

# HINGHAM INSTITUTION FOR SAVINGS

2019 Shareholders Meeting

“Banking is a very good business,  
unless you do dumb things.”

Warren Buffett

# Overview

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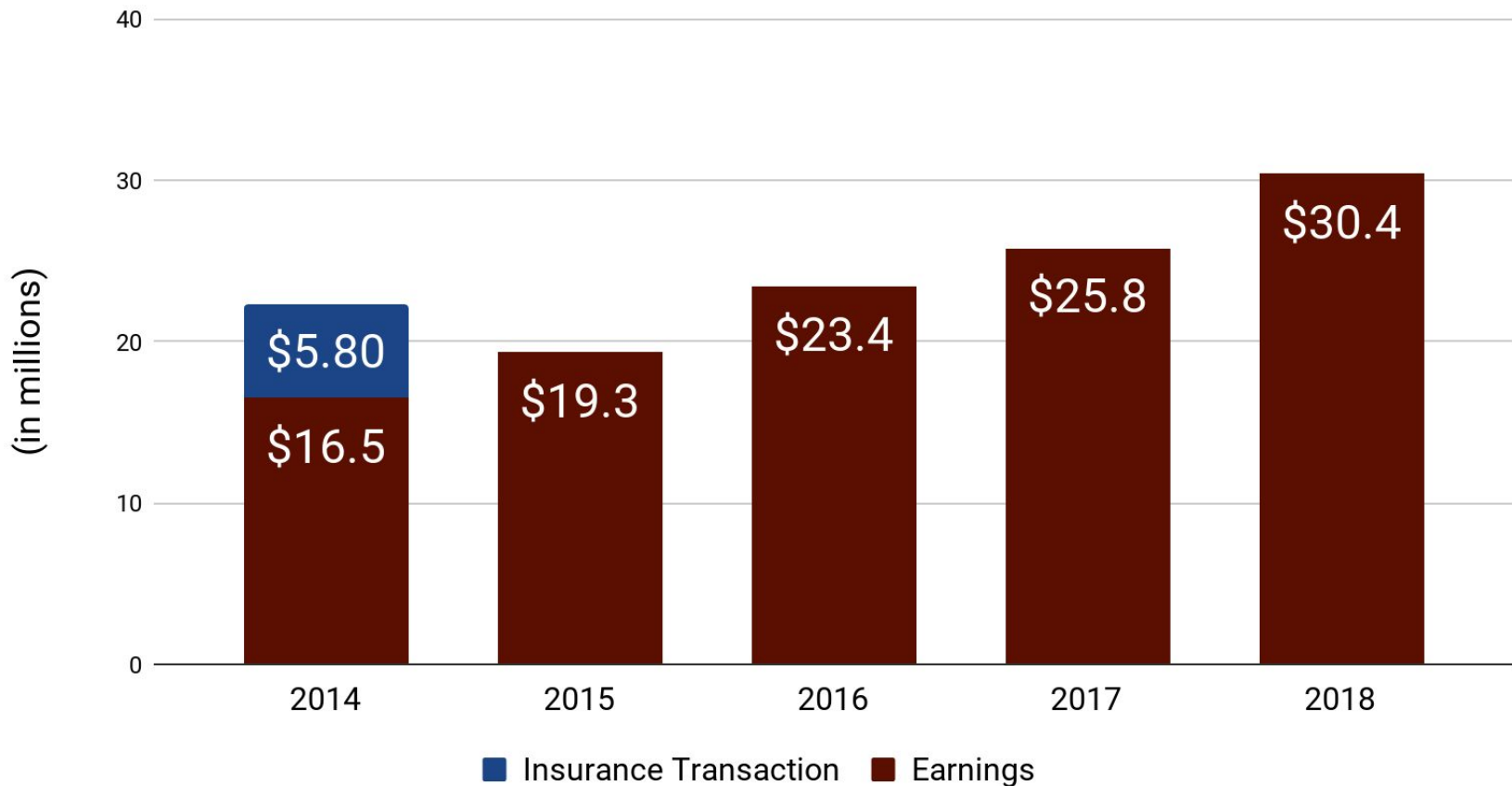
- Financial Results
- Lending
- Commercial Deposit Growth and Digital

# Financial Results

# Industry Leading Earnings

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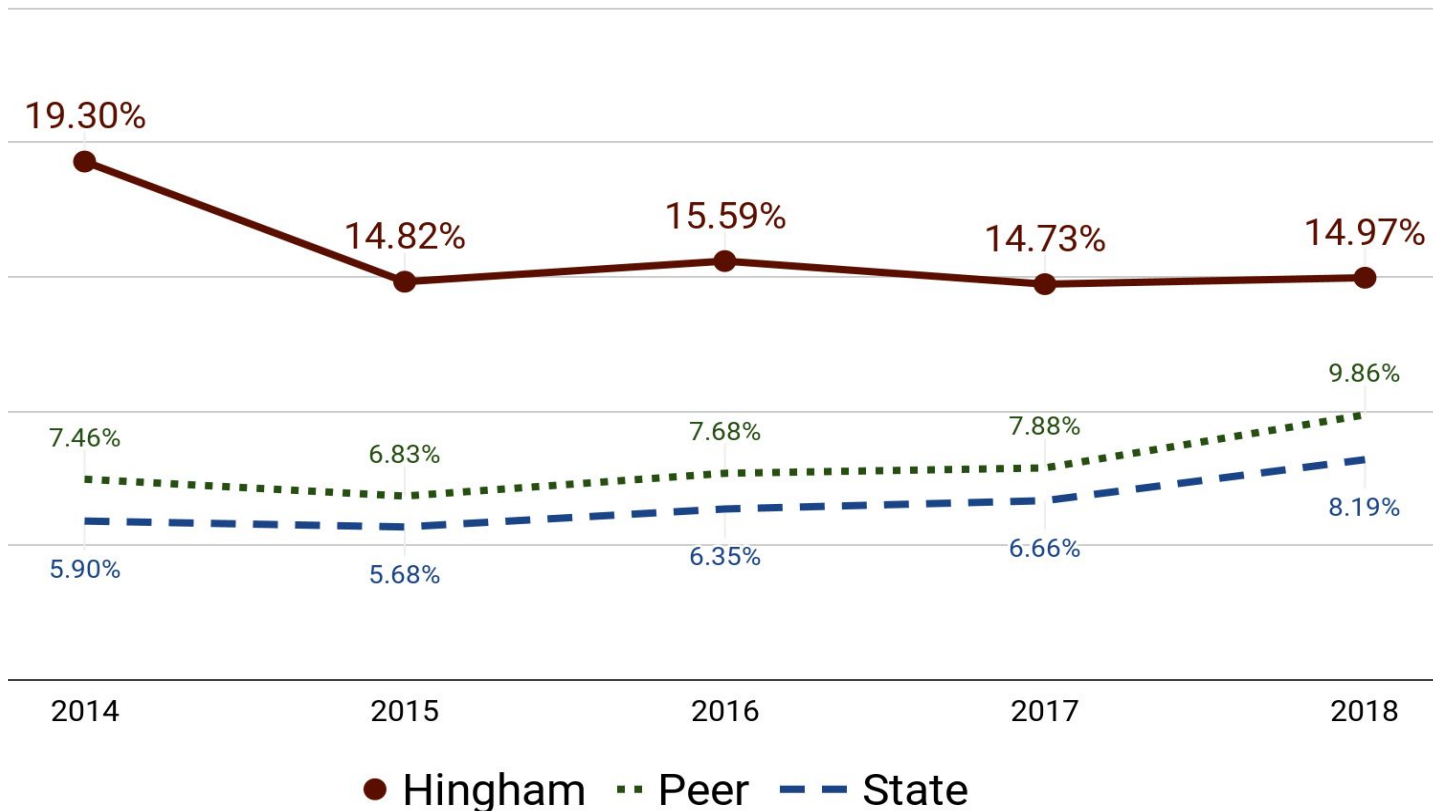
## Annual Earnings



# Superior Return on Shareholder Equity

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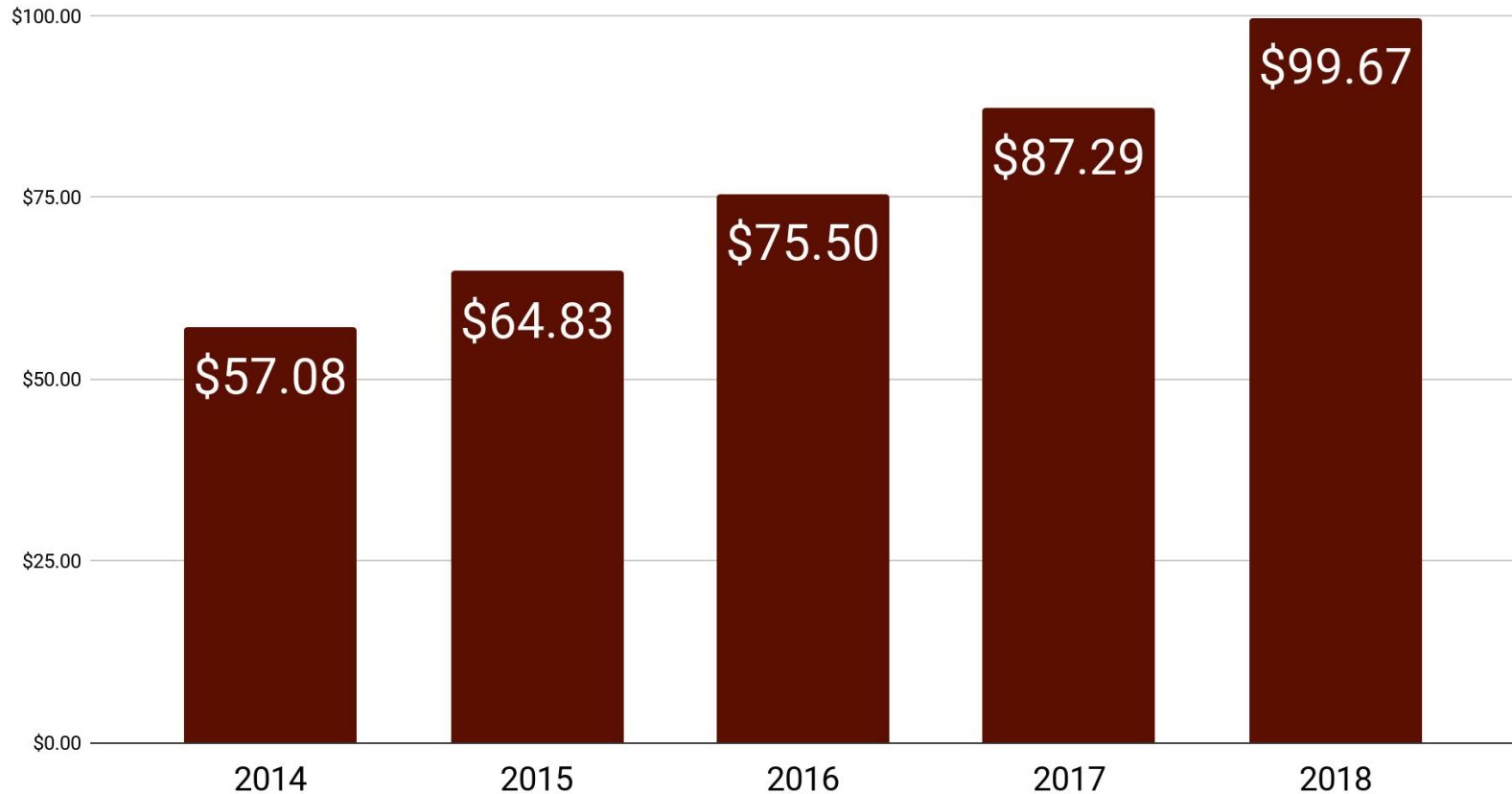
## Return on Equity - MA Savings Banks - 2019



# Shareholder Equity - Book Value Per Share

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## Book Value Per Share

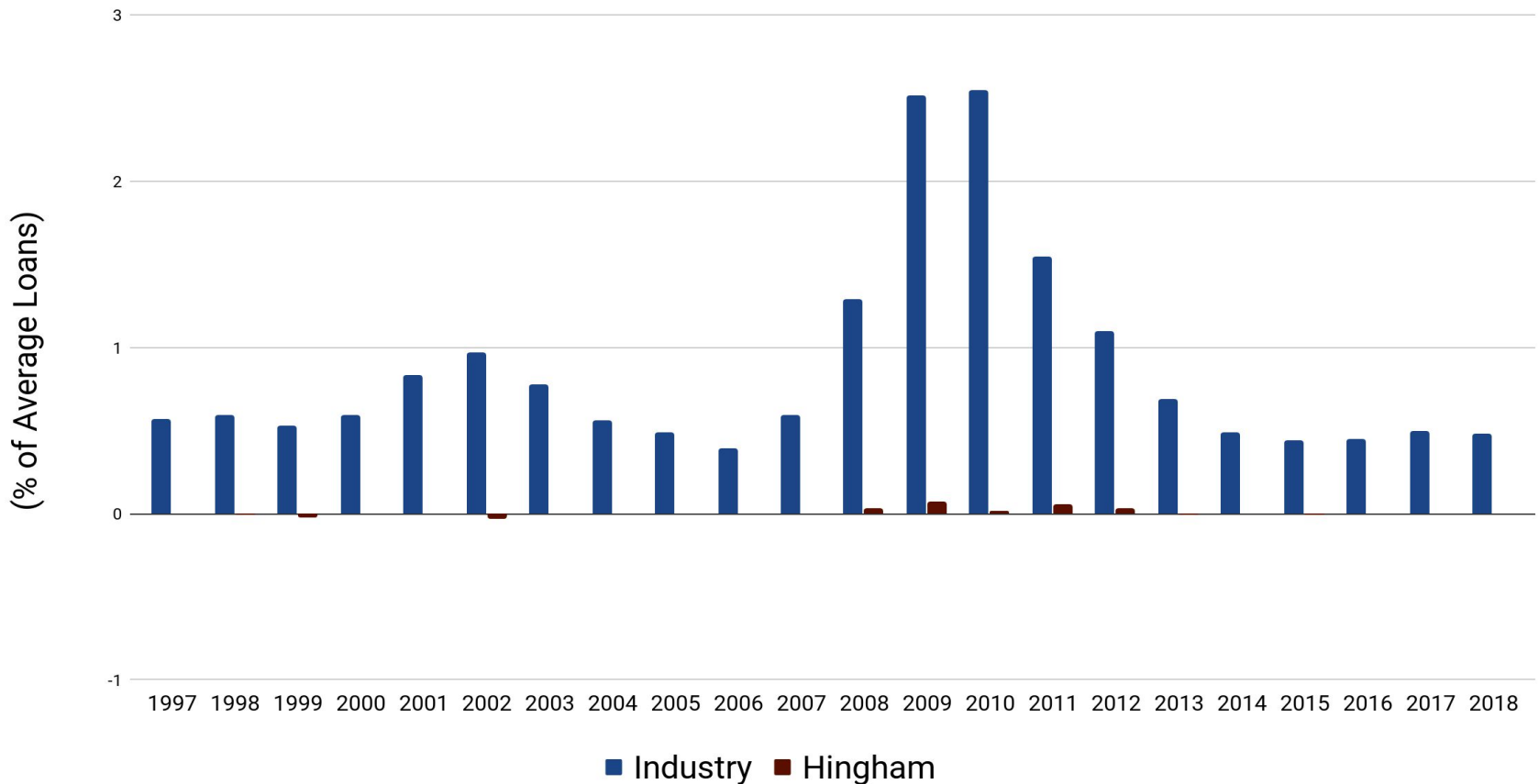


**5YR CAGR of 15.5%**

# Avoid Loan Losses

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## Net Charge Offs - Hingham v. All FDIC Insured Banks





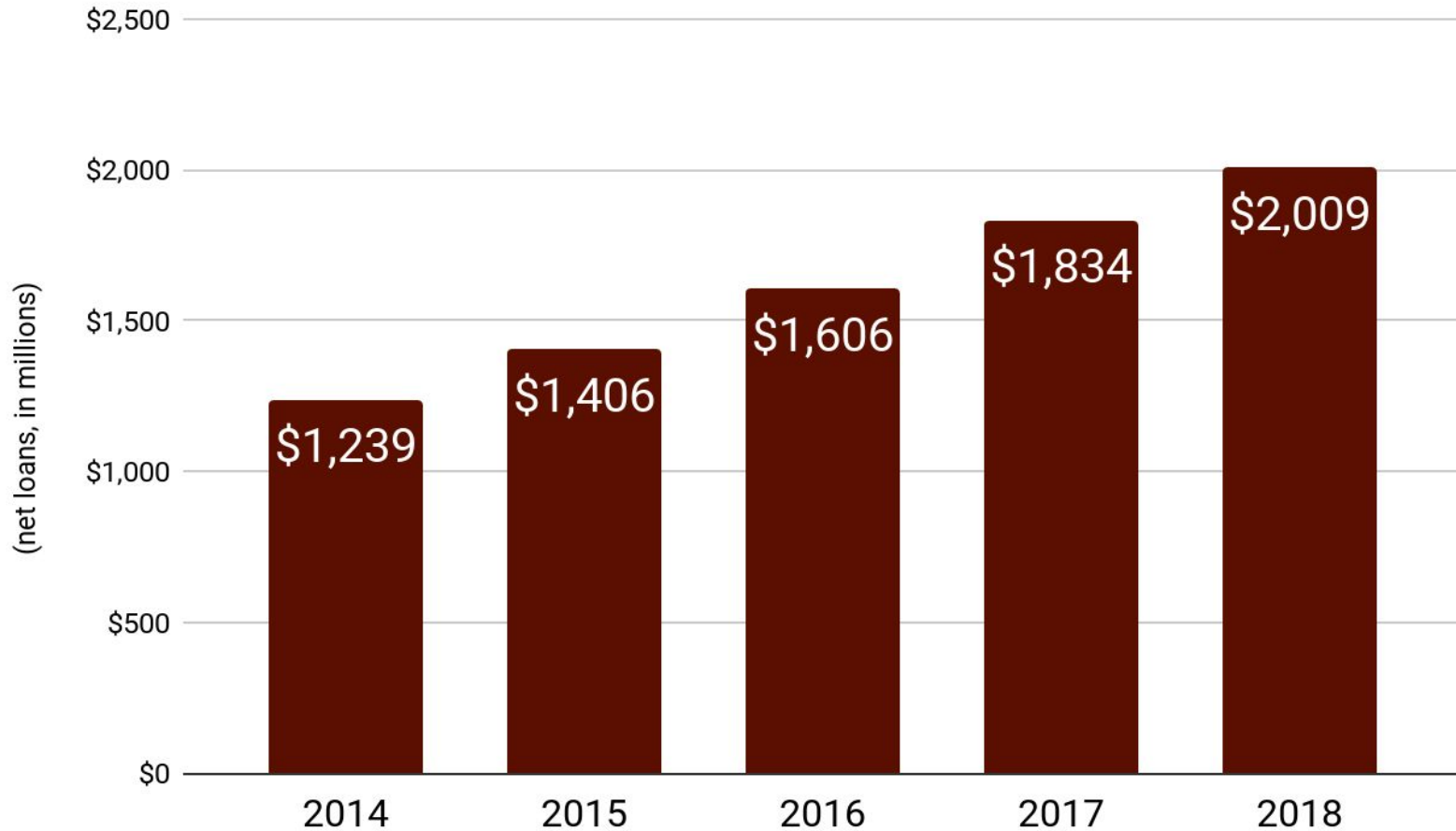
# Low Cost Leadership

- 2018 Efficiency Ratio = 29.89%
- We are one of the most efficient banks in America
- We must be relentless in taking unnecessary costs out of our business

# Lending

# Disciplined Loan Growth

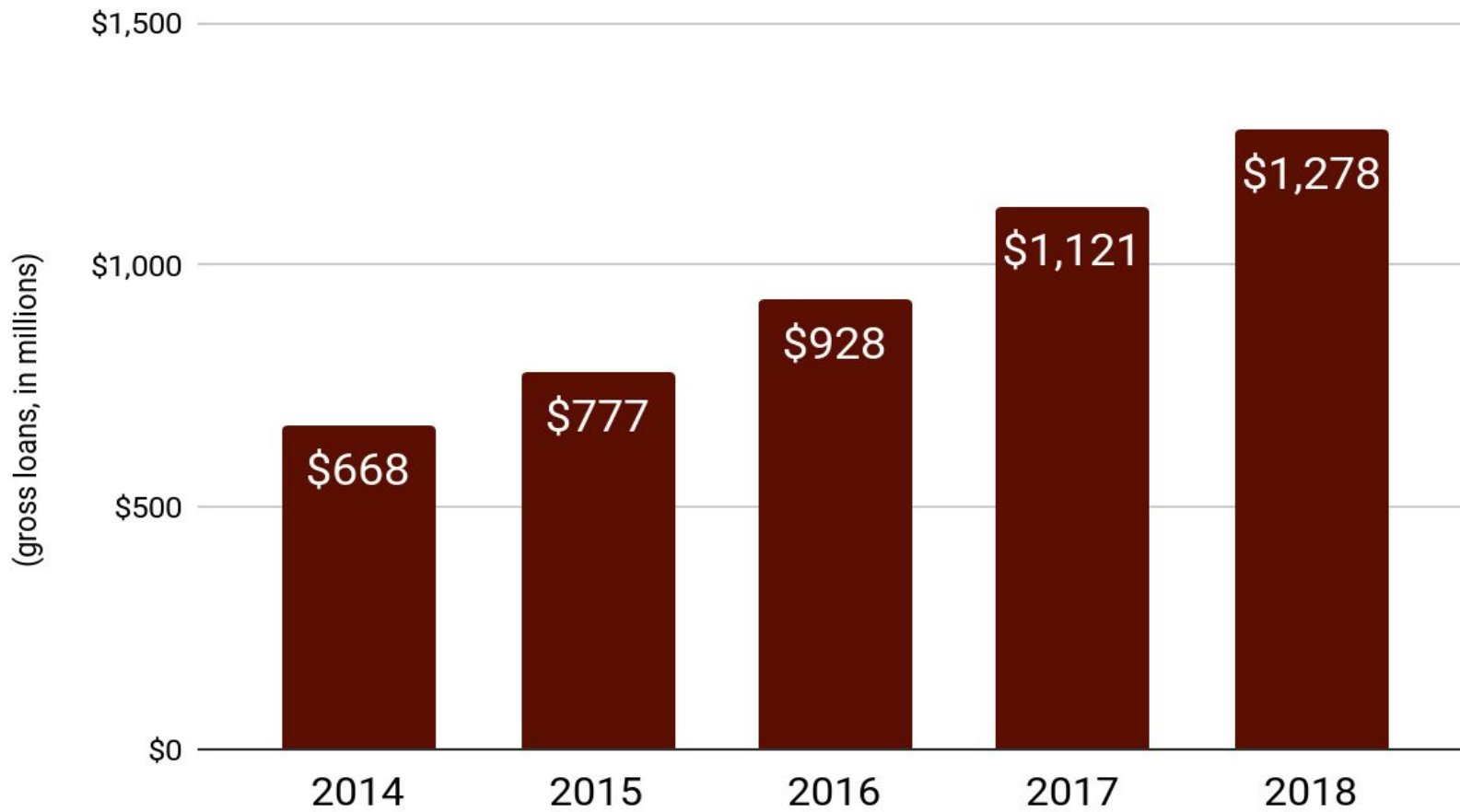
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**5YR CAGR of 13.26%**

# Commercial and Construction Loan Growth

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**5YR CAGR of 18.27%**

# Commercial Lending

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- Boston
- Washington, D.C.
- Preparing for Opportunities

# Commercial Banking

# Commercial Deposit Focus

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- Specialized Deposit Group (SDG)
  - Strong team of relationship managers and technical specialists that handles our largest deposit relationships
  - Over 63% growth in SDG Commercial DDA balances in 2018 - core focus of our business development efforts
  - Significant expectations for growth
- Office Network
  - Rationalization and New Opportunities

# Digital Initiatives

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- Personalized Service - Digital Excellence - Low Fees
- Increasing Geographic Reach
- **Business:** Business Online 6.0, Positive Pay, Token-Based MFA for Payments
- **Retail:** Digital Account Opening, Integration of Core and Debit Processing



# Thank You

