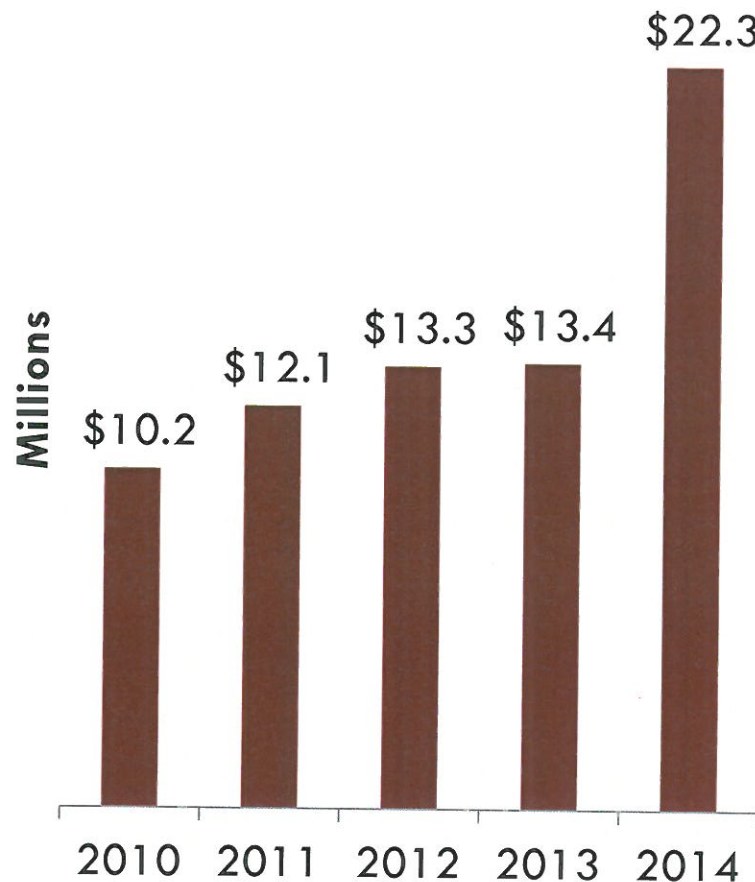


# HINGHAM INSTITUTION FOR SAVINGS

Annual Meeting of Shareholders - 2015

# Industry Leading Earnings

2

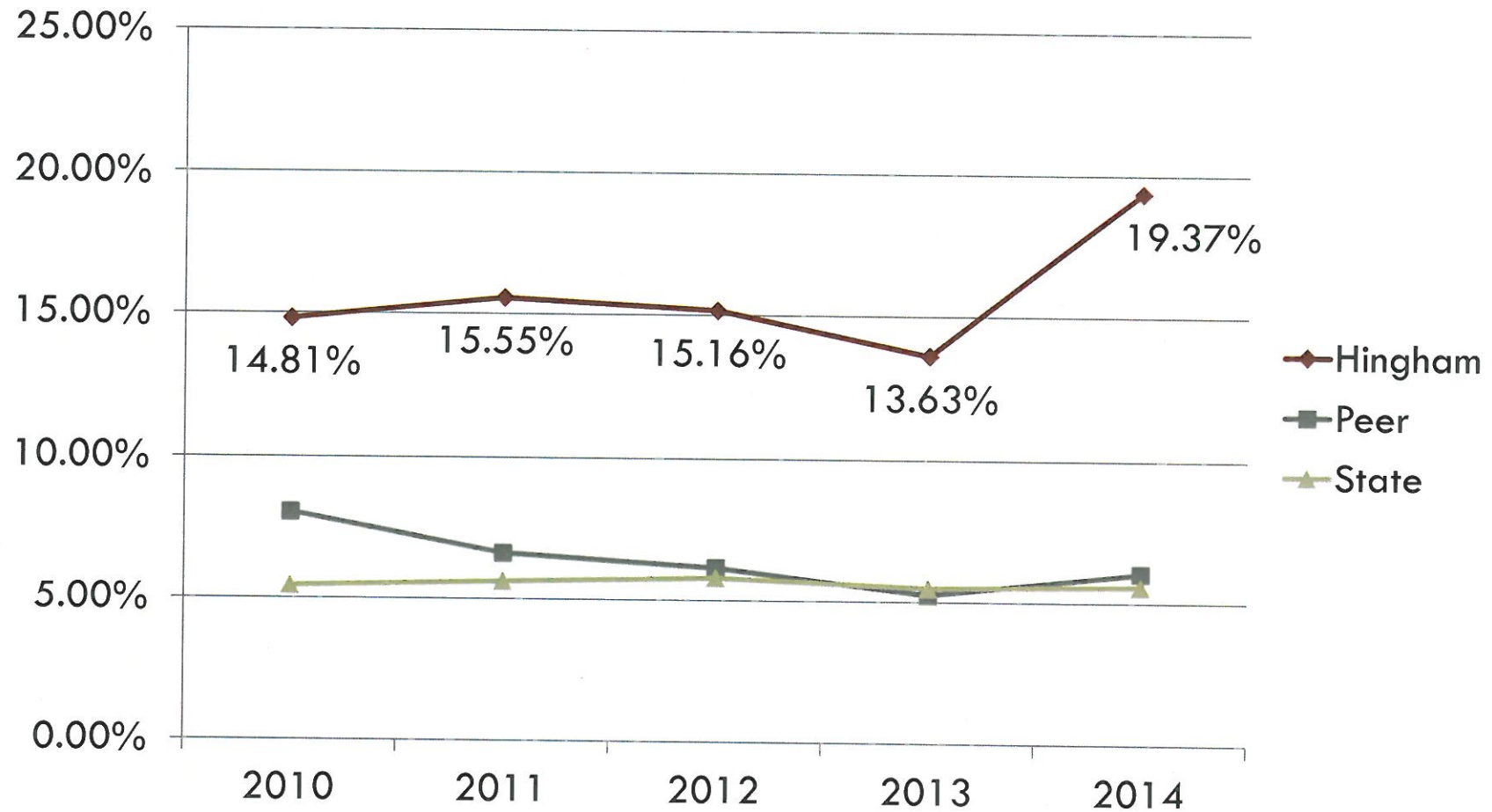


- 66% Increase in Earnings Per Share in 2014
- 2014 was 7<sup>th</sup> Consecutive Year of Record Earnings
- Excluding insurance transaction, operating earnings of \$16.5M (24% Increase)
- \$4.5M returned to shareholders in regular and special dividends



# Superior Return on Equity

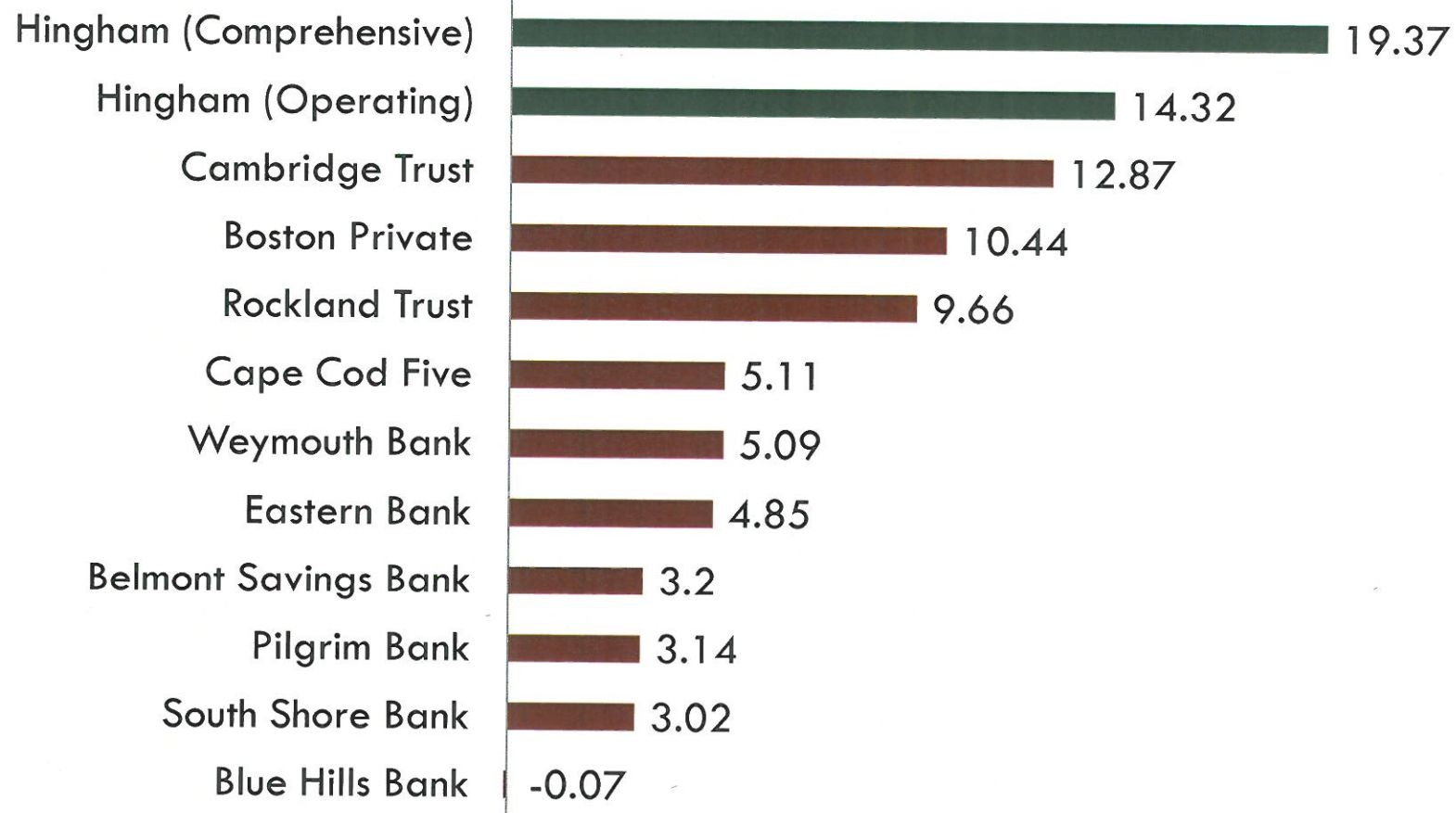
3



1st of 57 Savings Banks in MA – All Years

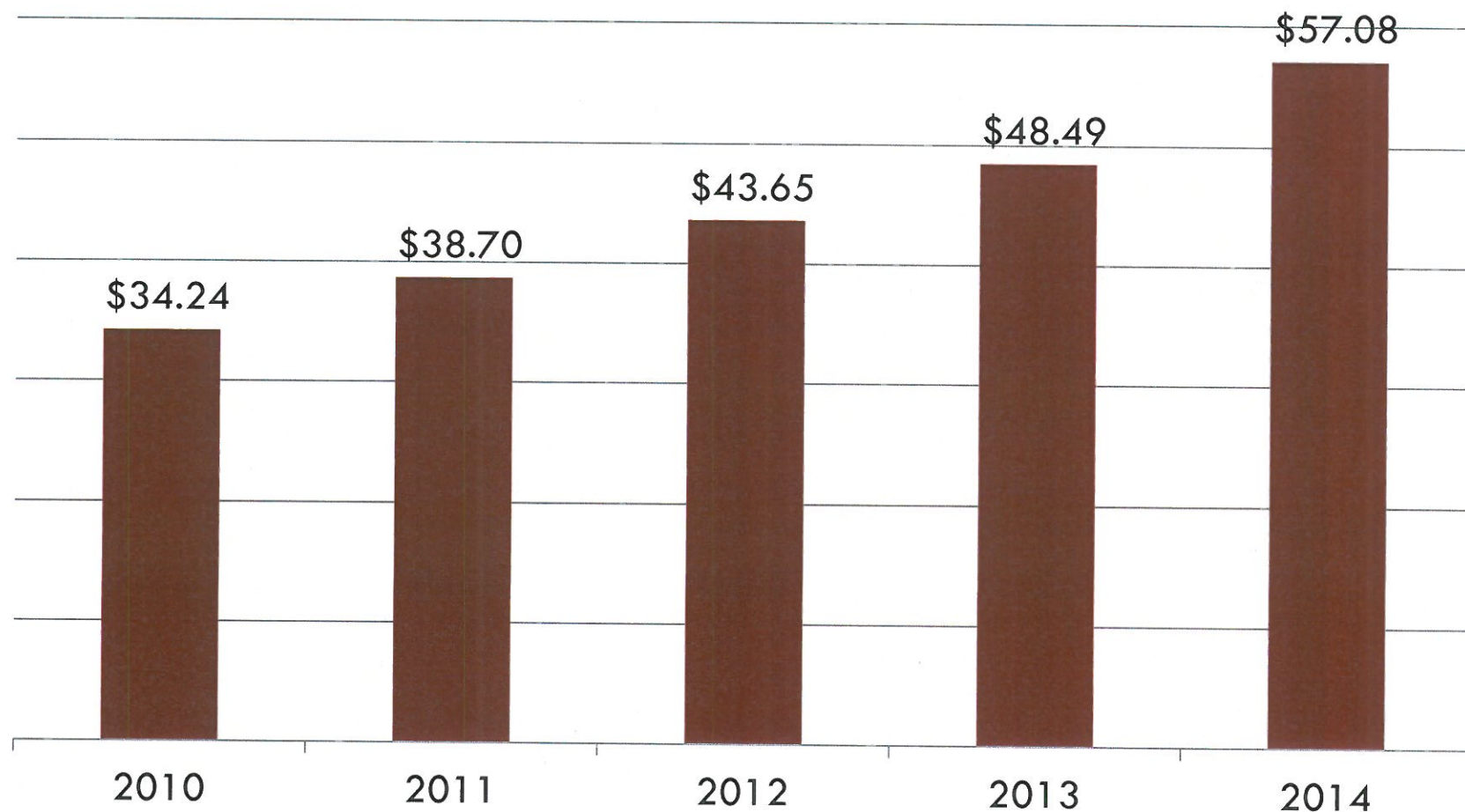
# Area Banks Return on Average Equity 2014

4



# Shareholder Equity – Book Value Per Share

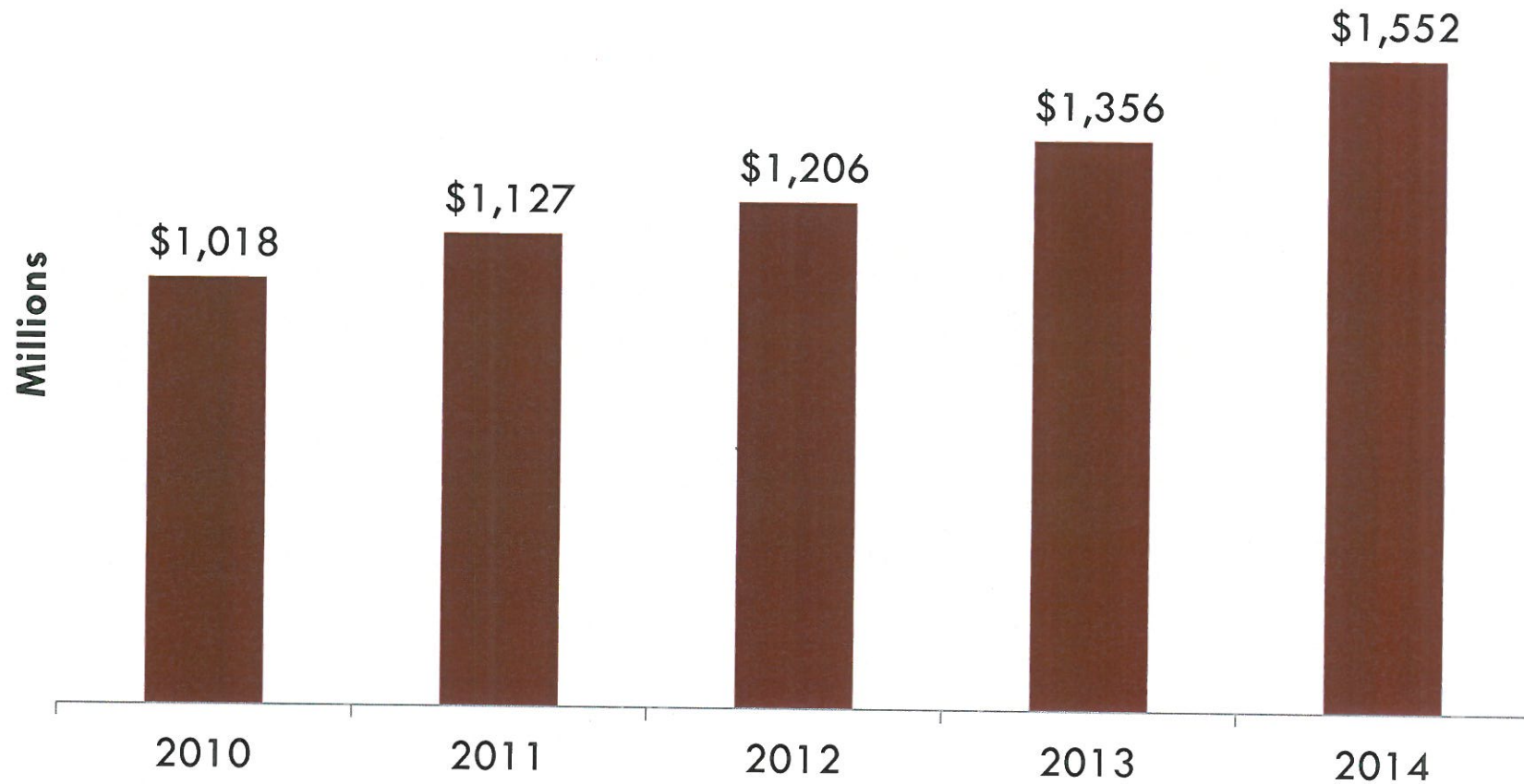
5



67% Total Growth Since 2010

# Disciplined Balance Sheet Growth

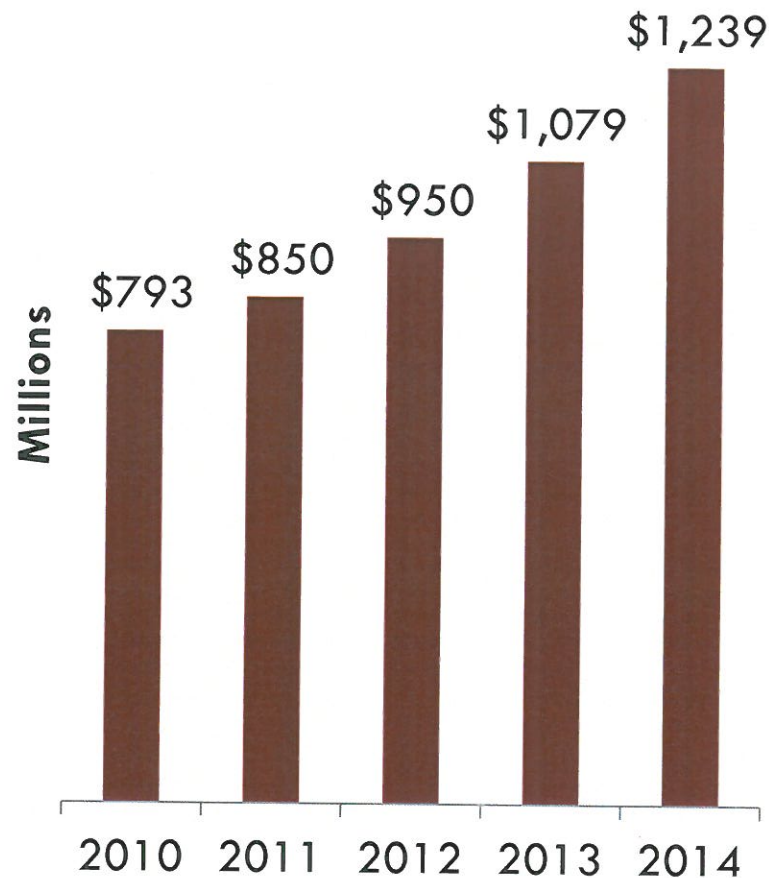
6





# Accelerating Loan Growth

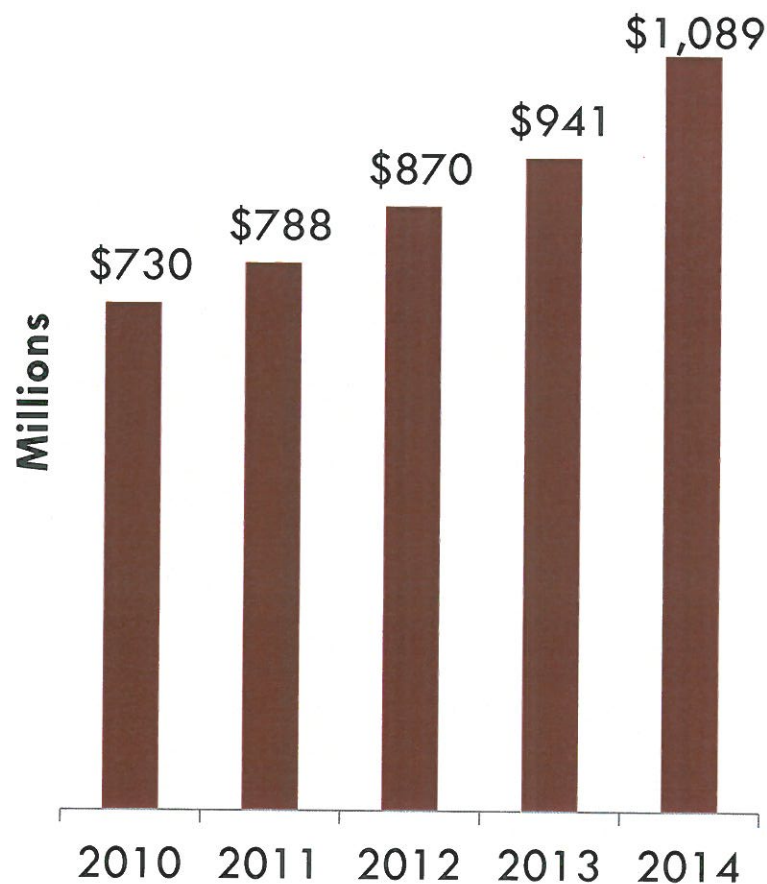
7



- 15% Loan Growth in 2014
- 12% 5YR Compound Annual Growth Rate
- Balanced Growth in Commercial and Residential Real Estate
- Significant Opportunities in Boston and Cambridge

# Market Leading Deposit Franchise

8



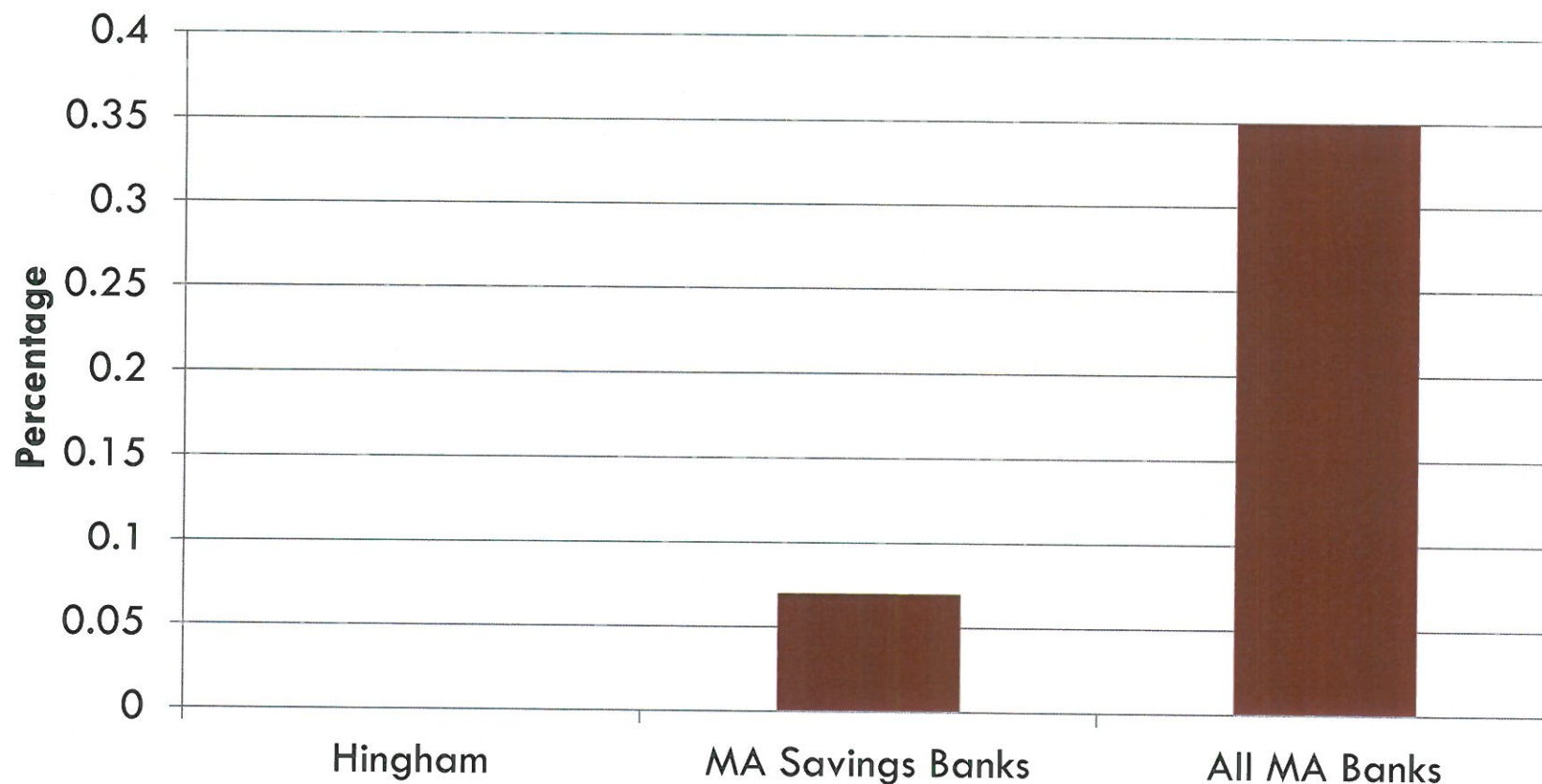
- 16% Growth in Deposits in 2014
- Focus on Core Deposits
  - ▣ 33% Increase in Personal Checking Balances
  - ▣ 22% Increase in Commercial Checking Balances
- Commitment to Growth



# Rule #1: Don't Lose Money

9

**2014 Net Charge-Offs as % of Loan Portfolio**



# Rule #2: Don't Spend Money (Without Good Returns)

10

Non-Interest Expense % of Total Assets

