Gaughen, Gaughen, Lane & Hernando. Saint Anselm College, B.A. Suffolk University Law School, J.D. (1)
Robert K. Sheridan, Esq. Age – 68	Director	2012	Retired: former President, the Savings Bank Life Insurance Company of Massachusetts Boston College, B.A. cum laude Suffolk University Law School, J.D.
Edward L. Sparda Age – 73	Director	1993	Retired: former Lieutenant-Station Commander, Massachusetts State Police Massasoit Community College, A.D.

#### DIRECTORS NOT STANDING FOR ELECTION

The tables set forth below provide certain information with respect to those Directors who have been previously elected as Class II and Class III Directors.

The tables list the name of each Director, his or her age, period of service with the Bank, positions with the Bank, principal occupation and other directorships held. Each individual has been engaged in his or her principal occupation for at least ten years, except as otherwise indicated.

## Directors Whose Terms Will Expire at the 2017 Annual Meeting (Class II Directors)

Nominee's Name and Age	Positions with Bank	Director of Bank Since	Principal Occupation and Education
Brian T. Kenner, Esq. Age – 64	Director	2011	Retired: former Attorney, GreenPoint Global. Syracuse University, B.A. magna cum laude George Washington University, J.D., high honors
Stacey M. Page Age – 52	Director	1992	President, Hingham Jewelers, Inc. Babson College, B.S.
Geoffrey C. Wilkinson, Sr. Age – 64	Director	1993	President, George T. Wilkinson, Inc., a commercial heating company.  Massachusetts Maritime Academy, B.S. Ph.D. (honorary)
Robert H. Gaughen, Jr., Esq. Age – 67	President & Director	1991	President and Chief Executive Officer of the Bank. Georgetown University, B.A. Suffolk University Law School, J.D. cum laude (1)
Patrick R. Gaughen Age – 35	Executive Vice President & Director	2012	Executive Vice President of the Bank (2012 – Present) Former Foreign Service Officer, U.S. Department of State (2008-2012). Yale University, B.A. cum laude Georgetown University Walsh School of Foreign Service, M.A. Duke University, M.A. (1)

## Directors Whose Terms Will Expire at the 2018 Annual Meeting (Class III Directors)

Director's Name and Age	Positions with Bank	Director of Bank Since	Principal Occupation and Education
Michael J. Desmond Age – 66	Director	2010	Vice President, Stewart Title Guarantee Co. responsible for oversight of servicing and underwriting of commercial real estate. Georgetown University, B.A.
Ronald D. Falcione Age – 66	Director	1993	Self-employed real estate investor. Georgetown University. B.A.
Robert A. Lane, Esq. Age – 49	Director	1993	Partner, law firm of Gaughen, Gaughen, Lane & Hernando. Saint Anselm College, B.A. Suffolk University Law School, J.D. (1)
Scott L. Moser Age – 44	Director	2008	Executive IT recruiter for Jade Staffing. Former President of Professional Mortgage Advisors, Inc. 2001-2010 Suffolk University, B.S. cum laude, M.B.A. cum laude
Kara Gaughen Smith Age – 32	Director	2015	Community Manager, PatientsLikeMe, a venture-backed health care technology firm, formerly Case Manager, WestBridge Community Services Yale University, B.A. Boston University, M.S.
Jacqueline M. Youngworth Age – 72	Director	1997	Former Chairman of Bay State Metal Products, Inc., a manufacturer of diversified metal products. Curry College, B.S. N. cum laude

<sup>(1)</sup> Robert H. Gaughen, Jr., President and a Director of the Bank, and Kevin W. Gaughen, a Director of the Bank, are brothers. Patrick R. Gaughen, Executive Vice President and a Director of the Bank, and Director Kara Gaughen Smith are the children of Robert H. Gaughen, Jr., and nephew and niece of Kevin W. Gaughen. They are also cousins of Director Robert A. Lane and Director Julio R. Hernando. Directors Robert A. Lane and Julio R. Hernando are cousins, and they are both nephews of Robert H. Gaughen, Jr. and Kevin W. Gaughen. Directors Kevin W. Gaughen, Robert A. Lane and Julio R. Hernando are partners in the practice of law.

With the exception of the six named individual Directors or Nominees in note (1) above, the Board of Directors has determined that all other members of the Board of Directors (Howard M. Berger; Michael J. Desmond; Ronald D. Falcione; Brian T. Kenner; Scott L. Moser; Stacey M. Page; Robert K. Sheridan; Edward L. Sparda; Geoffrey C. Wilkinson, Sr.; and Jacqueline M. Youngworth), constituting a majority of the full Board), are independent as that term is defined by applicable NASDAQ rules.

In addition, during the past ten years, no director, officer or nominee has been party to any federal or state order relating to: (i) any alleged violation of federal or state securities or commodities law, (ii) any law or regulation respecting financial institutions or insurance companies, or (iii) any law or regulation prohibiting mail or wire fraud. No such person has been a party to any sanction or order of any self-regulatory organization, registered entity or exchange or similar body that has disciplinary authority of its members.

#### MEETINGS OF THE BOARD OF DIRECTORS; BOARD STRUCTURE

The Board of Directors, which met twelve times in 2015, has four principal committees: the Executive Committee, the Audit Committee, the Nominating and Personnel Committee and the Community Interaction Committee. The Board meets every month to review the Bank's performance and exposure to risk. Additionally, the independent Directors conduct a quarterly meeting chaired by the Chairperson of the Nominating and Personnel Committee, the purpose of which is to allow for discussion of items which any member wishes to raise in the absence of the non-independent members.

The Executive Committee, composed of seven Director members, oversees the management policies and affairs of the Bank. This Committee met twenty-four times in 2015. The current members of the Executive Committee are Michael J. Desmond, Ronald D. Falcione, Patrick R. Gaughen, Kevin W. Gaughen, Robert H. Gaughen, Jr., Robert A. Lane and Jacqueline M. Youngworth.

The Nominating and Personnel Committee, composed of three Director members, oversees matters pertaining to the nomination of Directors and officers and other personnel and compensation matters. This Committee also serves as the Bank's Compensation Committee and Stock Option Committee. A copy of the charter of the Nominating and Personnel Committee appears on the Bank's website, www.hinghamsavings.com. This Committee met three times in 2015. The current members of the Nominating and Personnel Committee are: Howard M. Berger, Michael J. Desmond and Jacqueline M. Youngworth. The Board of Directors has determined that all current members of the Nominating and Personnel Committee are independent, as that term is defined by applicable NASDAQ rules. The Nominating and Personnel Committee is authorized to retain attorneys, advisers, and consultants and to compensate them for their services.

The Nominating and Personnel Committee also makes recommendations to the full Board of Directors for nominations for Directors to be elected at each Annual Meeting of Stockholders and considers stockholder proposals for such nominations. For information regarding procedures for submitting stockholder proposals, see "STOCKHOLDER PROPOSALS."

The Audit Committee, composed of six Director members, approves the Bank's annual audit, retains the Bank's external and internal auditors and presents the audit report to the Board of Directors. A copy of the charter of the Audit Committee appears on the Bank's website, www.hinghamsavings.com. This Committee met four times in 2015. The Audit Committee meets quarterly with senior management, internal auditors and

loan reviewers and also meets at least semi-annually with the Bank's independent auditors. The current members of the Audit Committee are Howard M. Berger, Brian T. Kenner, Scott L. Moser, Stacey M. Page, Robert K. Sheridan and Geoffrey C. Wilkinson. The Board of Directors has determined that all members of the Audit Committee are "independent" and "independent of management," within the meaning of applicable rules of the Securities and Exchange Commission and NASDAQ, and that Mr. Sheridan, a member of this committee, is an "audit committee financial expert" as that term is defined by the Securities and Exchange Commission in light of his experience as the long-serving president and CEO of the Savings Bank Life Insurance Company of Massachusetts.

The Community Interaction Committee, composed of eight Director members, formulates and reviews Bank policies and practices relating to community reinvestment efforts. This Committee met four times in 2015 and the current members are Ronald D. Falcione, Kevin W. Gaughen, Robert H. Gaughen, Jr., , Julio R. Hernando, Robert K. Sheridan, Kara Gaughen Smith, Edward L. Sparda and Geoffrey C. Wilkinson, Sr.

In 2015, each of the Directors of the Bank attended at least 75% of the aggregate of (i) the total number of meetings of the Board of Directors and (ii) the total number of meetings held by committees thereof on which any such Director served (for such period of the year as he or she served on such committee). Pursuant to Bank policy, all of the Bank's Directors are encouraged and expected to attend the Bank's Annual Meeting of Stockholders. All of the Bank's current Directors were in attendance at the Bank's 2015 Annual Meeting of Stockholders.

The Board of Directors believes that maintaining a combined Chairman of the Board and Chief Executive Officer role is the appropriate and most effective form of Board leadership structure. Such a structure provides for a focused Board effort which utilizes an involved committee structure which provides comprehensive and meaningful oversight. However, the Board recognizes the critical oversight role it plays in the Bank's corporate governance. Accordingly, the Board employs three bodies – the Executive Committee, the Audit Committee and the full Board – to provide comprehensive and meaningful oversight. The Executive Committee meets two times a month with senior Bank management, including the Chief Executive Officer, to review financial information, loan proposals, overdue loans, asset liability, and exposure to risk. Given the composition of this Committee, the frequency of its meetings, its broad access to detailed operational and risk metrics and its broad oversight mandate, the Board believes that the Executive Committee obviates the need for a (i) lead outside director and (ii) a separation of the Chairman and Chief Executive Officer roles.

#### **Director Candidates and Qualifications**

Stockholders of the Bank may recommend Director candidates for inclusion by the Board of Directors in the slate of nominees which the Board recommends to stockholders for election. The qualifications of recommended candidates will be reviewed by the Nominating and Personnel Committee (the "Committee"). If the Board determines to nominate a stockholder-recommended candidate and recommends his or her election as a Director by the stockholders, his or her name will be included in the Bank's proxy card for the stockholder meeting at which his or her election is recommended.

Stockholders may recommend individuals to the Committee for consideration as potential Director candidates by submitting their names and background to: Jacqueline M. Youngworth, Chairman of the Nominating and Personnel Committee, Hingham Institution for Savings, 55 Main Street, Hingham, MA 02043. The Nominating and Personnel Committee will consider a recommendation only if appropriate biographical information and background material is provided on a timely basis. The process followed by the Committee to

identify and evaluate candidates includes requests to Board members and others for recommendations, meetings from time to time to evaluate biographical information and background material relating to potential candidates and interviews of selected candidates by members of the Committee and the Board. Assuming that appropriate biographical and background material is provided for candidates recommended by stockholders, the Committee will evaluate those candidates by following substantially the same process, and applying substantially the same criteria, as for candidates submitted by Board members or by other persons.

In considering whether to recommend any candidate for inclusion in the Board's slate of recommended Director nominees, including candidates recommended by stockholders, the Committee will apply the criteria which are set forth in the Committee's charter and otherwise consider such candidate's qualifications and skill set. These criteria may include the candidate's integrity, business acumen, experience, diligence, conflicts of interest and the ability to provide a diversity of views and experience on issues under consideration and to act in the interests of all stockholders. The Committee and the Board of Directors believe, in general, that Directors should have a meaningful portion of their net worth invested in the Bank. Directors at Hingham must be owner-oriented. The Committee does not assign specific weights to particular criteria and does not have a formal diversity policy. No particular criterion is necessarily applicable to all prospective nominees. The Bank believes that the backgrounds and qualifications of the Directors, considered as a group, should provide a significant and diverse composite mix of experience, knowledge and abilities that will allow the Board to fulfill its responsibilities. In making such recommendations, the Committee shall consider candidates proposed by stockholders and shall apply the same criteria, and shall follow substantially the same process in considering them, as it does in considering other candidates.

#### **Stockholder Communications**

The Board will give appropriate attention to written communications that are submitted by stockholders, and will respond if and as appropriate. Absent unusual circumstances or as contemplated by committee charters and subject to any required assistance or advice from general counsel, the Chairman of the Board is primarily responsible for monitoring communications from stockholders and for providing copies or summaries of such communications to the other Directors as he considers appropriate.

Communications are forwarded to all Directors if they relate to important substantive matters and include suggestions or comments that the Chairman of the Board considers to be important to the Directors to know. In general, communications relating to corporate governance and long-term corporate strategy are more likely to be forwarded than communications relating to ordinary business affairs, personal grievances and matters as to which the Bank tends to receive repetitive or duplicative communications.

Stockholders who wish to send communications on any topic to the Board or to specified Directors should address such communications in care of Robert H. Gaughen, Jr., Chairman of the Board of Directors, at Hingham Institution for Savings, 55 Main Street, Hingham, MA 02043.

#### **EXECUTIVE COMPENSATION**

#### **Compensation Discussion and Analysis**

The Nominating and Personnel Committee of the Board, in addition to its other responsibilities, serves as the Bank's Compensation Committee. It annually reviews the compensation and benefits of senior management and makes recommendations about compensation to the full Board of Directors. It solicits observations and recommendations from the President/CEO with regard to the performance of other individual members of senior management and invites his participation in their discussions before they deliberate and make their decisions.

The Committee's compensation philosophy is to set management compensation at such levels as to attract and retain senior executives who will contribute to the long-term success and growth of the Bank. Senior management is compensated primarily through annual base salary and the long-term and short-term employee benefits described below, supplemented occasionally by bonuses and stock option grants. The single instance where the Committee has employed a limited bonus plan to reward performance is a plan for loan officers which is intended to reward the effective administration of a high-quality loan portfolio. These awards take into consideration established internal goals but are made in the complete discretion of the Committee in order to take into account all factors which become relevant during the course of the year. The Committee does not consider these awards to be "incentive" compensation as defined in the Dodd-Frank Wall Street Reform and Consumer Protection Act. The awards do not generally exceed 10% of a listed individual's total compensation and that any risks arising from the Bank's compensation policies and practices are not reasonably likely to have a material adverse effect on the Bank. The Committee's practices in regard to the mix of components within the executives' overall compensation packages has developed for a number of reasons:

- The Committee's philosophy has been to compensate primarily by means of annual base compensation due to its belief that base compensation should not be an arbitrarily low number but should reflect management's actual long-term value to the organization.
- The Committee also believes that the Bank is at an established, stable stage of development where short-term period-to-period changes in performance metrics do not drive the intrinsic value of the Bank in a fundamental way. The Committee is also cognizant of relevant experience within the commercial banking and thrift industry which counsel against providing management with toostrong incentives to attain short-term performance goals.
- The Committee also believes that existing levels of stock ownership by management and the Board generally establish sufficient alignment of stockholder and management interests. Accordingly, no stock options were awarded to management during the fourteen year period from calendar years 2000 through 2013 with the exception of the stock options awarded to Mr. Sullivan on January 24, 2007. Three thousand options were awarded to Mr. Patrick Gaughen in 2012 in his capacity as a Director and prior to joining management. In 2014, Robert Gaughen and Patrick Gaughen were each awarded two thousand options in their capacity as Directors of the Bank and as members of the Executive Committee in accordance with the terms of the 2014 Stock Option Plan. Additionally, in 2014 Mr. Robert Gaughen and Patrick Gaughen

were each awarded twenty thousand options in their capacity as Executive Officers of the Bank, all as specified in said plan. No stock options were granted to management in 2015.

In establishing its annual compensation recommendations for Mr. Gaughen and the other executives, the Committee considers the Bank's current and long-term pre-tax earnings, return on assets, return on equity, growth in deposits and loans, increase in dividends declared and increase in stockholders' equity. The Committee additionally considers statistics regarding general compensation levels in the industry and the Committee's qualitative assessment of each executive's own performance for the year as that performance relates to maximizing long-term value for investors. In doing so, the Committee members exercise their collective judgment without following quantitative formulas tying compensation to particular measures of financial performance or to particular deciles or quartiles of industry-wide or peer-group compensation. In 2014, the Committee retained the services of Arthur T. Warren and Associates, an independent compensation consultant, for the purpose of reviewing the Bank's executive compensation levels and practices. The firm confirmed the reasonability of both the Bank's executive compensation levels and practices. In 2016, the Committee has retained Arthur T. Warren and Associates to perform a similar review.

For the past decade, in order to promote stability in management, the Bank has had employment agreements in place with certain executive officers which (i) have a two-year period (three years in Mr. Robert Gaughen Jr.'s and Mr. Patrick Gaughen's cases), (ii) prohibit the executive from leaving the Bank to compete at another bank or savings institution within a specified geographic area and (iii) provide for continuation of salary and benefits during the remaining term of the agreement if the Bank terminates the executive without cause during that time. If termination without cause occurs after a change in control, as defined, the executive would instead receive a lump sum payment equal to two times his or her five-year average compensation, as defined (three times in the case of Mr. Robert H. Gaughen Jr. and Patrick R. Gaughen). See "Employment Agreements and Special Termination Agreements." The Committee considers that such agreements offer reasonable incentives to retain valued executives, recognizing that executives, especially highly ranked executives, often face challenges in obtaining new employment following termination.

The Committee also believes that post-retirement benefits promote stability in the case of key executives. See generally, in regard to the benefits mentioned in this paragraph, "Retirement and Other Post-Employment Compensation." The Bank has in place supplemental retirement provisions for Mr. Robert H. Gaughen Jr., reflecting his contributions to the Bank's performance. All executives benefit from the Bank's mandatory and matching contributions to the Bank's 401(k) plan, which were increased at the time the Bank terminated an earlier defined benefit plan in 2002. At our 2014 Annual Meeting, our stockholders approved an advisory vote on executive compensation with approximately 99% of the shares present and voting on such matter voting in favor. At our 2015 Annual Meeting, our stockholders approved an advisory vote on executive compensation with approximately 96% of shares present and voting on such matter voting in favor. The Committee believes that the support received from our stockholders at the 2014 and 2015 Annual Meetings serve to validate the Committee's approach to compensation, and the Committee did not make any changes in 2015 in response to the votes at the 2014 and 2015 Annual Meetings.

#### **Compensation Committee Report**

We have reviewed and discussed the foregoing compensation discussion and analysis with management. Based on our review and discussion with management, we have recommended to the Board of Directors that the compensation discussion and analysis be included in this proxy statement and in the Bank's Annual Report on Form 10-K for the fiscal year ended December 31, 2015.

Submitted by: Howard M. Berger, Esq.

Michael J. Desmond

Jacqueline M. Youngworth

Members, Nominating and Personnel Committee

Notwithstanding anything to the contrary set forth in any of the Bank's previous filings under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended (the "Exchange Act"), that incorporate future filings, including this proxy statement, in whole or in part, the foregoing compensation committee report shall not be incorporated by reference into any such filings.

#### **Named Executive Officers**

Our named executive officers (as defined below) for the year ended December 31, 2015 are:

<u>Name</u>	<u>Age</u>	<u>Position</u>
Robert H. Gaughen, Jr	67	Director, President and Chief Executive Officer
Patrick R. Gaughen	35	Director, Executive Vice President
Robert A. Bogart, CPA	50	Vice President, Treasurer and Chief Financial Officer
Shawn T. Sullivan	54	Vice President-Commercial Lending
Michael J. Sinclair	53	Vice President-Retail Lending

**Robert H. Gaughen, Jr.**, the Bank's principal executive officer, has served as President and Chief Executive Officer since 1993.

**Patrick R. Gaughen** joined the Bank in 2012 as Vice President, Chief Strategy and Corporate Development Officer and has served as Senior Vice President, Chief Strategy and Corporate Development Officer since April of 2013. In April 2014, he was promoted to Executive Vice President.

**Robert A. Bogart**, **CPA**, the Bank's Principal Financial Officer, joined the Bank in 2009, having been Senior Vice President and Chief Financial Officer of First Citizens Federal Credit Union from 2005 through that date.

**Shawn T. Sullivan** joined the Bank in 1996 as an Assistant Vice President-Commercial Lending and has served as Vice President-Commercial Lending since 1998.

**Michael J. Sinclair** joined the Bank in 1995 as its retail lending officer and has served as Vice President-Retail Lending since 1999.

#### **Summary Compensation Table**

The remuneration paid to or accrued during the years ended December 31, 2015, 2014 and 2013 for the Chief Executive Officer and Chief Financial Officer of the Bank and three other executive officers of the Bank for services rendered (the "named executive officers") was as follows. As permitted under applicable securities laws and regulations, certain columns for which the reported numbers would be zero have been omitted from the following table and other tables in this Proxy Statement.

#### **SUMMARY COMPENSATION TABLE**

					Change to		
					Pension Value		
					and		
					Nonqualified		
Name and					Deferred	All Other	
				0 4:			
Principal	3.7	G 1 (ft)	D (ft)	Option	Compensation	Compensation	TD + 1 (ft)
Position	Year	Salary (\$)	Bonus (\$)	Awards (\$)	Earnings (\$)	(\$)	Total (\$)
Robert H.	2015	1,063,654	-	- (4)	603,666(1)	26,585(2)	1,693,905
Gaughen, Jr.	2014	963,754	-	202,926 <sup>(4)</sup>	603,666 <sup>(1)</sup>	$22,300^{(2)}$	1,792,646
President and	2013	875,466	-	-	$603,666^{(1)}$	$20,682^{(2)}$	1,499,814
Chief							
Executive							
Officer							
Patrick R.	2015	410,962	-	-	-	$15,900^{(3)}$	426,862
Gaughen	2014	338,385	-	202,926 <sup>(4)</sup>	-	$12,326^{(3)}$	553,637
Executive Vice	2013	243,385	-	<del>-</del> ´	<del>-</del>	$11,704^{(3)}$	255,089
President						•	,
Robert A. Bogart	2015	311,769	-	-	-	15,616 <sup>(3)</sup>	327,385
Vice President	2014	286,954	-	-	-	$15,600^{(3)}$	302,554
and Treasurer	2013	249,108	-	-	-	$14,946^{(3)}$	264,054
Shawn T.	2015	300,350	31,000	-	-	15,161 <sup>(3)</sup>	346,511
Sullivan	2014	283,217	27,000	-	-	$15,600^{(3)}$	325,817
Vice President-	2013	265,054	25,000	-	<del>-</del>	$14,782^{(3)}$	304,836
Commercial		,	Ź			,	,
Lending							
Michael J.	2015	228,742	28,000	-	-	$12,422^{(3)}$	269,164
Sinclair	2014	217,142	26,000	-	=	$11,905^{(3)}$	255,047
Vice President-	2013	203,726	24,000	-	-	$11,506^{(3)}$	239,232
Retail Lending		ĺ	,			Ź	,

15

<sup>(1)</sup> These amounts were paid by the Bank to Mr. Gaughen in 2015, 2014 and 2013, respectively under the terms of a supplemental employment retirement plan established on September 1, 2002 and amended on November 5, 2003, April 27, 2006 and October 21, 2009. See "Retirement and Other Post-Employment Compensation" for additional information.

- The amounts represent (a) taxable income of \$6,598, \$3,522 and \$2,204 in 2015, 2014 and 2013, respectively, for Mr. Gaughen's pro rata portion of annual lease payments made by the Bank on a vehicle leased by the Bank, which pro rata portion is based on Mr. Gaughen's personal use of the vehicle, (b) \$4,087, \$3,178 and \$3,178 paid by the Bank in 2015, 2014, and 2013, respectively to Cohasset Golf Club for both business and personal use and (c) contributions of \$15,900, \$15,600 and \$15,300 paid by the Bank to its 401(k) plan in 2015, 2014, and 2013 respectively. See "Retirement and Other Post-Employment Compensation" for additional information regarding the item in (c) above.
- These amounts represent contributions to the 401(k) plan for 2015, 2014 and 2013, respectively, and for Mr. Patrick Gaughen were \$15,900, \$12,326 and \$11,704; for Mr. Bogart were \$15,616, \$15,600 and \$14,946; for Mr. Sullivan were \$15,161, \$15,600 and \$14,782; and for Mr. Sinclair were \$12,422, \$11,905 and \$11,506. See "Retirement and Other Post-Employment Compensation 401(k) Plan" for additional information.
- (4) The amounts shown reflect the grant date fair value computed using ASC Topic (718). Mr. Robert Gaughen and Mr. Patrick Gaughen were granted 20,000 stock option shares which vest in four equal annual installments beginning on the first anniversary of the effective date and each of the next three anniversary dates, unless such options are accelerated under provision of the 2014 Stock Option Plan. Additionally, Mr. Robert Gaughen and Mr. Patrick Gaughen each received 2,000 stock options for their capacity as Executive Committee members. These shares vested immediately. Refer to the Bank's Form 10-K for the fiscal year dated December 31, 2015, filed on March 2, 2016 with the Federal Deposit Insurance Corporation for the assumptions relating to these awards.

#### **GRANTS OF PLAN-BASED AWARDS**

No grants were made to management in 2015.

#### **OUTSTANDING EQUITY AWARDS AT FISCAL YEAR-END**

		Option Awards	(1)		
<u>Name</u>	Number of Securities Underlying Unexercised Options (#) Exercisable	Number of Securities Underlying Unexercised Options (#) Unexercisable	Equity Incentive Plan Awards: Number of Securities Underlying Unexercised Unearned Options (#)	Option Exercise <u>Price (\$)</u>	Option Expiration <u>Date</u>
Shawn T. Sullivan	2,000	-	-	35.25	01-24-2017
Robert H. Gaughen, Jr.	7,000	15,000	-	70.93	04-24-2024
Patrick R. Gaughen	7,000	15,000	-	70.93	04-24-2024

<sup>(1)</sup> All options were granted with exercise prices equal to 100% of fair market value on the date of grant. None of the options is an incentive stock option. All of Mr. Sullivan's options were exercisable when granted on January 24, 2007. The 20,000 options granted to Mr. Robert Gaughen and Mr. Patrick Gaughen's options 25% vest on each anniversary date beginning with April 24, 2015. Additionally, 2,000 options granted to Mr. Robert Gaughen and Mr. Patrick Gaughen were exercisable when granted on April 24, 2014. The Stock Option Committee retains discretion, subject to limitations set forth in the stock option plan, to modify the terms of outstanding options but under no circumstances may the options be repriced. Full details regarding these formula options are contained in the 2014 Stock Option Plan. The options were granted for a term of 10 years, subject to earlier termination in certain events relating to termination of employment.

#### **OPTION EXERCISES AND STOCK VESTED**

No options were exercised during 2015 by any of the named executive officers.

#### **Retirement and Other Post-Employment Compensation**

#### NONQUALIFIED DEFERRED COMPENSATION

The following table contains information about the executive supplemental retirement plan described below, which are included within the category of nonqualified deferred compensation under definitions contained in applicable securities regulations.

Name	Executive Contributions in Last FY (\$)	Registrant Contributions in Last FY (\$)^(1)	Aggregate Earnings in Last FY (\$)	Aggregate Withdrawals/ Distributions (\$)^{(2)}	Aggregate Balance at Last FYE (\$)
Robert H. Gaughen, Jr.	-	603,666	-	603,666	-

Under this arrangement, in contrast to a deferred compensation arrangement under which the employer retains control of each year's amount and the employee receives a tax deferral until the amount is distributed to, or controlled by, him or her, the Bank's contributions each year are paid out to a trust established for the executive. The executive has immediate control over the full amount of the contribution, including the power to distribute it to himself or herself, and is taxed immediately on the full amount of the contribution in the year of contribution. Accordingly, the full contribution has been treated as having been distributed to the executive in the year of contribution. This type of trust is commonly called a secular trust, in contrast to a so-called rabbi trust which is controlled by the employer rather than by the executive and which involves no tax liability to the executive until the year in which the executive obtains control over the funds in the trust.

The Bank's current retirement plans are as follows:

*Executive Supplemental Retirement Agreements*. In 2002, the Bank established a supplemental employment retirement plan, as amended in 2003, 2006, 2007, and 2009 for the benefit of Mr. Robert H. Gaughen, Jr. and the Bank. There are three provisions of note that are currently incorporated in Mr. Gaughen's employment agreement:

• Supplemental Executive Retirement Plan ("SERP"): Under this plan, the Bank makes regular contributions to a secular trust controlled by Mr. Gaughen. Mr. Gaughen has immediate control over the full amount of the contribution, including the power to distribute it to himself, and is taxed immediately on the full amount of the contribution in the year of contribution. The Bank is entitled to an equivalent tax deduction in the year of contribution subject to limitation on deductions of compensation over \$1 million in total. The annual contributions from inception of the plan through Mr. Gaughen's anticipated year of retirement were scheduled when the plan was established and were designed so as to produce a sum of money (assuming investment gains of 6% per year) that would produce a certain retirement income to Mr. Gaughen of \$314,033 per year (assuming retirement at age 62 in 2011). On October 21, 2009, Mr. Gaughen's plan was

<sup>(1)</sup> This amount has been included in the summary compensation table in the columns headed "Change to Pension Value and Nonqualified Deferred Compensation Earnings" and "Total."

amended to continue payments beyond 2011 at the 2010 rate until such time as Mr. Gaughen retires. Mr. Gaughen assumes all investment risk and actuarial risk concerning the retirement amounts; the Bank has no obligation to guarantee the target retirement amounts. Expense related to these distributions amounted to \$603,666 for the year ended December 31, 2015.

- Bank Owned Life Insurance: In connection with the above SERP, the Bank purchased life insurance policies at a total cost of \$10,109,000 and contributed them to a rabbi trust. The purpose of the rabbi trust was to make distributions to the secular trust for the individual if the Bank did not make timely payment of the SERP contributions. The Bank owns the insurance policies held in the rabbi trust. In 2007, these policies were decoupled from the SERP plan and a fixed death benefit of \$4,000,000 was established payable to Mr. Gaughen's designated beneficiaries, provided that the death benefit will be reduced to \$2,183,000 upon his attaining the age of 80. This benefit was incorporated in Mr. Gaughen's employment agreement. The Bank makes annual non-cash charges against earnings in anticipation of this event. In 2015, these charges amounted to \$61,533, which amount is based on actuarial assumptions rather than on insurance premiums or contributions. The cash surrender value of all the insurance policies owned by the Bank at December 31, 2015 was \$11,697,000. The death benefit of the insurance policies owned by the Bank at December 31 2015 was approximately \$21,000,000.
- Post-Retirement Health Care: In 2006, Mr. Gaughen's employment agreement was revised to provide for post-retirement health insurance coverage. It was also amended to reflect his voluntary waiver of his right to accelerate payment of all supplemental retirement benefits upon early retirement on a date of his choosing. The Bank established an unfunded post retirement health benefit plan for Mr. Gaughen at that time and began making non-cash charges against earnings. In 2015, the Bank made non-cash charges of \$64,581 in accordance with generally accepted accounting principles, although no cash premiums or contributions were paid.

401(k) Plan. Each employee having completed three months of continuous service beginning with such employee's date of employment becomes a participant in the Bank's 401(k) plan, administered by the Savings Bank Employee Retirement Association. Each eligible employee may defer up to 75% of his or her income on a tax-favored basis pursuant to Internal Revenue Service guidelines. The Bank's matching contribution policy is to contribute \$0.50 for each dollar contributed by the employee up to a maximum matching contribution equal to 3% of the employee's yearly compensation. The Bank's matching contribution is limited to the IRS' maximum compensation limit of \$260,000. The Bank makes a contribution equal to 3% of yearly compensation for all 401(k) participants whether or not they choose to make any contributions. All participants become fully vested after two years of service or age 59½, if earlier. Bank officers participate in the plan on the same basis as all other employees.

Defined Benefit Plan: The Bank does not have a defined benefit retirement plan ("pension plan").

#### **Employment Agreements and Special Termination Agreements**

Robert H. Gaughen, Jr., the Bank's President and Chief Executive Officer, has entered into an employment agreement with the Bank dated November 20, 1995, which provides that Mr. Gaughen's salary is subject to review and adjustment no less frequently than annually, in an amount reflecting cost-of-living increases as well as any merit increases which the Board of Directors may consider appropriate. Mr. Gaughen's annual salary is currently \$1,100,000, and he is eligible to participate on an equitable basis in all of the Bank's bonus and fringe benefit plans, subject to applicable eligibility requirements. Furthermore, Mr. Gaughen's employment agreement provides that he may not be required to relocate outside the Bank's primary geographic area. The contract currently provides for a term ending in April 2018. Mr. Gaughen's employment agreement also incorporates by reference the retirement provisions detailed above (see *Executive Supplemental Retirement Agreements*). Unless either party gives written notice to the contrary, the term of the agreement shall be extended for successive one-year periods in April of each year, provided that the then remaining term of the contract never exceeds three years.

Patrick R. Gaughen, the Bank's Executive Vice President entered into an employment agreement with the Bank dated April 24, 2014, which provides that Mr. Gaughen's salary is subject to review and adjustment no less frequently than annually, in an amount reflecting cost-of-living increases as well as any merit increases which the Board of Directors may consider appropriate. Mr. Patrick Gaughen's annual salary is currently \$430,000, and he is eligible to participate on an equitable basis in all of the Bank's bonus and fringe benefit plans, subject to applicable eligibility requirements. Furthermore, Mr. Gaughen's employment agreement provides that he may not be required to relocate outside the Bank's primary geographic area. The contract currently provides for a term ending in April 2018. Unless either party gives written notice to the contrary, the term of the agreement shall be extended for successive one-year periods in April of each year, provided that the then remaining term of the contract never exceeds three years.

Robert A. Bogart, the Bank's Vice President and Treasurer, has entered into an employment agreement with the Bank dated April 28, 2011. Mr. Bogart's annual salary is currently \$318,000, and he is eligible to participate on an equitable basis in all of the Bank's bonus and fringe benefit plans, subject to applicable eligibility requirements. Furthermore, Mr. Bogart's employment agreement provides that he may not be required to relocate outside the Bank's primary geographic area. The contract is reviewed annually to determine whether it will be extended for one-year periods and currently provides for a term ending in April 2017.

Shawn T. Sullivan, the Bank's Vice President – Commercial Lending, has entered into an employment agreement with the Bank dated April 29, 1999. Mr. Sullivan's annual salary is currently \$306,340 and he is eligible to participate on an equitable basis in all of the Bank's bonus and fringe benefit plans, subject to applicable eligibility requirements. Furthermore, Mr. Sullivan's employment agreement provides that he may not be required to relocate outside the Bank's primary geographic area. The contract is reviewed annually to determine whether it will be extended for one-year periods and currently provides for a term ending in April 2017.

Michael J. Sinclair, the Bank's Vice President – Residential Lending, has entered into an employment agreement with the Bank dated April 30, 2012. Mr. Sinclair's annual salary is currently \$232,575 and he is eligible to participate on an equitable basis in all of the Bank's bonus and fringe benefit plans, subject to applicable eligibility requirements. Furthermore, Mr. Sinclair's employment agreement provides that he may not be required to relocate outside the Bank's primary geographic area. The contract is reviewed annually to determine whether it will be extended for one-year periods and currently provides for a term ending in April 2017.

Each of the employment agreements described above has similar termination and change-in-control provisions. In each of the agreements, the executive is prohibited from resigning as an employee during the term of the contract except with the Board's consent or in some circumstances following a change in control, as described below. Following any breach of this provision by the executive, the Bank is entitled, among other things, to have the executive enjoined from working for another bank or thrift institution in Plymouth, Barnstable or Norfolk Counties or certain other areas of Massachusetts during the remaining term. The Bank is entitled to terminate the executive at any time with or without cause. Termination without cause requires the payment of severance pay in amounts equal to the executive's salary over the remaining term of the contract, plus continuation of employee benefits during such period. Such payment is not to be reduced by any compensation which the executive may subsequently earn from other sources.

Special rules apply if there is a change in control (as defined in the agreements) of the Bank during the term of each of the employment agreements. If the executive were to be terminated by the Bank other than for cause in connection with or within one year after such a change in control, he or she would be entitled to receive a lump sum cash payment (in lieu of his or her regular severance pay) equal to a multiple of their average annual compensation with respect to the five most recent taxable years ending prior to such change in control (or such portion thereof as they were full-time employees of the Bank), less one dollar and less any special bonus paid in connection with the change in control (three times this amount, in the case of Mr. Robert Gaughen and Mr. Patrick Gaughen, and twice this amount, in the case of Mr. Bogart, Mr. Sullivan and Mr. Sinclair). If such lump sum cash payments had been made on December 31, 2015, the approximate amounts payable would have been \$4,563,333 for Mr. Robert Gaughen, \$940,956 for Patrick Gaughen \$535,411 for Mr. Bogart, \$609,601 for Mr. Sullivan and \$473,677 for Mr. Sinclair. If the executive were to terminate his or her employment voluntarily for good reason, as defined below, in connection with or within one year after a change in control, he or she would be entitled to receive a similar lump sum cash payment. "Good reason" includes a reduction in compensation, a forced relocation, material increase in the executive's duties, or a material decrease in the executive's position. The executive is not entitled to receive any of the foregoing payments to the extent that such payments would be considered excess "parachute payments" under the Internal Revenue Code of 1986, as amended. Federal legislation authorizes the Federal Deposit Insurance Corporation under certain circumstances to prohibit or limit payments that are contingent on the termination of a person's employment with an insured depository institution.

#### **More Information about Plans and Agreements**

The preceding discussion of executive compensation contains descriptions of various employee benefit plans and employment-related agreements. These descriptions are qualified in their entirety by reference to the full text or detailed descriptions of the plans and agreements which are filed as exhibits to the Bank's Annual Report on Form 10-K for the fiscal year ended December 31, 2015.

#### DIRECTOR COMPENSATION

Directors of the Bank receive \$1,200 for each Board of Directors meeting they attend. No such fees were paid to members of the Board of Directors who are also full-time employees of the Bank. The clerk of the Bank receives a stipend of \$10,500 per annum plus an additional fee of \$200 per meeting attended.

Each member of a committee of the Board of Directors receives \$1,200 for each committee meeting attended. The clerk and chairman of these committees each receive an additional fee of \$200 per meeting attended. None of these fees applies to any Director who is also an employee of the Bank. In addition to the above, Executive Committee members are required by statute and/or Bank policy to perform certain revaluations of commercial real estate loan collateral and construction loan inspections. Members are paid \$240 per construction inspection.

	Fees Earned or	Option	
Name	Paid in Cash (\$)	Awards $(\$)^{(1)}$	Total (\$)
Howard M. Berger	\$ 24,660	\$ -	\$ 24,660
Michael J. Desmond	48,935	-	48,935
Ronald D. Falcione	49,440	-	49,440
Kara Gaughen Smith	13,800	18,095	31,895
Kevin W. Gaughen	44,460	-	44,460
Patrick R. Gaughen	-	-	-
Robert H. Gaughen, Jr.	-	-	-
Julio R. Hernando	20,645	-	20,645
Brian T. Kenner	20,645	-	20,645
Robert A. Lane	44,460	-	44,460
Scott L. Moser	18,540	-	18,540
Stacey M. Page	19,445	-	19,445
Robert K. Sheridan	24,780	-	24,780
Edward L. Sparda	20,645	-	20,645
Geoffrey C. Wilkinson, Sr.	21,060	-	21,060
Jacqueline M. Youngworth	62,592	-	62,592

The amounts shown reflect the grant date fair value of the stock options computed in accordance with FASB ASC 718. Refer to the Bank's Form 10-K for the fiscal year ended December 31, 2015, filed on March 2, 2016 with the Federal Deposit Insurance Corporation, for the assumptions related to these awards. As of December 31, 2015, the aggregate number of shares subject to option awards outstanding for Directors were: Howard M. Berger (1,000); Michael J. Desmond (5,000); Ronald J. Falcione (2,000); Kevin W. Gaughen (2,000); Julio R. Hernando (1,000); Brian T. Kenner (2,500); Robert A. Lane (2,000); Scott L. Moser (1,000); Stacey M. Page (1,000); Robert K. Sheridan (1,000); Kara Gaughen Smith (1,000); Edward L. Sparda (1,000); Geoffrey C. Wilkinson, Sr. (1,000); and Jacqueline M. Youngworth (2,000).

#### Section 16(a) Beneficial Ownership Reporting Compliance

The Bank is required to identify in its annual proxy statement each officer, Director and 10% stockholder who has failed to file on a timely basis reports required by Section 16(a) of the Exchange Act. Robert Sheridan, a Director of the Bank, purchased 375 shares of the Bank's Common Stock on April 17, 2014 and on January 22, 2015 filed an amended Form 4 with the FDIC, to include the transaction that was omitted in previous filings.

#### **Compensation Committee Interlocks and Insider Participation**

The current members of the Nominating and Personnel Committee, the Bank's Compensation Committee, are Mr. Berger, Mr. Desmond and Mrs. Youngworth. No member of the Nominating and Personnel Committee was at any time during the fiscal year ended December 31, 2015 an employee of the Bank, and none was an officer of the Bank with the exception of Mrs. Youngworth, the Director who serves as the Bank's Clerk, nor has any member of the Nominating and Personnel Committee had any relationship with the Bank requiring disclosure under Item 404 of Regulation S-K under the Exchange Act.

None of the Bank's executive officers has served as a Director or member of the Compensation Committee (or other committee serving an equivalent function) of any other entity, one of whose executive officers served as a Director of or member of the Nominating and Personnel Committee.

#### CERTAIN TRANSACTIONS WITH MANAGEMENT AND ASSOCIATES

#### **Indebtedness of Management and Associates**

In November 1993, the Bank adopted a policy providing that the Bank will not extend credit (excluding passbook loans) to Directors, officers and other employees of the Bank. Any fully secured passbook loans were represented by the Bank's management at the time of the origination of such loans as having been made in the ordinary course of business and on substantially the same terms, including interest rates, as those prevailing at the time for comparable transactions with unaffiliated persons.

#### Other Transactions

The Bank may engage in additional transactions with, or use products or services of, Directors, nominees for Director, principal officers, principal stockholders or various organizations in which such persons may have interests or of which such persons may be Directors, nominees for Director, officers, partners or principal stockholders. With respect to the year ended December 31, 2015, unless specifically disclosed herein, any amounts so involved have in no case been material in relation to the business of the Bank, and it is believed that other than as described below, the amount involved in any such transaction or series of transactions did not exceed \$60,000 and was not otherwise material in relation to the business of any such person or other organization.

During 2015, the Bank paid legal fees to the law firm of Gaughen, Gaughen, Lane & Hernando in the amount of \$2,032,461 in connection with representation of the Bank in connection with commercial and residential mortgage loan originations, foreclosure and collection actions and certain other routine litigation. Additionally, this law firm received the sum of \$1,168,847 in agency fees for title insurance due them in

connection with loan originations. The Bank believes that the foregoing sums have been reasonable in relation to the services provided to the Bank. All of these services are provided pursuant to a written master agreement between the Bank and the law firm of Gaughen, Gaughen, Lane & Hernando. This agreement was reviewed and approved by the independent Directors of the Board. In accordance with the terms of this agreement, these fees are presented to the Board of Directors on a monthly basis. It is expected that the Bank will continue to have similar transactions with, and use the services of, the law firm of Gaughen, Gaughen, Lane & Hernando in the future. All of the above described legal fees and title insurance fees paid to the law firm of Gaughen, Gaughen, Lane & Hernando have been reimbursed to the Bank by its borrowers, with the exception of \$239,191. Directors Kevin W. Gaughen, Robert A. Lane and Julio R. Hernando are partners of Gaughen, Gaughen, Lane & Hernando.

It is expected that any future transactions between the Bank and its Directors, officers, holders of 5% or more of the shares of any class of its voting stock or any affiliates thereof will be on terms no less favorable to the Bank than could be obtained by the Bank in arm's length negotiation with unaffiliated third parties.

# PRINCIPAL STOCKHOLDERS: SECURITY OWNERSHIP OF MANAGEMENT

The following table sets forth information with respect to ownership of the Common Stock, the Bank's only voting security, by the Bank's Directors, nominees for Director and executive officers as of February 1, 2016. Information presented as to the Common Stock includes the number of shares beneficially owned by such person and the percentage of such number of shares to the total amount of Common Stock outstanding in accordance with Rule 13d-3 under the Exchange Act.

Name of	Amount and Nature of	Percent
Beneficial Owner	Beneficial Ownership	of Class (1)
Howard M. Berger	6,625 (2)	*
Michael J. Desmond	7,877 (3)	*
Ronald D. Falcione	56,989 (4)	2.67
Kevin W. Gaughen	18,670 (5)	*
Patrick R. Gaughen	290,011 (6)	13.50
Robert H. Gaughen, Jr.	290,011 (6)	13.50
Julio R. Hernando	279,706 (7)	13.12
Brian J. Kenner	5,790 (8)	*
Robert A. Lane	259,724 (9)	12.18
Scott L. Moser	36,782 (10)	1.73
Stacey M. Page	9,804 (11)	*
Robert K. Sheridan	2,000 (12)	*
Kara Gaughen Smith	290,011 (6)	13.50
Edward L. Sparda	4,830 (13)	*
Geoffrey C. Wilkinson, Sr.	18,883 (14)	*
Jacqueline M. Youngworth	86,904 (15)	4.07
Robert A. Bogart	312 (16)	*

Name of	Amount and Nature of	Percent
Beneficial Owner	Beneficial Ownership	of Class (1)
Michael J. Sinclair	294 (17)	*
Shawn T. Sullivan	2,000 (18)	*
Directors, nominees for Director and	807,633 (19)	37.16 %
Executive Officers as a group (19 persons)		

(1) An asterisk denotes less than 1%.

- (2) Includes (i) 2,500 shares of Common Stock held directly by Mr. Berger, (ii) 3,125 shares of Common Stock held in Mr. Berger's wife's IRA account, and (iii) 1,000 shares of Common Stock issuable pursuant to stock options exercisable on or within 60 days of February 1, 2016.
- (3) Includes (i) 1,500 shares of Common Stock held directly by Mr. Desmond, (ii) 1,377 shares of Common Stock held by Mr. Desmond's IRA account, (iii) 5,000 shares of Common Stock issuable pursuant to stock options exercisable on or within 60 days of February 1, 2016.
- (4) Includes (i) 48,325 shares of Common Stock held directly by Mr. Falcione, (ii) 4,664 shares held by Dorothy E. Falcione, his wife, and (iii) 2,000 shares of Common Stock that Mr. Falcione owns jointly with his wife, and (iv) 2,000 shares of Common Stock issuable pursuant to stock options exercisable on or within 60 days of February 1, 2016.
- (5) Includes (i) 564 shares of Common Stock held in Mr. Gaughen's IRA account, (ii) 1,179 shares of Common Stock held directly by Mr. Gaughen, (iii) 2,869 shares of Common Stock held directly by Beverly Gaughen, Mr. Gaughen's wife, (iv) 12,058 shares of Common Stock held by the Gaughen Family Irrevocable Trust u/d/t 7/14/97 of which Mr. Gaughen is a trustee and beneficiary of, Kevin W. Gaughen Subtrust and (v) 2,000 shares of Common Stock issuable pursuant to stock options exercisable on or within 60 days of February 1, 2016.
- Includes (i) 70,000 shares held in the Achill Island 2012 Irrevocable Trust, of which Robert H. Gaughen (6) Jr. and Patrick R. Gaughen are Co-Trustees and in which Robert H. Gaughen Jr. disclaims any beneficial ownership and voting authority is shared subject to the Gaughen Family Bank Stock Agreement III (GFBSA III) as detailed below, (ii) 70,843 shares held in the Ballina 2012 Irrevocable Trust, of which Margaret A. Corrigan and Patrick R. Gaughen are Co-Trustees and in which Margaret A. Corrigan disclaims any beneficial ownership and for which voting authority is shared subject to GFBSA III, (iii) 23,591 shares held in Robert H. Gaughen Jr.'s Individual Retirement Account for which voting authority is shared subject to GFBSA III and in which Patrick R. Gaughen and Kara Gaughen Smith disclaim any beneficial interest, (iv) 40,246 shares held directly by Robert H. Gaughen Jr. for which voting authority is shared subject to GFBSA III and in which Patrick R. Gaughen and Kara Gaughen Smith disclaim any beneficial interest, (v) 6,375 shares held in Robert H. Gaughen Jr.'s Savings Bank Employee Retirement Association (SBERA) account for which voting authority is shared subject to GFBSA III and in which Patrick R. Gaughen and Kara Gaughen Smith disclaim any beneficial interest, (vi) 1,145 shares held in Patrick R. Gaughen's SBERA account for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen Jr. and Kara Gaughen Smith disclaim any beneficial interest, (vii) 1,583 shares held in Patrick R. Gaughen's Individual Retirement Account (IRA) for which voting authority is shared subject to GFBSA III and in which Kara Gaughen Smith and Robert H. Gaughen Jr. disclaim any

beneficial interest, (viii) 1,737 shares held in Katherine L. Gaughen's Individual Retirement Account (IRA) for which voting authority is shared subject to GFBSA III and in which Kara Gaughen Smith and Robert H. Gaughen Jr. disclaim any beneficial interest, (ix) 31,090 shares held directly by Margaret A. Corrigan for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen Jr., Patrick R. Gaughen, and Kara Gaughen Smith disclaim any beneficial interest, (x) 22,146 shares held by Margaret A. Corrigan in her Individual Retirement Account (IRA) for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen Jr., Patrick R. Gaughen and Kara Gaughen Smith disclaim any beneficial interest, (xi) 1,824 shares held by Patrick R. Gaughen and Katherine L. Gaughen and for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen and Kara Gaughen Smith disclaim any beneficial interest, (xii) 9 shares held by Patrick Gaughen as custodian for his minor daughter, Elizabeth Ann Gaughen, and for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen Jr. and Kara Gaughen Smith disclaim any beneficial interest (xiii) 3 shares held by Patrick R. Gaughen as custodian for his minor son, Benjamin Patrick Gaughen and for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen Jr. and Kara Gaughen Smith disclaim any beneficial interest, (xiv) 3 shares held by Patrick R. Gaughen as custodian for his minor son, John Robert Gaughen, and for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen Jr. and Kara Gaughen Smith disclaim any beneficial interest, (xv) 38 shares held in Patrick R. Gaughen's Roth IRA Account and for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen Jr. and Kara Gaughen Smith disclaim any beneficial interest (xvi) 1.378 shares held by Kara Gaughen Smith directly, for which voting authority is shared subject to GFBSA III, (xvii) 10,000 shares of Common Stock issuable to Patrick R. Gaughen pursuant to stock options exercisable on or within 60 days of February 1, 2016 and for which voting authority would be shared subsequent to exercise subject to GFBSA III (xvii) 7,000 shares of Common Stock issuable to Robert H. Gaughen Jr. pursuant to stock options exercisable on or within 60 days of February 1, 2016 and for which voting authority would be shared subject to GFBSA III. and (xviii) 1.000 shares of Common Stock issuable to Kara Gaughen Smith pursuant to stock options exercisable on or within 60 days of February 1, 2016 and for which voting authority would be shared subject to GFBSA III. The Gaughen Family Bank Stock Agreement III (GFBSA III) dated 12 January 2015, to which Robert H. Gaughen Jr., Patrick R. Gaughen, Margaret A. Corrigan, and Kara Gaughen Smith are parties, is an agreement that to the extent permissible by law and regulation, the parties shall jointly share all voting authority over all shares of the common stock of Hingham Institution for Savings currently or in the future held by any of the parties to the agreement, whether individually or in a fiduciary capacity. This agreement was in force as of the Record Date.

(7) Includes (i) 1,103 shares of Common Stock held by Mr. Hernando's IRA account, (ii) 23,434 shares of Common Stock which Mr. Hernando owns jointly with Jill Hernando, his wife, (iii) 233 shares of Common Stock held by the IRA account of Jill Hernando, Mr. Hernando's wife, (iv) 1,000 shares of Common Stock issuable pursuant to stock options exercisable on or within 60 days of February 2, 2016, (v) 20,591 shares of Common Stock held by the Consentino Family Trust u/d/t 8/29/00, of which Mr. Hernando shares voting and dispositive power as a co-trustee and as to which Mr. Hernando disclaims any beneficial ownership, (vi) 61,500 shares of Common Stock held by the Ruth M. Consentino Trust u/d/t 8/29/00, of which Mr. Hernando shares voting and dispositive power as a co-trustee and as to which Mr. Hernando disclaims any beneficial ownership, (vii) 8,076 shares of Common Stock held by the James V. Consentino Trust u/d/t 2/20/01, of which Mr. Hernando shares voting and dispositive power as a co-trustee and as to which Mr. Hernando disclaims any beneficial ownership, (viii) 7,500 shares of Common Stock held by the Consentino Family Trust II u/d/t 10/24/07, of which

Mr. Hernando shares voting and dispositive power as a co-trustee and as to which Mr. Hernando disclaims any beneficial ownership, (ix) 17,704 shares of Common Stock held by Bay State Investment LLC of which Mr. Hernando shares voting and dispositive power as a manager and as to which Mr. Hernando disclaims any beneficial ownership, (x) 19,672 shares of Common Stock held by the Youngworth Family Investment Trust of which Mr. Hernando shares voting and dispositive power as a trustee and as to which Mr. Hernando disclaims any beneficial ownership, (xi) 393 shares of Common Stock held by the Shane Ryan Trust of which Mr. Hernando shares voting and dispositive power as a trustee and as to which Mr. Hernando disclaims any beneficial ownership, (xii) 32,786 shares of Common Stock held by the Jacqueline M. Youngworth G.P.O. Revocable Trust of which Mr. Hernando shares voting and dispositive power as a trustee and as to which Mr. Hernando disclaims any beneficial ownership, (xiii) 39,302 shares of Common Stock held by the Consentino Family Trust III of which Mr. Hernando shares voting and dispositive power as a co-trustee and as to which Mr. Hernando disclaims any beneficial ownership, (xiv) 11,603 shares of Common Stock held by the Shane Ryan Investment Trust of which Mr. Hernando shares voting and dispositive power as a trustee and as to which Mr. Hernando disclaims any beneficial ownership, (xv) 11,603 shares of Common Stock held by the Thomas H. Youngworth Jr. Investment Trust of which Mr. Hernando shares voting and dispositive power as a trustee and as to which Mr. Hernando disclaims any beneficial ownership, (xvi) 11,603 shares of Common Stock held by the Kim L. Youngworth Investment Trust of which Mr. Hernando shares voting and dispositive power as a trustee and as to which Mr. Hernando disclaims any beneficial ownership, and (xvii) 11,603 shares of Common Stock in the Dawn A. Ryan Investment Trust of which Mr. Hernando shares voting and dispositive power as a trustee and as to which Mr. Hernando disclaims any beneficial ownership.

- (8) Includes (i) 1,675 shares of Common Stock that Mr. Kenner owns jointly with his wife, (ii) 1,015 shares of Common Stock held by Mr. Kenner's IRA account, (iii) 600 shares of Common Stock held by David Kenner as to which Mr. Kenner has trading authority, and (iv) 2,500 shares of Common Stock issuable pursuant to stock options exercisable on or within 60 days of February 2, 2016.
- (9) Includes (i) 32,635 shares of Common Stock held directly by Mr. Lane, (ii) 2,578 shares of Common Stock held by Mr. Lane's IRA account, (iii) 1,807 shares of Common Stock held by the IRA account of Martha Lane, Mr. Lane's wife, (iv) 13,180 shares of Common Stock held directly by Mrs. Lane, (v) 2,000 shares of Common Stock issuable pursuant to stock options exercisable on or within 60 days of February 1, 2016, (vi) 20,591 shares of Common Stock held by the Consentino Family Trust u/d/t 8/29/00, of which Mr. Lane shares voting and dispositive power as a co-trustee and as to which Mr. Lane disclaims any beneficial ownership, (vii) 61,500 shares of Common Stock held by the Ruth M. Consentino Trust u/d/t 8/29/00, of which Mr. Lane shares voting and dispositive power as a co-trustee and as to which Mr. Lane disclaims any beneficial ownership, (viii) 8,076 shares of Common Stock held by the James V. Consentino Trust u/d/t 2/20/01, of which Mr. Lane shares voting and dispositive power as a co-trustee and as to which Mr. Lane disclaims any beneficial ownership, (ix) 7,500 shares of Common Stock held by the Consentino Family Trust II u/d/t 10/24/07, of which Mr. Lane shares voting and dispositive power as a co-trustee and as to which Mr. Lane disclaims any beneficial ownership, (x) 17,704 shares of Common Stock held by Bay State Investment LLC of which Mr. Lane shares voting and dispositive power as a manager and as to which Mr. Lane disclaims any beneficial ownership, (xi) 19,672 shares of Common Stock held by the Youngworth Family Investment Trust of which Mr. Lane shares voting and dispositive power as a trustee and as to which Mr. Lane disclaims any beneficial ownership, (xii) 393 shares of Common Stock held by the Shane Ryan Trust of which Mr. Lane shares

voting and dispositive power as a trustee and as to which Mr. Lane disclaims any beneficial ownership, (xiii) 32,786 shares of Common Stock held by the Jacqueline M. Youngworth G.P.O. Revocable Trust of which Mr. Lane shares voting and dispositive power as a trustee and as to which Mr. Lane disclaims any beneficial ownership, and (xiv) 39,302 shares of Common Stock held by the Consentino Family Trust III of which Mr. Lane shares voting and dispositive power as a co-trustee and as to which Mr. Lane disclaims any beneficial ownership.

- Includes (i) 1,150 shares of Common Stock held directly by Mr. Moser, (ii) 1,000 shares of Common (10)Stock issuable pursuant to stock options exercisable on or within 60 days of February 1, 2016, (iii) 4,118 shares of Common Stock which represents Mr. Moser's interest as a beneficiary of the Consentino Family Trust u/d/t 8/29/00 which holds 20,591 shares of Common Stock, (iv) 1,500 shares of Common Stock which represents Mr. Moser's interest as a beneficiary of the Consentino Family Trust II u/d/t 10/24/07 which holds 7,500 shares of Common Stock, (v) 1,500 shares of Common Stock held by the Alexa Margaret Adams Trust of which Mr. Moser is a co-trustee, (vi) 1,500 shares of Common Stock held by the Jared I. Moser Trust of which Mr. Moser is a co-trustee. Jared I. Moser is Mr. Moser's son, (vii) 1,500 shares of Common Stock held by the Shana Ella Moser Trust of which Mr. Moser is a cotrustee. Shana Ella Moser is Mr. Moser's daughter, (viii) 1,500 shares of Common Stock held by the Ava Ruth Adams Trust of which Mr. Moser is a co-trustee, (ix) 1,500 shares of Common Stock held by the Charlotte Moser Trust of which Mr. Moser is a co-trustee, (x) 1,500 shares of Common Stock held by the Gavin R. Moser Trust of which Mr. Moser is a co-trustee. Gavin R. Moser is Mr. Moser's son, (xi) 1,500 shares of Common Stock held by the Grace Irene Moser Trust of which Mr. Moser is a cotrustee, (xii) 8,076 shares of Common Stock in which Mr. Moser is the beneficiary of the James V. Consentino Trust u/d/t 2/20/01, (xiii) 476 shares of Common Stock held by the Cashel Deluca Trust of which Mr. Moser is a co-trustee, (xiv) 476 shares of Common Stock held by the Benjamin J. Moser Trust of which Mr. Moser is a co-trustee, (xv) 476 shares of Common Stock held by the Elyse G. Moser Trust of which Mr. Moser is a co-trustee, (xvi) 300 shares of Common Stock held by Mr. Moser's IRA account, (xvii) 7,860 shares of Common Stock which represents Mr. Moser's interest as a beneficiary of the Consentino Family Trust III which holds 39,302 shares of Common Stock and (xviii) 850 shares of Common Stock that Mr. Moser owns jointly with his wife.
- (11) Includes (i) 2,262 shares of Common Stock held directly by Mrs. Page, (ii) 6,542 shares of Common Stock which Mrs. Page owns jointly with David B. Page, her husband, and (iii) 1,000 shares of Common Stock issuable pursuant to stock options exercisable on or within 60 days of February 1, 2016.
- (12) Includes (i) 1,000 shares of Common Stock held directly by Mr. Sheridan and (ii) 1,000 shares of Common Stock issuable pursuant to stock options exercisable on or within 60 days of February 1, 2016.
- (13) Includes (i) 3,830 shares of Common Stock which Mr. Sparda owns jointly with Chris E. Sparda, his son and (ii) 1,000 shares of Common Stock issuable pursuant to stock options exercisable on or within 60 days of February 1, 2016.
- Includes (i) 11,921 shares of Common Stock which Mr. Wilkinson, Sr. owns jointly with Nancy S. Wilkinson, his wife, (ii) 2,587 shares of Common Stock held by New England Combustion Products owned by Mr. Wilkinson, (iii) 1,500 shares of Common Stock held by Mr. Wilkinson's IRA account, (iv) 1,875 shares of Common Stock held directly by Nancy S. Wilkinson, his wife, and (v) 1,000 shares of Common Stock issuable pursuant to stock options exercisable on or within 60 days of February 1, 2016.

- (15) Includes (i) 17,704 shares of Common Stock held by Bay State Investment LLC, as to which Mrs. Youngworth is a beneficiary thereof, (ii) 32,786 shares of Common Stock held by the Jacqueline M. Youngworth G.P.O. Revocable Trust which Mrs. Youngworth is a beneficiary thereof, (iii) 33,414 shares of Common Stock held by the Youngworth Security Trust U/DEC which Mrs. Youngworth is a trustee and beneficiary thereof, (iv) 1,000 shares of Common Stock held by the Estate of Thomas H. Youngworth, Sr. which Mrs. Youngworth is executrix of, and (v) 2,000 shares of Common Stock issuable pursuant to stock options exercisable on or within 60 days of February 1, 2016.
- (16) Comprised of 312 shares of Common Stock held in Mr. Bogart's IRA account.
- (17) Comprised of 294 shares of Common Stock held by Kimberley A. Sinclair, Mr. Sinclair's wife.
- (18) Comprised of 2,000 shares of Common Stock issuable pursuant to stock options which may be exercised by Mr. Sullivan on or within 60 days of February 1, 2016.
- (19) Shared voting and dispositive power as co-trustees of 20,591 shares of Common Stock held by the Consentino Family Trust u/d/t 8/29/00 is attributed to both Mr. Robert A. Lane and Mr. Julio R. Hernando in the above table. Mr. Lane and Mr. Hernando disclaim any beneficial ownership. Such shares are reflected in Mr. Lane's and Mr. Hernando's total and are counted only once in this total.

Shared voting and dispositive power as co-trustees of 61,500 shares of Common Stock held by the Ruth M. Consentino Trust u/d/t 8/29/00 is attributed to both Mr. Robert A. Lane and Mr. Julio R. Hernando in the above table. Mr. Lane and Mr. Hernando disclaim any beneficial ownership. Such shares are reflected in Mr. Lane's and Mr. Hernando's total and are counted only once in this total.

Shared voting and dispositive power as co-trustees of 8,076 shares of Common Stock held by the James V. Consentino Trust u/d/t 2/20/01 is attributed to both Mr. Robert A. Lane and Mr. Julio R. Hernando in the above table. Mr. Lane and Mr. Hernando disclaim any beneficial ownership. Such shares are reflected in Mr. Lane's and Mr. Hernando's total and are counted only once in this total.

Shared voting and dispositive power as co-trustees of 7,500 shares of Common Stock held by the Consentino Family Trust II u/d/t 10/24/07 is attributed to both Mr. Robert A. Lane and Mr. Julio R. Hernando in the above table. Mr. Lane and Mr. Hernando disclaim any beneficial ownership. Such shares are reflected in Mr. Lane's and Mr. Hernando's total and are counted only once in this total.

Mr. Moser's interest as a beneficiary of 4,118 shares of the Consentino Family Trust, of 7,860 shares of the Consentino Family Trust III, and 1,500 shares of the Consentino Family Trust II and Mr. Moser's interest as a contingent beneficiary of 8,076 shares of the James V. Consentino Trust are part of the total shares owned by these trusts. Such shares are reflected above and are counted only once in this total.

Shared voting and dispositive power as managers of 17,704 shares of Common Stock held by the Bay State Investment LLC is attributed to both Mr. Robert A. Lane and Mr. Julio R. Hernando in the above table. Mr. Lane and Mr. Hernando disclaim any beneficial ownership. Such shares are reflected in Mrs. Youngworth's total and are counted only once in this total.

Shared voting and dispositive power as trustees of 19,672 shares of Common Stock held by the Youngworth Family Investment Trust is attributed to both Mr. Robert A. Lane and Mr. Julio R.

Hernando in the above table. Mr. Lane and Mr. Hernando disclaim any beneficial ownership. Such shares are reflected in Mr. Lane's and Mr. Hernando's total and are counted only once in this total.

Shared voting and dispositive power as trustees of 393 shares of Common Stock held by the Shane Ryan Trust is attributed to both Mr. Robert A. Lane and Mr. Julio R. Hernando in the above table. Mr. Lane and Mr. Hernando disclaim any beneficial ownership. Such shares are reflected in Mr. Lane's and Mr. Hernando's total and are counted only once in this total.

Shared voting and dispositive power as trustees of 32,786 shares of Common Stock held by the Jacqueline M. Youngworth G.P.O. Revocable Trust is attributed to both Mr. Robert A. Lane and Mr. Julio R. Hernando in the above table. Mr. Lane and Mr. Hernando disclaim any beneficial ownership. Such shares are reflected in Mrs. Youngworth's total and are counted only once in this total.

Shared voting and dispositive power as co-trustees of 39,302 shares of Common Stock held by the Consentino Family Trust III is attributed to both Mr. Robert A. Lane and Mr. Julio R. Hernando in the above table. Mr. Lane and Mr. Hernando disclaim any beneficial ownership. Such shares are reflected in Mr. Lane's and Mr. Hernando's total and are counted only once in this total.

Includes (i) 70,000 shares held in the Achill Island 2012 Irrevocable Trust, of which Robert H. Gaughen Jr. and Patrick R. Gaughen are Co-Trustees and in which Robert H. Gaughen Jr. disclaims any beneficial ownership and voting authority is shared subject to the Gaughen Family Bank Stock Agreement III (GFBSA III) as detailed below, (ii) 70,843 shares held in the Ballina 2012 Irrevocable Trust, of which Margaret A. Corrigan and Patrick R. Gaughen are Co-Trustees and in which Margaret A. Corrigan disclaims any beneficial ownership and for which voting authority is shared subject to GFBSA III, (iii) 23,591 shares held in Robert H. Gaughen Jr.'s Individual Retirement Account for which voting authority is shared subject to GFBSA III and in which Patrick R. Gaughen and Kara Gaughen Smith disclaim any beneficial interest, (iv) 40,246 shares held directly by Robert H. Gaughen Jr. for which voting authority is shared subject to GFBSA III and in which Patrick R. Gaughen and Kara Gaughen Smith disclaim any beneficial interest, (v) 6,375 shares held in Robert H. Gaughen Jr.'s Savings Bank Employee Retirement Association (SBERA) account for which voting authority is shared subject to GFBSA III and in which Patrick R. Gaughen and Kara Gaughen Smith disclaim any beneficial interest, (vi) 1,145 shares held in Patrick R. Gaughen's SBERA account for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen Jr. and Kara Gaughen Smith disclaim any beneficial interest, (vii) 1,583 shares held in Patrick R. Gaughen's Individual Retirement Account (IRA) for which voting authority is shared subject to GFBSA III and in which Kara Gaughen Smith and Robert H. Gaughen Jr. disclaim any beneficial interest, (viii) 1,737 shares held in Katherine L. Gaughen's Individual Retirement Account (IRA) for which voting authority is shared subject to GFBSA III and in which Kara Gaughen Smith and Robert H. Gaughen Jr. disclaim any beneficial interest, (ix) 31,090 shares held directly by Margaret A. Corrigan for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen Jr., Patrick R. Gaughen, and Kara Gaughen Smith disclaim any beneficial interest, (x) 22,146 shares held by Margaret A. Corrigan in her Individual Retirement Account (IRA) for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen Jr., Patrick R. Gaughen and Kara Gaughen Smith disclaim any beneficial interest, (xi) 1,824 shares held by Patrick R. Gaughen and Katherine L. Gaughen and for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen and Kara Gaughen Smith disclaim any beneficial interest, (xii) 9 shares held by Patrick Gaughen as custodian for his minor daughter, Elizabeth Ann Gaughen, and for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen Jr. and Kara Gaughen Smith disclaim any

beneficial interest (xiii) 3 shares held by Patrick R. Gaughen as custodian for his minor son, Benjamin Patrick Gaughen and for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen Jr. and Kara Gaughen Smith disclaim any beneficial interest, (xiv) 3 shares held by Patrick R. Gaughen as custodian for his minor son, John Robert Gaughen, and for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen Jr. and Kara Gaughen Smith disclaim any beneficial interest, (xv) 38 shares held in Patrick R. Gaughen's Roth IRA Account and for which voting authority is shared subject to GFBSA III and in which Robert H. Gaughen Jr. and Kara Gaughen Smith disclaim any beneficial interest (xvi) 1,378 shares held by Kara Gaughen Smith directly, for which voting authority is shared subject to GFBSA III, (xvii) 10,000 shares of Common Stock issuable to Patrick R. Gaughen pursuant to stock options exercisable on or within 60 days of February 1, 2016 and for which voting authority would be shared subsequent to exercise subject to GFBSA III (xvii) 7,000 shares of Common Stock issuable to Robert H. Gaughen Jr. pursuant to stock options exercisable on or within 60 days of February 1, 2016 and for which voting authority would be shared subject to GFBSA III, and (xviii) 1,000 shares of Common Stock issuable to Kara Gaughen Smith pursuant to stock options exercisable on or within 60 days of February 1, 2016 and for which voting authority would be shared subject to GFBSA III. The Gaughen Family Bank Stock Agreement III (GFBSA III) dated 12 January 2015, to which Robert H. Gaughen Jr., Patrick R. Gaughen, Margaret A. Corrigan, and Kara Gaughen Smith are parties, is an agreement that to the extent permissible by law and regulation, the parties shall jointly share all voting authority over all shares of the common stock of Hingham Institution for Savings currently or in the future held by any of the parties to the agreement, whether individually or in a fiduciary capacity. This agreement was in force as of the Record Date. These shares are subject to the terms and provisions of the GFBSA III and are reflected in Mr. Robert H. Gaughen, Jr.'s and Mr. Patrick R. Gaughen's total and are counted only once in this total.

# PRINCIPAL STOCKHOLDERS: PERSONS OWNING MORE THAN FIVE PERCENT OF COMMON STOCK

The following table sets forth information with respect to the ownership of the Common Stock by persons (including any "group" as that term is used in Rule 13d-3 of the Exchange Act) who are known to be the beneficial owners of more than five percent (5%) of the Common Stock of the Bank as of February 1, 2016. Information presented as to the Common Stock includes the number of shares beneficially owned by such person and the percentage of such number of shares to the total amount of Common Stock outstanding.

Name and Address of Beneficial Owner	Amount and Nature of Beneficial Ownership (1)	Percent of Class
Patrick R. Gaughen (2) 101 Hobart Street Hingham, MA 02043	290,011	13.50 %
Robert H. Gaughen, Jr. (2) 694 Main Street Hingham, MA 02043 and Margaret Corrigan (2) 351 Forest Avenue Cohasset, MA 02025	290,011	13.50 %
Kara Gaughen Smith (2) 68 Piggott Rd. Medford, MA 02115	290,111	13.50%
Julio R. Hernando (3) 9 Heather Avenue Milton, MA 02186	279,706	13.12 %
Robert A. Lane (4) 155 Country Club Way Kingston, MA 02364	259,724	12.10 %

<sup>(1)</sup> Sole voting and investment power, except as noted in the footnotes to the Management Stockholder Table. See "PRINCIPAL STOCKHOLDERS: SECURITY OWNERSHIP OF MANAGEMENT."

<sup>(2)</sup> See footnote 6 to the previous table.

<sup>(3)</sup> See footnote 7 to the previous table.

<sup>(4)</sup> See footnote 9 to the previous table.

#### **ELECTION OF CLERK**

(Notice Item 2)

At the Meeting, the Clerk is to be elected to hold office until the next annual meeting and until his or her successor is duly elected and qualified. It is the responsibility of the Clerk to maintain a complete and accurate record of all votes and proceedings of the stockholders and of the Board of Directors at their respective meetings, as well as to perform such additional duties as the Board of Directors may from time to time determine

The Board of Directors recommends that Jacqueline M. Youngworth be elected as Clerk of the Bank, to serve until the next annual meeting and until her successor is duly elected and qualified or until her earlier resignation, death or removal.

Mrs. Youngworth has served as a Director of the Bank since 1997 and as Clerk since 2015. Mrs. Youngworth has never been employed by the Bank. Biographical information about Mrs. Youngworth is set forth under "ELECTION OF DIRECTORS."

Unless contrary instructions are given, shares represented by proxies solicited by the Board of Directors will be voted FOR the election of Jacqueline M. Youngworth as Clerk of the Bank to serve until the next annual meeting and until her successor is duly elected and qualified or until her earlier resignation, death or removal. A quorum being present, the affirmative vote of the holders of a plurality of shares is required to elect the Clerk of the Bank.

#### ADVISORY VOTE ON EXECUTIVE COMPENSATION

(Notice Item 3)

The Board of Directors is committed to excellence in governance and the development and retention of the highest quality management team. As part of that commitment, the Board of Directors is providing the Bank's stockholders with an annual opportunity to approve an advisory vote on the compensation of our named executive officers as disclosed pursuant to the compensation disclosure rules of the Securities and Exchange Commission, including the "Compensation Discussion and Analysis," the compensation tables and the related narrative discussion contained in this proxy statement.

This proposal, commonly known as a "say-on-pay" proposal, gives the Bank's stockholders the opportunity to endorse or not endorse the Bank's executive pay program and policies through the following resolution:

"RESOLVED, that the compensation paid to the Bank's named executive officers, as disclosed pursuant to the compensation disclosure rules of the Securities and Exchange Commission, including the Compensation Discussion and Analysis, compensation tables and related narrative discussion contained in the 2016 proxy statement is hereby approved."

As an advisory vote, this proposal is not binding upon the Bank. The Board of Directors and Nominating and Personnel Committee value the opinions expressed by our stockholders in their vote on this proposal and

will consider the outcome of the vote when making future compensation decisions for named executive officers. At our 2014 Annual Meeting, stockholders approved an advisory vote on executive compensation with approximately 99% of the shares present and voting on such matter voting in favor. At our 2015 Annual Meeting, stockholders approved an advisory vote on executive compensation with approximately 96% of the shares present and voting on such matter voting in favor. The Board of Directors believes that the support received from stockholders serve to validate the Bank's approach to compensation, and did not make any changes in 2014 and 2015 in response to the votes.

The Board of Directors recommends that the stockholders vote FOR the approval of the compensation of the Bank's named executive officers as disclosed pursuant to the Securities and Exchange Commission's compensation disclosure rules.

#### INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

The Audit Committee of the Board of Directors has selected the independent registered public accounting firm of Wolf & Company, P.C. ("Wolf"), to be the independent auditors of the Bank for the fiscal year ending December 31, 2016. Wolf has no direct or indirect financial interest in the Bank nor has it had any connection with the Bank in a capacity of promoter, voting trustee, Director, officer or employee. A representative of Wolf is expected to be present at the Annual Meeting to respond to appropriate questions and will have the opportunity to make a statement if such representative so desires.

Wolf has served as independent auditors of the Bank since July 23, 1993 and, prior to the year ending December 31, 1990, Wolf served as independent auditors of the Bank for more than ten years. For the two fiscal years ending December 31, 1991 and 1992 the Bank selected the firm of KPMG, independent certified public accountants, to be the Bank's independent auditors.

The consolidated financial statements of the Bank as of December 31, 2015 and 2014 and for each of the years in the three-year period ended December 31, 2015, have been audited by Wolf. All such financial statements are included in the Bank's Annual Report on Form 10-K for the fiscal year ended December 31, 2015, which may be obtained at www.hinghamsavings.com

The Audit Committee has adopted policies and procedures relating to the approval of all audit and non-audit services that are to be performed by the Bank's independent auditor. This policy provides that the Bank will not engage its independent auditor to render audit or non-audit services unless the service is specifically approved in advance by the Audit Committee or the engagement is entered into pursuant to appropriate pre-approval procedures. To date, the Bank has not adopted any pre-approval procedures.

#### **Audit Fees**

Wolf billed the Bank an aggregate of \$183,000 and \$178,700 in fees for professional services rendered in connection with the audit of the Bank's consolidated financial statements for the fiscal years ended December 31, 2015 and 2014, respectively, including reviews of the financial statements included in each of the Bank's Quarterly Reports on Form 10-Q. Additionally, the fees for both 2015 and 2014 included an audit of internal controls over financial reporting.

#### **Audit-Related Fees**

Wolf billed the Bank an aggregate of \$1,750 and \$1,700 in audit-related fees for professional services rendered to the Bank for the fiscal years ended December 31, 2015 and 2014, respectively. These fees related to agreed-upon procedures in connection with the Bank's Savings Bank Employee Retirement Association (SBERA) 401(k) plan.

#### **Tax Fees**

Wolf billed the Bank an aggregate of \$26,000 and \$28,000 in fees for tax related services rendered to the Bank and its affiliates for the fiscal years ended December 31, 2015 and 2014. These fees included the quarterly estimation of taxes due, the annual preparation of Federal and State tax returns for the Bank and its subsidiaries, and an annual tax planning meeting.

#### **All Other Fees**

Wolf did not bill the Bank for other fees for professional services for the fiscal years ended December 31, 2015 and 2014.

#### REPORT OF THE AUDIT COMMITTEE OF THE BOARD OF DIRECTORS

The Bank's management is responsible for the Bank's internal controls and financial reporting process. The Bank's independent registered public accounting firm is responsible for performing an independent audit of the Bank's consolidated financial statements, issuing an opinion on the conformity of those financial statements with generally accepted accounting principles, and issuing a report on internal control over financial reporting. The Audit Committee of the Board of Directors oversees the Bank's internal controls and financial reporting process on behalf of the Board of Directors.

The Audit Committee is currently composed of six members and acts under a written charter first adopted and approved in 1993. The Board has determined that all members of the Audit Committee are independent Directors, as defined by its charter, the applicable NASDAQ rules, and Part 363 of the FDIC Rules and Regulations. The Board has designated Robert K. Sheridan as the "Audit Committee Financial Expert" as that term is defined by the Securities and Exchange Commission in light of his experience as the long-serving president and CEO of the Savings Bank Life Insurance Company of Massachusetts.

The Audit Committee held four meetings during the fiscal year ended December 31, 2015. The Committee has met and held discussions with management and the independent registered public accounting firm. Management represented to the Audit Committee that the Bank's consolidated financial statements were prepared in accordance with generally accepted accounting principles and the Audit Committee has reviewed and discussed the consolidated financial statements with management and the independent registered public accounting firm. The Audit Committee discussed with the independent registered public accounting firm matters required to be discussed by Auditing Standard No. 16, Communication With Audit Committees, including the quality, not just the acceptability, of the accounting principles, the reasonableness of significant judgments and the clarity of the disclosures in the financial statements.

The Audit Committee has received the written disclosures and the letter from the independent registered public accounting firm required by the applicable requirements of the Public Company Accounting Oversight Board and has discussed with the independent registered public accounting firm the firm's independence from the Bank and its management.

The Audit Committee discussed with the Bank's independent registered public accounting firm the overall scope and plans for their audit. The Audit Committee meets with the independent registered public accounting firm, with and without management present, to discuss the results of their audit, their evaluation of the Bank's internal controls, and the overall quality of the Bank's financial reporting.

Based on its discussions with management and the independent auditor, and its review of the representations and information provided by management and the independent auditors, the Audit Committee recommended to the Board of Directors that the audited consolidated financial statements be included in the Bank's Annual Report on Form 10-K for the year ended December 31, 2015.

By the Audit Committee of the Board of Directors of Hingham Institution for Savings.

Howard M. Berger, Esq. Brian T. Kenner, Esq. Scott L. Moser Stacey M. Page Robert K. Sheridan Geoffrey C. Wilkinson, Sr.

#### **OTHER MATTERS**

The Board of Directors knows of no business which will be presented for consideration at the Meeting other than that set forth in this Proxy Statement. The enclosed form of proxy confers upon each proxy holder discretionary authority to vote the shares represented by such proxy in accordance with his or her best judgment with respect to any other matter which may be properly presented for action at the Meeting.

#### STOCKHOLDER PROPOSALS

No person who intends to present a proposal for action at the 2017 Annual Meeting of the Stockholders of the Bank may seek to have the proposal included in the proxy statement or form of proxy for the meeting unless that person (a) is a record or beneficial owner of shares of Common Stock representing at least \$2,000 in market value or 1% of the securities entitled to be voted on the proposal at the meeting, which shares have been continuously held by such person for at least one year, continue to be owned by such person at the time the proposal is submitted and through the date on which the meeting is held, (b) notifies the Bank in writing of his or her intention to appear personally or by appropriate representative at that meeting to present his or her proposal for action, (c) submits his or her proposal so that it is received at the Bank's principal executive office on or before November 14, 2016 for inclusion in the appropriate proxy statement and form of proxy relating to such meeting, and (d) otherwise satisfies the requirements of Rule 14a-8 under the Exchange Act. The Bank's By-Laws provide that any Director nominations and new business submitted by stockholders must be filed with

the Clerk of the Bank at least 90 days (January 28, 2017), but not more than 120 days (December 29, 2016), prior to the first anniversary of the preceding year's annual meeting unless the date of the annual meeting is advanced by more than 20 days, or delayed by more than 60 days, from the first anniversary of the preceding year's annual meeting, in which event the By-Laws state different notice requirements. The By-Laws also provide that no other nominations or proposals by stockholders shall be acted upon at the meeting. Therefore, proposals submitted prior to the deadline for consideration at the meeting but after the deadline for inclusion in the proxy statement will be placed on the agenda at the meeting but will not be included in the proxy statement. Any such proposal should be mailed to: Clerk, Hingham Institution for Savings, 55 Main Street, Hingham, MA 02043.

#### STOCKHOLDERS SHARING THE SAME ADDRESS

Some banks, brokers and other nominee record holders may be participating in the practice of "householding" proxy statements and annual reports. This means that only one copy of our proxy statement or annual report may have been sent to multiple stockholders in the same household. We will promptly deliver a separate copy of either document to any stockholder upon request submitted in writing to us in care of Robert H. Gaughen, Jr., President, Hingham Institution for Savings, 55 Main Street, Hingham, MA 02043, (781) 749-2200 or (800) 286-2800. Any stockholder who wants to receive separate copies of the annual report and proxy statement in the future, or who is currently receiving multiple copies and would like to receive only one copy for his or her household, should contact his or her bank, broker or other nominee record holder, or contact us at the above address and phone number.

#### **EXPENSES OF SOLICITATION**

The Bank will bear the cost of preparing, assembling and mailing the Notice, Proxy Statement and form of proxy for the Meeting. Solicitation of proxies will be primarily through the use of mails, but regular employees of the Bank may solicit proxies by personal interview, by telephone or by telegraph without additional remuneration therefore. The Bank will also provide persons, firms, banks and corporations holding shares in their names, or in the names of their nominees, which in either case are beneficially owned by others, with proxy materials for transmittal to such beneficial owners and will reimburse such record holders for their reasonable expenses in so doing. In addition, the Bank has retained Regan & Associates, Inc. to aid in the solicitation of proxies from individuals, brokers, bank nominees and other institutional holders for the 2016 Annual Meeting, for which a base fee of \$5,500 (plus out-of-pocket expenses) will be paid.

The Board of Directors would like to have you attend the Meeting in person. However, whether or not you expect to attend the Meeting, it is very important that your shares be represented. Therefore, it would be helpful if you would sign and date the enclosed form of proxy and promptly return it.

#### ANNUAL DISCLOSURE STATEMENT; ANNUAL REPORT ON FORM 10-K

The Bank's Annual Report on Form 10-K for the fiscal year ended December 31, 2015, as filed with the Federal Deposit Insurance Corporation, can be obtained at <a href="www.hinghamsavings.com">www.hinghamsavings.com</a> and constitutes the annual disclosure statement of the Bank and is also available to the public at the main office and each branch office of the Bank. In addition, a copy of the Bank's Annual Report on Form 10-K for the fiscal year ended December 31, 2015 (including exhibits), may be obtained without charge, by any stockholder of the Bank upon written request addressed to Robert H. Gaughen, Jr., President, Hingham Institution for Savings, 55 Main Street, Hingham, MA 02043, telephone (781) 749-2200 or (800) 286-2800. This Proxy Statement and the Bank's Annual Report on Form 10-K for the fiscal year ended December 31, 2015 are available electronically at <a href="www.hinghamsavings.com">www.hinghamsavings.com</a>. The Bank intends to make the same annually provided documents available in future years on the same website.

By Order of the Board of Directors,

Jaquelini M. Jagnest

Jacqueline M. Youngworth

Clerk

Dated: March 14, 2016