

UNITED STATES FEDERAL DEPOSIT INSURANCE CORPORATION

WASHINGTON, D.C. 20429

FORM 10 - Q

(Mark one)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended March 31, 2012

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period _____ to _____.

Commission File Number: FDIC Certificate No. 90211-0

HINGHAM INSTITUTION FOR SAVINGS
(Exact name of registrant as specified in its charter)

Massachusetts
(State of incorporation)

04-1442480
(I.R.S. Employer Identification Number)

55 Main Street, Hingham, MA 02043
(Address of Principal Executive Offices)

(781) 749-2200
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

(1) YES NO

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).
Yes ___ No ___ [Not Applicable]

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer _____ Accelerated filer _____
Non-accelerated filer _____ Smaller reporting company
(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).
Yes ___ No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date:

At May 2, 2012, there were 2,125,750 shares of the registrant's common stock outstanding.

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Exhibit No.

| | |
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PART I - FINANCIAL INFORMATION

ITEM 1 - FINANCIAL STATEMENTS

HINGHAM INSTITUTION FOR SAVINGS AND SUBSIDIARIES

Consolidated Balance Sheets

| (Unaudited) | March 31, 2012 | December 31, 2011 |
|---|-------------------|----------------------|
| | (In Thousands) | |
| ASSETS | | |
| Cash and due from banks | \$ 8,146 | \$ 8,918 |
| Short-term investments | 108,345 | 107,422 |
| Cash and cash equivalents | 116,491 | 116,340 |
| Certificates of deposit | 13,754 | 13,405 |
| Securities available for sale, at fair value | 99,772 | 96,689 |
| Federal Home Loan Bank stock, at cost | 13,159 | 13,373 |
| Loans, net of allowance for loan losses of \$7,639,000 at March 31, 2012 and \$7,516,000 at December 31, 2011 | 869,051 | 849,776 |
| Foreclosed assets | 3,884 | 3,629 |
| Bank-owned life insurance | 14,621 | 14,524 |
| Premises and equipment, net | 10,509 | 10,597 |
| Accrued interest receivable | 2,973 | 2,858 |
| Prepaid FDIC assessment | 1,755 | 1,871 |
| Deferred income tax asset, net | 3,462 | 3,425 |
| Other assets | 1,049 | 789 |
| Total assets | \$ 1,150,480 | \$ 1,127,276 |
| LIABILITIES AND STOCKHOLDERS' EQUITY | | |
| Deposits | \$ 807,730 | \$ 787,573 |
| Federal Home Loan Bank advances | 246,442 | 247,471 |
| Mortgage payable | 1,097 | 1,107 |
| Mortgagors' escrow accounts | 2,709 | 2,517 |
| Accrued interest payable | 472 | 475 |
| Other liabilities | 7,121 | 5,868 |
| Total liabilities | 1,065,571 | 1,045,011 |
| Stockholders' equity: | | |
| Preferred stock, \$1.00 par value, 2,500,000 shares authorized; none issued | — | — |
| Common stock, \$1.00 par value, 5,000,000 shares authorized; 2,125,750 shares issued and outstanding | 2,126 | 2,126 |
| Additional paid-in capital | 10,500 | 10,500 |
| Undivided profits | 72,114 | 69,404 |
| Accumulated other comprehensive income | 169 | 235 |
| Total stockholders' equity | 84,909 | 82,265 |
| Total liabilities and stockholders' equity | \$ 1,150,480 | \$ 1,127,276 |

See accompanying Notes to Unaudited Consolidated Financial Statements.

ITEM 1 - FINANCIAL STATEMENTS (continued)

HINGHAM INSTITUTION FOR SAVINGS AND SUBSIDIARIES

Consolidated Statements of Income

| | Three Months Ended | |
|--|--|-----------------|
| | March 31, | |
| | 2012 | 2011 |
| | (In Thousands, except for share amounts) | |
| (Unaudited) | | |
| Interest and dividend income: | | |
| Loans | \$ 11,843 | \$ 11,568 |
| Debt securities | 149 | 239 |
| Equity securities | 42 | 34 |
| Short-term investments and certificates of deposit | 89 | 82 |
| Total interest and dividend income | <u>12,123</u> | <u>11,923</u> |
| Interest expense: | | |
| Deposits | 1,506 | 1,758 |
| Federal Home Loan Bank advances | 1,240 | 1,492 |
| Mortgage payable | 16 | 17 |
| Total interest expense | <u>2,762</u> | <u>3,267</u> |
| Net interest income | 9,361 | 8,656 |
| Provision for loan losses | 225 | 300 |
| Net interest income, after provision for loan losses | <u>9,136</u> | <u>8,356</u> |
| Other income: | | |
| Customer service fees on deposits | 253 | 235 |
| Increase in bank-owned life insurance | 97 | 116 |
| Miscellaneous | 57 | 60 |
| Total other income | <u>407</u> | <u>411</u> |
| Operating expenses: | | |
| Salaries and employee benefits | 2,335 | 2,150 |
| Data processing | 231 | 221 |
| Occupancy and equipment | 419 | 355 |
| Deposit insurance | 133 | 319 |
| Foreclosure | 200 | 168 |
| Marketing | 134 | 111 |
| Other general and administrative | 625 | 587 |
| Total operating expenses | <u>4,077</u> | <u>3,911</u> |
| Income before income taxes | 5,466 | 4,856 |
| Income tax provision | 2,225 | 1,976 |
| Net income | <u>\$ 3,241</u> | <u>\$ 2,880</u> |
| Weighted average common shares outstanding: | | |
| Basic | <u>2,126</u> | <u>2,124</u> |
| Diluted | <u>2,127</u> | <u>2,125</u> |
| Earnings per common share: | | |
| Basic | <u>\$ 1.52</u> | <u>\$ 1.36</u> |
| Diluted | <u>\$ 1.52</u> | <u>\$ 1.35</u> |

See accompanying Notes to Unaudited Consolidated Financial Statements.

ITEM 1 - FINANCIAL STATEMENTS (continued)

HINGHAM INSTITUTION FOR SAVINGS AND SUBSIDIARIES

Consolidated Statements of Comprehensive Income

| (Unaudited) | Three Months Ended March 31, | |
|---|------------------------------|-----------------|
| | <u>2012</u> | <u>2011</u> |
| | (In Thousands) | |
| Net income | \$ 3,241 | \$ 2,880 |
| Other comprehensive income: | | |
| Net unrealized loss on securities available for sale, net of tax effect of \$37,000 and \$49,000, respectively | <u>(66)</u> | <u>(95)</u> |
| Comprehensive income | <u>\$ 3,175</u> | <u>\$ 2,785</u> |

See accompanying Notes to Unaudited Consolidated Financial Statements.

ITEM 1 - FINANCIAL STATEMENTS (continued)

HINGHAM INSTITUTION FOR SAVINGS AND SUBSIDIARIES

Consolidated Statements of Changes in Stockholders' Equity

For the Three Months Ended

March 31, 2012 and 2011

| | Common Stock | Additional Paid-In Capital | Undivided Profits | Accumulated Other Comprehensive Income | Total Stockholders' Equity |
|--|-----------------|----------------------------------|----------------------|---|----------------------------------|
| (Unaudited) | | | (In Thousands) | | |
| Balance at December 31, 2010 | \$ 2,124 | \$ 10,417 | \$ 59,999 | \$ 196 | \$ 72,736 |
| Net income | — | — | 2,880 | — | 2,880 |
| Other comprehensive loss | — | — | — | (95) | (95) |
| Cash dividends declared – common (\$0.24 per share) | — | — | (510) | — | (510) |
| Balance at March 31, 2011 | <u>\$ 2,124</u> | <u>\$ 10,417</u> | <u>\$ 62,369</u> | <u>\$ 101</u> | <u>\$ 75,011</u> |
| Balance at December 31, 2011 | \$ 2,126 | \$ 10,500 | \$ 69,404 | \$ 235 | \$ 82,265 |
| Net income | — | — | 3,241 | — | 3,241 |
| Other comprehensive loss | — | — | — | (66) | (66) |
| Cash dividends declared – common (\$0.25 per share) | — | — | (531) | — | (531) |
| Balance at March 31, 2012 | <u>\$ 2,126</u> | <u>\$ 10,500</u> | <u>\$ 72,114</u> | <u>\$ 169</u> | <u>\$ 84,909</u> |

See accompanying Notes to Unaudited Consolidated Financial Statements.

ITEM 1 - FINANCIAL STATEMENTS (continued)

HINGHAM INSTITUTION FOR SAVINGS AND SUBSIDIARIES

Consolidated Statements of Cash Flows

| (Unaudited) | Three Months Ended | |
|---|--------------------|-----------------|
| | March 31, | |
| | <u>2012</u> | <u>2011</u> |
| | (In Thousands) | |
| Cash flows from operating activities: | | |
| Net income | \$ 3,241 | \$ 2,880 |
| Adjustments to reconcile net income to net cash provided by operating activities: | | |
| Provision for loan losses | 225 | 300 |
| Amortization of securities, net | 189 | 243 |
| Amortization of deferred loan origination costs, net | 59 | 45 |
| Depreciation and amortization of premises and equipment | 150 | 108 |
| Increase in bank-owned life insurance | (97) | (116) |
| Loss (gain) on sale of foreclosed assets, net of write-downs | 53 | (15) |
| Changes in operating assets and liabilities: | | |
| Prepaid FDIC assessment | 116 | 300 |
| Accrued interest receivable and other assets | (375) | (327) |
| Accrued interest payable and other liabilities | <u>1,803</u> | <u>1,117</u> |
| Net cash provided by operating activities | <u>5,364</u> | <u>4,535</u> |
| Cash flows from investing activities: | | |
| Activity in certificates of deposit: | | |
| Maturities | 1,386 | 8,660 |
| Purchases | (1,735) | (8,029) |
| Activity in available-for-sale securities: | | |
| Maturities, prepayments and calls | 13,517 | 691 |
| Purchases | (16,892) | (742) |
| Decrease in Federal Home Loan Bank stock | 214 | — |
| Loans originated, net of payments received | (20,277) | (11,088) |
| Proceeds from sale of foreclosed assets | 410 | 530 |
| Additions to premises and equipment | <u>(62)</u> | <u>(1,229)</u> |
| Net cash used in investing activities | <u>(23,439)</u> | <u>(11,207)</u> |

(continued)

See accompanying Notes to Unaudited Consolidated Financial Statements.

ITEM 1 – FINANCIAL STATEMENTS (continued)

Consolidated Statements of Cash Flows (concluded)

| (Unaudited) | Three Months Ended | |
|---|--------------------|----------|
| | March 31, | |
| | 2012 | 2011 |
| | (In Thousands) | |
| Cash flows from financing activities: | | |
| Increase in deposits | 20,157 | 8,244 |
| Increase in mortgagors' escrow accounts | 192 | 99 |
| Cash dividends paid on common stock | (1,084) | (1,041) |
| Net proceeds from borrowings with maturities of less than three months | 5,000 | 3,000 |
| Proceeds from Federal Home Loan Bank advances with maturities of three months or more | 55,000 | 16,000 |
| Repayment of Federal Home Loan Bank advances with maturities of three months or more | (61,029) | (15,027) |
| Repayment of mortgage payable | (10) | (10) |
| Net cash provided by financing activities | 18,226 | 11,265 |
| Net change in cash and cash equivalents | 151 | 4,593 |
| Cash and cash equivalents at beginning of period | 116,340 | 67,864 |
| Cash and cash equivalents at end of period | \$ 116,491 | 72,457 |
| Supplementary information: | | |
| Interest paid on deposit accounts | \$ 1,505 | 1,763 |
| Interest paid on Federal Home Loan Bank advances and mortgage payable | 1,260 | 1,524 |
| Income taxes paid | 755 | 598 |
| Non-cash investing and financing activities: | | |
| Transfer from loans to foreclosed assets | \$ 718 | — |

See accompanying Notes to Unaudited Consolidated Financial Statements.

HINGHAM INSTITUTION FOR SAVINGS AND SUBSIDIARIES

Notes to Unaudited Consolidated Financial Statements

March 31, 2012 and 2011

NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The unaudited consolidated financial statements of Hingham Institution for Savings (the “Bank”) presented herein should be read in conjunction with the consolidated financial statements of the Bank for the year ended December 31, 2011 filed on Form 10-K.

Financial information as of March 31, 2012 and for the three months ended March 31, 2012 and 2011 are unaudited, and in the opinion of management, reflect all adjustments necessary for a fair presentation of such information. Interim results are not necessarily indicative of results to be expected for the entire year.

Earnings per common share

Basic earnings per common share represent income available to common stockholders divided by the weighted-average number of common shares outstanding during the period. Diluted earnings per share reflect additional common shares that would have been outstanding if dilutive potential common shares had been issued, as well as any adjustment to income that would result from the assumed issuance. Potential common shares that may be issued by the Bank relate solely to outstanding stock options and are determined using the treasury stock method.

Earnings per common share have been computed based on the following:

| | Quarter Ended March 31 | |
|---|------------------------|--------------|
| | 2012 | 2011 |
| | (In Thousands) | |
| Average number of common shares outstanding used to calculate basic earnings per share | 2,126 | 2,124 |
| Effect of dilutive options | 1 | 1 |
| Average number of common shares outstanding used to calculate diluted earnings per common share | <u>2,127</u> | <u>2,125</u> |

There were no antidilutive options for the quarters ended March 31, 2012 or March 31, 2011.

Loans

The Bank’s loan portfolio includes residential real estate, commercial real estate, construction, home equity, commercial and consumer segments. A substantial portion of the loan portfolio is secured by real estate in the southeastern Massachusetts area. The ability of the Bank’s debtors to honor their contracts is dependent upon the real estate, construction, and general economic conditions.

Loans that management has the intent and ability to hold for the foreseeable future or until maturity or pay-off are reported at their outstanding unpaid principal balances adjusted for charge-offs, the allowance for loan losses, and net deferred fees or costs on originated loans. Interest income is accrued on the unpaid principal balance. Loan origination fees, net of certain direct origination costs, are deferred and recognized as an adjustment of the related loan yield using the interest method.

The accrual of interest on mortgage and commercial loans is discontinued at the time a loan is 90 days past due unless the credit is well-secured and in process of collection. Personal loans are typically charged off no later than becoming 180 days past due. Past due status is based on contractual terms of the loan. In all cases, loans are placed on non-accrual or charged off at an earlier date if collection of principal or interest is considered doubtful.

Notes to Unaudited Consolidated Financial Statements (continued)

All interest accrued but not collected for loans that are placed on non-accrual or charged off is reversed against interest income. The interest on these loans is accounted for on the cash-basis or cost-recovery method, until qualifying for return to accrual status. Loans are returned to accrual status when all the principal and interest amounts contractually due are brought current and future payments are reasonably assured.

Allowance for loan losses

The allowance for loan losses is established as losses are estimated to have occurred through a provision for loan losses charged to earnings. Loan losses are charged against the allowance when management believes the uncollectibility of a loan balance is confirmed. Subsequent recoveries, if any, are credited to the allowance.

The allowance for loan losses is evaluated on a regular basis by management. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available. The allowance consists of general and allocated loss components, as further discussed below.

General component

The general component of the allowance for loan losses is based on historical loss experience adjusted for qualitative factors stratified by the following loan segments: residential real estate, commercial real estate, construction, home equity (equity lines of credit and second mortgages), commercial and consumer (personal installment and revolving credit). Management uses a rolling average of historical losses based on a time frame (currently two years) appropriate to capture relevant loss data for each loan segment. This historical loss factor is adjusted for the following qualitative factors: levels/trends in delinquencies; trends in volume and terms of loans; effects of changes in risk selection and underwriting standards and other changes in lending policies, procedures and practices; experience/ability/depth of lending management and staff; and national and local economic trends and conditions. There were no changes in the Bank's policies or methodology pertaining to the general component of the allowance for loan losses during the three months ended March 31, 2012.

The qualitative factors are determined based on the various risk characteristics of each loan segment. Risk characteristics relevant to each portfolio segment are as follows:

Residential real estate – The Bank generally does not originate loans with a loan-to-value ratio greater than 80 percent (without private mortgage insurance) and does not grant sub-prime loans. All loans in this segment are collateralized by owner-occupied residential real estate and repayment is dependent on the credit quality of the individual borrower. The overall health of the economy, including unemployment and housing prices, will have an effect on the credit quality in this segment.

Commercial real estate – Loans in this segment are primarily secured by income-producing properties throughout Massachusetts. The underlying cash flows generated by the properties are adversely impacted by a downturn in the economy as evidenced by increased vacancy rates which, in turn, will have an effect on the credit quality in this segment. Management obtains rent rolls annually and continually monitors the cash flows of these loans.

Construction – Loans in this segment include both owner-occupied and speculative real estate development loans for which payment is derived from sale of the property. Credit risk is affected by cost overruns, time to sell at an adequate price, the overall health of the economy and market conditions.

Home equity – Loans in this segment are generally collateralized by residential real estate and repayment is dependent on the credit quality of the individual borrower. The Bank generally does not originate loans with combined loan-to-value ratios greater than 70%.

Notes to Unaudited Consolidated Financial Statements (continued)

Commercial – Loans in this segment are made to businesses and are generally secured by assets of the business. Repayment is expected from the cash flows of the business. A weakened economy, and resultant decreased consumer spending, will have an effect on the credit quality in this segment.

Consumer – Loans in this segment are generally unsecured and repayment is dependent on the credit quality of the individual borrower.

Allocated component

The allocated component relates to loans that are classified as impaired. Impairment is measured on a loan by loan basis for residential real estate, commercial real estate, construction, home equity and commercial loans by either the present value of expected future cash flows discounted at the loan's effective interest rate or the fair value of the collateral if the loan is collateral dependent. An allowance is established when the discounted cash flows (or collateral value) of the impaired loan is lower than the carrying value of that loan.

A loan is considered impaired when, based on current information and events, it is probable that a creditor will be unable to collect the scheduled payments of principal or interest when due according to the contractual terms of the loan agreement. Impaired loans are generally maintained on a non-accrual basis. Factors considered by management in determining impairment include payment status, collateral value, and the probability of collecting scheduled principal and interest payments when due. Loans that experience insignificant payment delays and payment shortfalls generally are not classified as impaired. Management determines the significance of payment delays and payment shortfalls on a case-by-case basis, taking into consideration all of the circumstances surrounding the loan and the borrower, including the length of the delay, the reasons for the delay, the borrower's prior payment record, and the amount of the shortfall in relation to the principal and interest owed. Impairment is measured on a loan-by-loan basis by either the present value of expected future cash flows discounted at the loan's effective interest rate, the loan's observable market price, or the fair value of the collateral if the loan is collateral dependent. Substantially all of the Bank's loans which are identified as impaired are measured by the fair value of existing collateral. Large groups of smaller balance homogeneous loans are collectively evaluated for impairment.

The Bank periodically may agree to modify the contractual terms of loans. When a loan is modified and a concession is made to a borrower experiencing financial difficulty, the modification is considered a troubled debt restructuring ("TDR"). All TDRs are initially classified as impaired.

NOTE 2: COMMITMENTS

At March 31, 2012 and December 31, 2011, there were \$126.9 million and \$128.7 million, respectively, in outstanding loan commitments as follows:

| | March 31, 2012 | December 31, 2011 |
|-------------------------------|-------------------|----------------------|
| | (In Thousands) | |
| Mortgage origination | \$ 50,166 | \$ 58,583 |
| Unused lines of credit | 59,605 | 56,455 |
| Unadvanced construction funds | 17,156 | 13,695 |
| Letters of credit | 10 | 10 |
| Total | \$ 126,937 | \$ 128,743 |

Notes to Unaudited Consolidated Financial Statements (continued)

At March 31, 2012, the Bank had the following contractual obligations outstanding:

| | Payments Due by Year | | | | |
|---------------------------------|----------------------|-----------------------|-----------------------|------------------------|-------------------------|
| | Total | Less Than One Year | One to Three Years | Three to Five Years | More than Five Years |
| Contractual Obligations: | | | (In Thousands) | | |
| Federal Home Loan Bank advances | \$ 246,442 | \$ 99,000 | \$ 93,500 | \$ 18,000 | \$ 35,942 |
| Certificates of deposit | 369,652 | 258,904 | 72,388 | 38,360 | — |
| Data processing agreements* | 3,365 | 630 | 1,203 | 959 | 573 |
| Lease agreements** | 1,507 | 276 | 527 | 303 | 401 |
| Mortgage payable | 1,097 | 42 | 94 | 106 | 855 |

* Estimated payments subject to change based on transaction volume.

** Leases contain provisions to pay certain operating expenses, the cost of which is not included above. Lease commitments are based on the initial contract term, or longer, when in the opinion of management; it is more likely than not that the lease will be renewed.

NOTE 3: DIVIDEND DECLARATION

On March 28, 2012, the Board of Directors declared a cash dividend of \$0.25 per share to all stockholders of record as of April 10, 2012, payable April 20, 2012.

NOTE 4: FAIR VALUES OF ASSETS AND LIABILITIES

Determination of Fair Value

The Bank uses fair value measurements to record fair value adjustments to certain assets and to determine fair value disclosures of certain assets and liabilities. The fair value of a financial instrument is the price that would be received to sell an asset in an orderly transaction between market participants at the measurement date. Fair value is best determined based upon quoted market prices. However, in many instances, there are no quoted market prices for the Bank's various financial instruments. In cases where quoted market prices are not available, fair values are based on estimates using present value or other valuation techniques. Those techniques are significantly affected by the assumptions used, including the discount rate and estimates of future cash flows. Accordingly, the fair value estimates may not be realized in an immediate settlement of the instrument.

The Bank groups its assets measured or disclosed at fair value in three levels, based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine fair value, as follows:

Level 1 – Valuation is based on quoted prices in active exchange markets for identical assets or liabilities. Valuations are obtained from readily available pricing sources for market transactions involving identical assets.

Level 2 – Valuation is based on observable inputs other than Level 1 prices, such as quoted prices for similar assets; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3 – Valuation is based on unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. Level 3 assets and liabilities include financial instruments whose value is determined using unobservable inputs to pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation.

Transfers between levels are recognized at the end of a reporting period, if applicable.

Notes to Unaudited Consolidated Financial Statements (continued)

The following methods and assumptions were used by the Bank in estimating fair value disclosures:

Cash and cash equivalents: The carrying amounts of cash, due from banks, interest-bearing deposits and short-term investments approximate fair values based on the short-term nature of the assets.

Certificates of deposit: Fair values for certificates of deposit are based upon quoted market prices.

Securities available for sale: The securities measured at fair value in Level 1 are based on quoted market prices in an active exchange market and generally include marketable equity securities. Securities measured at fair value in Level 2 are based on pricing models that consider standard input factors such as observable market data, benchmark yields, interest rate volatilities, broker/dealer quotes, credit spreads and new issue data. These securities include U.S. Treasuries, government-sponsored enterprise obligations, FHLMC and FNMA bonds, corporate bonds and other securities. At March 31, 2012 and December 31, 2011, all fair value measurements are obtained from a third-party pricing service and are not adjusted by management.

Federal Home Loan Bank stock: The carrying value of Federal Home Loan Bank stock is deemed to approximate fair value based on the redemption provisions of the Federal Home Loan Bank of Boston.

Loans: For variable-rate loans that reprice frequently and with no significant change in credit risk, fair values are based on carrying values. Fair values for other loans are estimated using discounted cash flow analysis, using market interest rates currently being offered for loans with similar terms to borrowers of similar credit quality. Fair values for non-performing loans are estimated using discounted cash flow analysis or underlying collateral values, where applicable.

Deposits: The fair values of non-certificate accounts are, by definition, equal to the amount payable on demand at the reporting date which is their carrying amount. Fair values for certificates of deposit are estimated using a discounted cash flow calculation that applies market interest rates currently being offered on certificates to a schedule of aggregated expected monthly maturities on time deposits.

Federal Home Loan Bank advances: The fair values of the advances are estimated using discounted cash flow analysis based on the current incremental borrowing rates in the market for similar types of borrowing arrangements.

Mortgage payable: The fair value of the Bank's mortgage payable is estimated using discounted cash flow analysis based on the current incremental borrowing rates in the market for similar types of borrowing arrangements.

Mortgagors' escrow accounts: The carrying amounts of mortgagors' escrow accounts approximate fair value.

Accrued interest: The carrying amounts of accrued interest approximate fair value.

Off-balance-sheet instruments: Fair values for off-balance-sheet lending commitments are based on fees currently charged to enter into similar agreements, taking into account the remaining terms of the agreements and the counterparties' credit standing. At March 31, 2012 and December 31, 2011, the fair value of commitments outstanding is not significant since fees charged are not material.

Notes to Unaudited Consolidated Financial Statements (continued)

Assets Measured at Fair Value on a Recurring Basis

Assets measured at fair value on a recurring basis are summarized below. There are no liabilities measured at fair value on a recurring basis.

| | March 31, 2012 | | | Total Fair Value |
|-------------------------------------|-----------------|------------------|-------------|------------------|
| | Level 1 | Level 2 | Level 3 | |
| | (In Thousands) | | | |
| Securities available for sale: | | | | |
| Debt securities | \$ — | \$ 95,644 | \$ — | \$ 95,644 |
| Equity securities | 4,128 | — | — | 4,128 |
| Total securities available for sale | <u>\$ 4,128</u> | <u>\$ 95,644</u> | <u>\$ —</u> | <u>\$ 99,772</u> |

| | December 31, 2011 | | | Total Fair Value |
|-------------------------------------|-------------------|------------------|-------------|------------------|
| | Level 1 | Level 2 | Level 3 | |
| | (In Thousands) | | | |
| Securities available for sale: | | | | |
| Debt securities | \$ — | \$ 93,551 | \$ — | \$ 93,551 |
| Equity securities | 3,138 | — | — | 3,138 |
| Total securities available for sale | <u>\$ 3,138</u> | <u>\$ 93,551</u> | <u>\$ —</u> | <u>\$ 96,689</u> |

Assets Measured at Fair Value on a Non-recurring Basis

The Bank may also be required, from time to time, to measure certain other assets on a non-recurring basis in accordance with generally accepted accounting principles. These adjustments to fair value usually result from application of lower-of-cost-or-market accounting, or write-downs of individual assets. The following table summarizes the fair value hierarchy used to determine each adjustment and the carrying value of the related individual assets as of March 31, 2012 and December 31, 2011. There are no liabilities measured at fair value on a non-recurring basis at March 31, 2012 or December 31, 2011.

| | March 31, 2012 | | | Quarter Ended |
|-------------------|----------------|-------------|-----------------|----------------|
| | Level 1 | Level 2 | Level 3 | March 31, 2012 |
| | (In Thousands) | | | Total Losses |
| Impaired loans | \$ — | \$ — | \$ 1,035 | \$ 50 |
| Foreclosed assets | — | — | 3,884 | 60 |
| | <u>\$ —</u> | <u>\$ —</u> | <u>\$ 4,349</u> | <u>\$ 110</u> |

| | December 31, 2011 | | |
|-------------------|-------------------|-------------|-----------------|
| | Level 1 | Level 2 | Level 3 |
| | (In Thousands) | | |
| Impaired loans | \$ — | \$ — | \$ 1,326 |
| Foreclosed assets | — | — | 3,347 |
| | <u>\$ —</u> | <u>\$ —</u> | <u>\$ 4,673</u> |

Notes to Unaudited Consolidated Financial Statements (continued)

| | March 31, 2011 | | | Quarter Ended March 31, 2011 |
|-------------------|----------------|-------------|-----------------|---------------------------------|
| | Level 1 | Level 2 | Level 3 | Total Losses |
| | (In Thousands) | | | (In Thousands) |
| Impaired loans | \$ — | \$ — | \$ 1,440 | \$ 5 |
| Foreclosed assets | — | — | 3,044 | 25 |
| | <u>\$ —</u> | <u>\$ —</u> | <u>\$ 4,484</u> | <u>\$ 30</u> |

Losses applicable to impaired loans and foreclosed assets are estimated using the appraised value of the underlying collateral, discounting factors and other factors. The losses applicable to impaired loans are not recorded directly as an adjustment to current earnings or comprehensive income, but rather as a component in determining the overall adequacy of the allowance for loan losses. Adjustments to the estimated fair value of impaired loans may result in increases or decreases to the provision for loan losses. Management will consider the circumstances of the individual loan or foreclosed asset when determining any estimated losses. This may include a review of an independent appraisal and if deemed necessary, an updated appraisal will be performed.

Summary of Fair Values of Financial Instruments

The estimated fair values, and related carrying or national amounts, of the Bank's financial instruments are as follows. Certain financial instruments and all nonfinancial instruments are exempt from disclosure requirements. Accordingly, the aggregate fair value amounts presented herein may not necessarily represent the underlying fair value of the Bank.

| | Carrying Amount | March 31, 2012 | | |
|---------------------------------|--------------------|----------------|---------|------------|
| | | Level 1 | Level 2 | Level 3 |
| | | (in Thousands) | | |
| Financial assets: | | | | |
| Cash and cash equivalents | \$ 116,491 | \$ 116,491 | \$ — | \$ — |
| Certificates of deposit | 13,754 | 13,778 | — | — |
| Securities available for sale | 99,772 | 4,128 | 95,644 | — |
| Federal Home Loan Bank stock | 13,159 | — | — | 13,159 |
| Loans, net | 869,051 | — | — | 897,200 |
| Accrued interest receivable | 2,973 | — | — | 2,973 |
| Financial liabilities: | | | | |
| Deposits | \$ 807,730 | \$ — | \$ — | \$ 811,776 |
| Federal Home Loan Bank advances | 246,442 | — | 258,507 | — |
| Mortgage payable | 1,097 | — | — | 1,474 |
| Mortgagors' escrow accounts | 2,709 | — | — | 2,709 |
| Accrued interest payable | 472 | — | — | 472 |

Notes to Unaudited Consolidated Financial Statements (continued)

December 31, 2011

| | Carrying Amount | December 31, 2011 | | |
|---------------------------------|--------------------|-------------------|---------|------------|
| | | Level 1 | Level 2 | Level 3 |
| (in Thousands) | | | | |
| Financial assets: | | | | |
| Cash and cash equivalents | \$ 116,340 | \$ 116,340 | \$ — | \$ — |
| Certificates of deposit | 13,405 | 13,174 | — | — |
| Securities available for sale | 96,689 | 3,138 | 93,551 | — |
| Federal Home Loan Bank stock | 13,373 | — | — | 13,373 |
| Loans, net | 849,776 | — | — | 883,770 |
| Accrued interest receivable | 2,858 | — | — | 2,858 |
| Financial liabilities: | | | | |
| Deposits | \$ 787,573 | \$ — | \$ — | \$ 792,059 |
| Federal Home Loan Bank advances | 247,471 | — | 260,259 | — |
| Mortgage payable | 1,107 | — | — | 1,465 |
| Mortgagors' escrow accounts | 2,517 | — | — | 2,517 |
| Accrued interest payable | 475 | — | — | 475 |

NOTE 5: SECURITIES AVAILABLE FOR SALE

The amortized cost and estimated fair value of securities available for sale, with gross unrealized gains and losses, follows:

| | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value |
|---|-------------------|------------------------------|-------------------------------|------------------|
| | | | | |
| <u>March 31, 2012</u> | | | | |
| Debt securities: | | | | |
| U.S. Treasuries | \$ 10,059 | \$ — | \$ (13) | \$ 10,046 |
| Government-sponsored enterprises –FHLMC | 24,470 | 53 | (10) | 24,513 |
| Government-sponsored enterprises - FNMA | 27,152 | 58 | — | 27,210 |
| Government-sponsored enterprises - Other | 33,641 | 55 | (11) | 33,685 |
| Government-sponsored residential mortgage-backed | 187 | 3 | — | 190 |
| Total debt securities | 95,509 | 169 | (34) | 95,644 |
| Equity securities | 4,000 | 128 | — | 4,128 |
| Total securities available for sale | <u>\$ 99,509</u> | <u>\$ 297</u> | <u>\$ (34)</u> | <u>\$ 99,772</u> |

Notes to Unaudited Consolidated Financial Statements (continued)

| | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value |
|---|-------------------|------------------------------|-------------------------------|------------------|
| | (In Thousands) | | | |
| <u>December 31, 2011</u> | | | | |
| Debt securities: | | | | |
| U.S. Treasuries | \$ 10,066 | \$ 8 | \$ — | \$ 10,074 |
| Government-sponsored enterprises –FHLMC | 18,325 | 59 | (5) | 18,379 |
| Government-sponsored enterprises - FNMA | 32,605 | 75 | (2) | 32,678 |
| Government-sponsored enterprises - Other | 32,130 | 91 | (2) | 32,219 |
| Government-sponsored residential mortgage-backed | 197 | 4 | — | 201 |
| Total debt securities | 93,323 | 237 | (9) | 93,551 |
| Equity securities | 3,000 | 138 | — | 3,138 |
| Total securities available for sale | <u>\$ 96,323</u> | <u>\$ 375</u> | <u>\$ (9)</u> | <u>\$ 96,689</u> |

At March 31, 2012 and December 31, 2011, debt securities with a fair value of \$95,644,000 and \$93,551,000, respectively, were pledged to secure Federal Home Loan Bank advances.

The amortized cost and estimated fair value of debt securities by contractual maturity at March 31, 2012 are shown below. Expected maturities will differ from contractual maturities because of prepayments and scheduled payments on mortgage-backed securities. Further, certain obligors have the right to call bonds and obligations without prepayment penalties.

| | Amortized Cost | Fair Value |
|--|-------------------|------------------|
| | (In Thousands) | |
| Bonds and obligations: | | |
| Within 1 year | \$ 53,181 | \$ 53,240 |
| Over 1 year to 5 years | 42,141 | 42,214 |
| Government-sponsored residential mortgage- backed securities: | | |
| Over 5 to 10 years | 104 | 106 |
| Over 10 years | 83 | 84 |
| Total debt securities | <u>\$ 95,509</u> | <u>\$ 95,644</u> |

Information pertaining to securities with gross unrealized losses at March 31, 2012 and December 31, 2011, aggregated by investment category and length of time that individual securities have been in a continuous loss position, follows:

| | Less Than Twelve Months | | Over Twelve Months | |
|--|-------------------------------|------------------|-------------------------------|---------------|
| | Gross Unrealized Losses | Fair Value | Gross Unrealized Losses | Fair Value |
| | (In Thousands) | | | |
| <u>March 31, 2012</u> | | | | |
| Debt securities: | | | | |
| U.S. Treasuries | \$ 13 | \$ 10,046 | \$ — | \$ — |
| Government-sponsored enterprises | 21 | 15,767 | — | — |
| Government-sponsored residential mortgage-backed securities | — | 31 | — | — |
| | <u>\$ 34</u> | <u>\$ 25,844</u> | <u>\$ —</u> | <u>\$ —</u> |

Notes to Unaudited Consolidated Financial Statements (continued)

| | Less Than Twelve Months | | Over Twelve Months | |
|---|-------------------------|-------------|-------------------------|-------------|
| | Gross Unrealized Losses | Fair Values | Gross Unrealized Losses | Fair Values |
| | (In Thousands) | | | |
| <u>December 31, 2011</u> | | | | |
| Debt Securities: | | | | |
| Government-sponsored residential mortgage-backed securities | \$ 9 | \$ 13,541 | \$ — | \$ — |

At March 31, 2012, \$25,844,000 in debt securities had unrealized losses with aggregate depreciation of less than 1% of the Bank's amortized cost basis. These unrealized losses relate to debt securities issued by government-sponsored enterprises, and result from changes in the bond markets since their purchase. Because the declines in market value are attributable to changes in interest rates and not to credit quality, and because the Bank does not intend to sell the securities and it is not "more likely than not" that the Bank will be required to sell the securities before recovery of their amortized cost basis, which may be maturity, no declines are deemed to be other than temporary.

NOTE 6: LOANS

A summary of the balances of loans are as follows:

| | March 31, 2012 | December 31, 2011 |
|-------------------------------------|-------------------|----------------------|
| | (In Thousands) | |
| Mortgage loans: | | |
| Residential | \$ 394,356 | \$ 381,272 |
| Commercial | 409,524 | 404,343 |
| Construction | 44,405 | 42,269 |
| Home equity | 22,330 | 22,867 |
| Second mortgages | 4,085 | 4,468 |
| Total mortgage loans | <u>874,700</u> | <u>855,219</u> |
| Other loans: | | |
| Commercial | 396 | 459 |
| Personal installment | 357 | 375 |
| Revolving credit | 178 | 256 |
| Total other loans | <u>931</u> | <u>1,090</u> |
| Total loans | 875,631 | 856,309 |
| Allowance for loan losses | (7,639) | (7,516) |
| Net deferred loan origination costs | 1,059 | 983 |
| Loans, net | <u>\$ 869,051</u> | <u>\$ 849,776</u> |

Notes to Unaudited Consolidated Financial Statements (continued)

The Bank has sold mortgage loans in the secondary mortgage market and has retained the servicing responsibility and receives fees for the services provided. Loans sold and serviced for others amounted to \$13,045,000 and \$14,138,000 at March 31, 2012 and December 31, 2011, respectively. All loans serviced for others were sold without recourse provisions and are not included in the accompanying consolidated balance sheets. Mortgages servicing rights were recognized at the time of sale and are being amortized over the estimated life of the loans serviced. The Bank did not sell any loans in 2011 and 2012.

The Bank has transferred a portion of its originated commercial real estate loans to participating lenders. The amounts transferred have been accounted for as sales and are therefore not included in the Bank's accompanying consolidated balance sheets. The Bank and participating lenders share ratably in any gains or losses that may result from a borrower's lack of compliance with contractual terms of the loan. The Bank continues to service the loans on behalf of the participating lenders and, as such, collects cash payments from the borrowers, remits payments to participating lenders and disburses required escrow funds to relevant parties. At March 31, 2012 and December 31, 2011, the Bank was servicing loans for participants aggregating \$5,363,000 and \$5,390,000, respectively.

A blanket lien on "qualified collateral", defined principally as 60-75% of the carrying value of first mortgage loans on certain owner-occupied residential property, 50% of the carrying value of first mortgage loans on certain non-owner-occupied residential property, 65% of the carrying value of first mortgage loans on certain multi-family residential property and 50% of the carrying value of loans on certain commercial property, is used to secure borrowings from the Federal Home Loan Bank of Boston.

An analysis of the activity in the allowance for loan losses, by segment, for the periods ended March 31, 2012 and 2011 follows:

| | Residential Real Estate | Commercial Real Estate | Construction | Home Equity | Commercial | Consumer | Total |
|---|----------------------------|---------------------------|---------------|----------------|-------------|-------------|-----------------|
| | (In Thousands) | | | | | | |
| Balance December 31, 2011 | \$ 2,569 | \$ 4,337 | \$ 475 | \$ 127 | \$ 1 | \$ 7 | \$ 7,516 |
| Provision for loan losses | 201 | 18 | 15 | (4) | — | (5) | 225 |
| Loans charged-off | (102) | — | — | — | — | — | (102) |
| Recoveries of loans previously charged off | — | — | — | — | — | — | — |
| Balance March 31, 2012 | <u>\$ 2,668</u> | <u>\$ 4,355</u> | <u>\$ 490</u> | <u>\$ 123</u> | <u>\$ 1</u> | <u>\$ 2</u> | <u>\$ 7,639</u> |
| | Residential Real Estate | Commercial Real Estate | Construction | Home Equity | Commercial | Consumer | Total |
| | (In Thousands) | | | | | | |
| Balance December 31, 2010 | \$ 2,041 | \$ 4,157 | \$ 581 | \$ 114 | \$ 3 | \$ 9 | \$ 6,905 |
| Provision for loan losses | 151 | 119 | 37 | (7) | 1 | (1) | 300 |
| Loans charged-off | — | — | — | — | — | — | — |
| Recoveries of loans previously charged off | — | — | — | — | — | — | — |
| Balance March 31, 2011 | <u>\$ 2,192</u> | <u>\$ 4,276</u> | <u>\$ 618</u> | <u>\$ 107</u> | <u>\$ 4</u> | <u>\$ 8</u> | <u>\$ 7,205</u> |

Notes to Unaudited Consolidated Financial Statements (continued)

An analysis of the allowance for loan losses, by segment, as of March 31, 2012 and December 31, 2011 follows:

| | Residential Real Estate | Commercial Real Estate | Construction | Home Equity | Commercial | Consumer | Total |
|--|----------------------------|---------------------------|------------------|------------------|---------------|---------------|-------------------|
| | (In Thousands) | | | | | | |
| March 31, 2012 | | | | | | | |
| Amount of allowance for loan losses for loans deemed to be impaired and individually evaluated | \$ 156 | \$ 77 | \$ — | \$ — | \$ — | \$ — | \$ 233 |
| Amount of allowance for loan losses for loans not deemed to be impaired and collectively evaluated | 2,512 | 4,278 | 490 | 123 | 1 | 2 | 7,406 |
| | <u>\$ 2,668</u> | <u>\$ 4,355</u> | <u>\$ 490</u> | <u>\$ 123</u> | <u>\$ 1</u> | <u>\$ 2</u> | <u>\$ 7,639</u> |
| Loans deemed to be impaired | \$ 3,353 | \$ 3,574 | \$ — | \$ 407 | \$ — | \$ — | \$ 7,334 |
| Loans not deemed to be impaired | 390,283 | 406,670 | 44,405 | 26,008 | 396 | 535 | 868,297 |
| | <u>\$ 394,356</u> | <u>\$ 409,524</u> | <u>\$ 44,405</u> | <u>\$ 26,415</u> | <u>\$ 396</u> | <u>\$ 535</u> | <u>\$ 875,631</u> |
| | Residential Real Estate | Commercial Real Estate | Construction | Home Equity | Commercial | Consumer | Total |
| | (In Thousands) | | | | | | |
| December 31, 2011 | | | | | | | |
| Amount of allowance for loan losses for loans deemed to be impaired and individually evaluated | \$ 144 | \$ 67 | \$ — | \$ — | \$ — | \$ — | \$ 211 |
| Amount of allowance for loan losses for loans not deemed to be impaired and collectively evaluated | 2,425 | 4,270 | 475 | 127 | 1 | 7 | 7,305 |
| | <u>\$ 2,569</u> | <u>\$ 4,337</u> | <u>\$ 475</u> | <u>\$ 127</u> | <u>\$ 1</u> | <u>\$ 7</u> | <u>\$ 7,516</u> |
| Loans deemed to be impaired | \$ 3,176 | \$ 3,502 | \$ — | \$ 306 | \$ — | \$ — | \$ 6,984 |
| Loans not deemed to be impaired | 378,096 | 400,841 | 42,269 | 27,029 | 459 | 631 | 849,325 |
| | <u>\$ 381,272</u> | <u>\$ 404,343</u> | <u>\$ 42,269</u> | <u>\$ 27,335</u> | <u>\$ 459</u> | <u>\$ 631</u> | <u>\$ 856,309</u> |

The following is a summary of past due and non-accrual loans at March 31, 2012 and December 31, 2011:

| | 30-59 Days Past Due | 60-89 Days Past Due | 90 Days or More Past Due | Total Past Due | Loans on Non-accrual |
|--------------------------|------------------------|------------------------|-----------------------------|-------------------|-------------------------|
| | (In Thousands) | | | | |
| March 31, 2012 | | | | | |
| Residential real estate | \$ 4,027 | \$ 386 | \$ 1,043 | \$ 5,456 | \$ 2,806 |
| Commercial real estate | 4,143 | 571 | 1,475 | 6,189 | 3,147 |
| Home equity | 838 | — | 209 | 1,047 | 407 |
| Total loans | <u>\$ 9,008</u> | <u>\$ 957</u> | <u>\$ 2,727</u> | <u>\$ 12,692</u> | <u>\$ 6,360</u> |
| | 30-59 Days Past Due | 60-89 Days Past Due | 90 Days or More Past Due | Total Past Due | Loans on Non-accrual |
| | (In Thousands) | | | | |
| December 31, 2011 | | | | | |
| Residential real estate | \$ 6,550 | \$ 711 | \$ 1,648 | \$ 8,909 | \$ 2,945 |
| Commercial real estate | 5,255 | — | 1,477 | 6,732 | 3,502 |
| Home equity | 888 | 75 | 134 | 1,097 | 306 |
| Consumer | 1 | — | — | 1 | — |
| Total loans | <u>\$ 12,694</u> | <u>\$ 786</u> | <u>\$ 3,259</u> | <u>\$ 16,739</u> | <u>\$ 6,753</u> |

Notes to Unaudited Consolidated Financial Statements (continued)

At March 31, 2012 and December 31, 2011 there were no loans past due 90 days or more and still accruing interest.

The following is a summary of impaired loans at March 31, 2012 and December 31, 2011:

| | March 31, 2012 | | | December 31, 2011 | | |
|---|---------------------|--------------------------|-------------------|---------------------|--------------------------|-------------------|
| | Recorded Investment | Unpaid Principal Balance | Related Allowance | Recorded Investment | Unpaid Principal Balance | Related Allowance |
| | (In Thousands) | | | | | |
| Impaired loans without a valuation allowance: | | | | | | |
| Residential real estate | \$ 2,169 | \$ 2,168 | \$ — | \$ 2,194 | \$ 2,194 | \$ — |
| Commercial real estate | 2,364 | 2,364 | — | 2,498 | 2,498 | — |
| Commercial | 407 | 407 | — | 306 | 306 | — |
| Total | <u>4,940</u> | <u>4,940</u> | <u>—</u> | <u>4,998</u> | <u>4,998</u> | <u>—</u> |
| Impaired loans with a valuation allowance: | | | | | | |
| Residential real estate | 1,184 | 1,184 | 156 | 982 | 1,082 | 144 |
| Commercial real estate | 1,210 | 1,248 | 77 | 1,004 | 1,004 | 67 |
| Total | <u>2,394</u> | <u>2,432</u> | <u>233</u> | <u>1,986</u> | <u>2,086</u> | <u>211</u> |
| Total impaired loans | <u>\$ 7,334</u> | <u>\$ 7,372</u> | <u>\$ 233</u> | <u>\$ 6,984</u> | <u>\$ 7,084</u> | <u>\$ 211</u> |

The following is information pertaining to impaired loans for periods ended March 31, 2012 and 2011 follows:

| | Three Months Ended March 31, 2012 | | | Three Months Ended March 31, 2011 | | |
|---|-----------------------------------|----------------------------|--|-----------------------------------|----------------------------|--|
| | Average Recorded Investment | Interest Income Recognized | Interest Income Recognized on Cash Basis | Average Recorded Investment | Interest Income Recognized | Interest Income Recognized on Cash Basis |
| | (In Thousands) | | | | | |
| Impaired loans without a valuation allowance: | | | | | | |
| Residential real estate | \$ 2,274 | \$ 47 | \$ 47 | \$ 1,509 | \$ 52 | \$ 52 |
| Commercial real estate | 2,125 | 35 | 35 | 3,205 | 35 | 35 |
| Home equity | 408 | 8 | 8 | 97 | 1 | 1 |
| Consumer | — | — | — | 1 | — | — |
| Total | <u>4,807</u> | <u>90</u> | <u>90</u> | <u>4,812</u> | <u>88</u> | <u>88</u> |
| Impaired loans with a valuation allowance: | | | | | | |
| Residential real estate | 1,102 | 9 | 3 | 1,086 | — | — |
| Commercial real estate | 830 | 8 | 4 | 505 | 7 | 7 |
| Total | <u>1,932</u> | <u>17</u> | <u>7</u> | <u>1,591</u> | <u>7</u> | <u>7</u> |
| Total impaired loans | <u>\$ 6,739</u> | <u>\$ 107</u> | <u>\$ 97</u> | <u>\$ 6,403</u> | <u>\$ 95</u> | <u>\$ 95</u> |

No additional funds are committed to be advanced in connection with impaired loans

In the course of resolving non-performing loans, the Bank may choose to restructure the contractual terms of certain loans, with terms modified to fit the ability of the borrower to repay in line with its current financial status. A loan is considered a troubled debt restructure if, for reasons related to the debtor's financial difficulties, a concession is granted to the debtor that would not otherwise be considered.

Notes to Unaudited Consolidated Financial Statements (continued)

The following table summarizes the Bank's troubled debt restructurings for the three months ended March 31, 2012. There were no troubled debt restructurings for the three months ended March 31, 2011.

| | Number of Contracts | Pre-Modification Unpaid Principal Balance | Post-Modification Unpaid Principal Balance |
|-----------------------------|------------------------|---|--|
| (In Thousands) | | | |
| TDRs on non-accrual status: | | | |
| Residential real estate | 1 | \$ 386 | \$ 386 |
| Commercial real estate | — | — | — |
| | | 386 | 386 |
| TDRs on accrual status: | | | |
| Residential real estate | 1 | 318 | 318 |
| Commercial real estate | — | — | — |
| | 1 | 318 | 318 |
| | 2 | \$ 704 | \$ 704 |

During the three months ended March 31, 2012, the Bank restructured one residential real estate loan that was on non-accrual by giving a rate concession once the borrowers brought the loan fully current. The borrowers continue to make payments; however, due to inconsistencies of the payments the loan remains on non-accrual. There was one residential real estate troubled debt restructure that was kept on accrual because the customer was granted a rate concession without being delinquent. On both loans, management performed a discounted cash flow calculation to determine the amount of impairment reserve required on each of the troubled debt restructurings. Any reserve required is recorded through the provision for loan losses.

One residential real estate loan that was restructured in 2010 defaulted in 2011 and was foreclosed on during the three months ended March 31, 2012. The property was purchased by the Bank at auction. All other troubled debt restructurings have paid as agreed.

Credit Quality Information

The Bank uses a seven-grade internal rating system for commercial real estate, construction, commercial and certain residential real estate loans as follows:

Loans rated 1-3B: Loans in this category are considered “pass” rated with low to average risk.

Loans rated 4: Loans in this category are considered “special mention.” These loans are currently protected, but exhibit conditions that have the potential for weakness. The borrower may be affected by unfavorable economic, market or other external conditions that may affect their ability to repay the debt. These may also include credits where there is deterioration of the collateral or have deficiencies which may affect the Bank's ability to collect on the collateral. This rating is consistent with the “Other Assets Especially Mentioned” category used by the FDIC regulatory agency.

Loans rated 5: Loans in this category are considered “substandard.” Generally, a loan is considered substandard if it is inadequately protected by the current net worth and paying capacity of the obligors and/or the collateral pledged. There is a distinct possibility that the Bank will sustain some loss if the weakness is not corrected.

Loans rated 6: Loans in this category are considered “doubtful.” Loans classified as doubtful have all the weaknesses inherent in those classified substandard with the added characteristic that the weaknesses make collection or liquidation in full, on the basis of currently existing facts, highly questionable and improbable.

Notes to Unaudited Consolidated Financial Statements (continued)

Loans rated 7: Loans in this category are considered uncollectible (“loss”) and of such little value that their continuance as loans is not warranted.

Loans are assigned an initial grade at the origination of the loan. After origination, the Bank has a quality control program performed by an independent third-party. On a quarterly basis, all commercial and residential real estate loan relationships with individual loans \$500,000 or more are assigned a risk rating. An in-depth review is performed on all relationships totaling \$850,000 or greater along with loans on the Bank’s Watchlist. Watchlist loans are those loans that are more than two payments past due at the end of the quarter, loans rated four or higher in a previous review, or loans past contractual maturity. Results of the review are reported to the Bank’s Audit Committee on a quarterly basis and become the mechanism for monitoring the overall credit quality of the portfolio.

The following table presents the Bank’s loans by risk ratings as of March 31, 2012 and December 31, 2011:

| Rating | Residential Real Estate | Commercial Real Estate | Construction | Commercial |
|--------------------------|----------------------------|---------------------------|--------------|------------|
| | (In Thousands) | | | |
| <u>March 31, 2012</u> | | | | |
| 1- 3B | \$ 389,961 | \$ 405,213 | \$ 44,405 | \$ 396 |
| 4 | 4,357 | 3,101 | — | — |
| 5 | 38 | 1,210 | — | — |
| | \$ 394,356 | \$ 409,524 | \$ 44,405 | \$ 396 |
| <u>December 31, 2011</u> | | | | |
| 1- 3B | \$ 376,127 | \$ 400,169 | \$ 42,269 | \$ 459 |
| 4 | 3,794 | 2,960 | — | — |
| 5 | 1,351 | 1,214 | — | — |
| | \$ 381,272 | \$ 404,343 | \$ 42,269 | \$ 459 |

NOTE 7: NEW ACCOUNTING PRONOUNCEMENTS

In May 2011, the FASB issued ASU 2011-04, *Fair Value Measurement (Topic 820): Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and IFRS*. The Update clarifies and expands the disclosures pertaining to unobservable inputs used in Level 3 fair value measurements, including the disclosure of quantitative information related to (1) the valuation processes used, (2) the sensitivity of the fair value measurement to changes in unobservable inputs and the interrelationships between those unobservable inputs, and (3) use of a nonfinancial asset in a way that differs from the asset’s highest and best use. The Update also requires, for public companies, disclosure of the level within the fair value hierarchy for assets and liabilities not measured at fair value in the statement of financial position but for which the fair value is disclosed. The amendments in this Update are to be applied prospectively. For public entities, the amendments are effective during interim and annual periods beginning after December 15, 2011. The Bank has provided the required disclosure in Note 4.

Notes to Unaudited Consolidated Financial Statements (concluded)

In June 2011, the FASB issued ASU No. 2011-05, *Comprehensive Income (Topic 220), Presentation of Comprehensive Income*. This Update amends the disclosure requirements for the presentation of comprehensive income. The amended guidance eliminates the option to present components of other comprehensive income (OCI) as part of the Consolidated Statements of Changes in Stockholders' Equity. Under the amended guidance, all changes in OCI are to be presented either in a single continuous statement of comprehensive income or in two separate but consecutive financial statements. The changes, as amended by ASU 2011-12, are effective for fiscal years, and interim periods within those years, beginning after December 15, 2011 with retrospective application required. Separate statements of comprehensive income have been presented in this Form 10-Q on page 5.

ITEM 2 - MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS.

FORWARD-LOOKING STATEMENTS

The following discussion of the financial condition and results of operations of the Bank should be read in conjunction with the Consolidated Financial Statements and Notes thereto included elsewhere in this Quarterly Report on Form 10-Q and our Annual Report on Form 10-K for the year ended December 31, 2011. Matters discussed in this Quarterly Report on Form 10-Q and in our public disclosures, whether written or oral, relating to future events or our future performance, including any discussion, express or implied, of our anticipated growth, operating results, future earnings per share, plans and objectives, contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These statements are often identified by the words “believe”, “plan”, “estimate”, “project”, “target”, “continue”, “intend”, “expect”, “future”, “anticipate”, and similar expressions that are not statements of historical fact. These statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions that are difficult to predict, including changes in political and economic climate, interest rate fluctuations and competitive product and pricing pressures within the Bank’s market, bond market fluctuations, personal and corporate customers’ bankruptcies and inflation. Our actual results and timing of certain events could differ materially from those anticipated in these forward-looking statements as a result of certain factors, including, but not limited to, those set forth under “Risk Factors” and elsewhere in this Quarterly Report on Form 10-Q and in our other public filings with the FDIC. It is routine for internal projections and expectations to change as the year or each quarter in the year progresses, and therefore, it should be clearly understood that all forward-looking statements and the internal projections and beliefs upon which we base our expectations included in this Quarterly Report on Form 10-Q are made only as of the date of this Quarterly Report on Form 10-Q and may change. While we may elect to update forward-looking statements at some point in the future, we do not undertake any obligation to update any forward-looking statements whether as a result of new information, future events or otherwise.

INTRODUCTION

The earnings of the Bank are driven primarily by its net interest income, which is influenced by market interest rates as well as the Bank’s ability to generate loans and gather deposits. To a significantly lesser degree, the Bank also generates fee income from its deposit and loan customers. Earnings can also be affected by the creditworthiness of its borrowers, and as such, management monitors the portfolio and analyzes trends, both internal and external, which could impact the borrowers’ ability to repay their loans. The Bank operates ten banking offices which provide services to its deposit and loan customers. The Bank competes with other local, regional and national banks, credit unions and mutual funds to attract new depositors. The Bank is regulated by various agencies, primarily the Federal Deposit Insurance Corporation (“FDIC”) and the Massachusetts Commissioner of Banks, which among other things require minimum capital levels.

Net income increased \$361,000, or 13%, for the first quarter of 2012 as compared to the same quarter of 2011, due principally to the \$705,000, or 8%, improvement in net interest income. This was partially offset by a \$166,000, or 4%, increase in operating expenses and a \$249,000 increase in the income tax provision.

During the first three months of 2012, the Bank originated \$76.0 million in loans, resulting in net loan growth of \$19.3 million after giving effect to continued loan prepayments. At March 31, 2012, loans continue to be the Bank’s largest component of total assets at 75%. Non-performing assets were 0.89% of total assets at March 31, 2012 as compared to 0.92% at December 31, 2011. Management believes that these assets are significantly collateralized, pose minimal risk of loss to the Bank, and that the appropriate reserves are included in the allowance for loan losses that are sufficient to absorb such losses, if any.

During the first three months of 2012, \$13.5 million of the Bank’s securities matured, paid down or were called and \$16.9 million of the proceeds were reinvested in the securities portfolio and the remainder held in overnight cash balances.

During the first three months of 2012, the Bank received \$20.2 million in net new deposits. Management believes that the increase in deposit balances is attributable to the Bank's full insurance coverage and the current trend to move towards community banks. Additionally, the Bank opened a new branch in late 2011 in the Beacon Hill section of Boston and has seen a growth in deposits from the additional branch. The increase in deposits allowed the Bank to decrease borrowings with the Federal Home Loan Bank of Boston ("FHLB") by \$1.0 million during the first three months of 2012. The overall net increase in funding was used support loan growth and maintain higher levels of liquidity.

The Bank continues to exceed all of the minimum regulatory capital requirements.

RESULTS OF OPERATIONS FOR THE THREE MONTHS ENDED MARCH 31, 2012 AND 2011

GENERAL

The Bank reported net income of \$3.2 million for the quarter ended March 31, 2012 as compared to \$2.8 million for the quarter ended March 31, 2011. Net income was \$1.52 per share (basic and diluted) for the quarter ended March 31, 2012 as compared with \$1.36 per share basic and \$1.35 per share diluted for the same period in 2011. Earnings for the quarter ended March 31, 2012 were positively impacted by an increase of \$705,000, or 8%, in net interest income and a decrease in the provision for loan losses of \$75,000. This was offset, in part, by a \$166,000, or 4%, increase in operating costs, primarily attributable to an increase in salaries and employee benefits, occupancy, marketing and foreclosure expenses. The income tax provision increased by \$249,000 due to higher pre-tax income.

NET INTEREST INCOME

Net interest income is impacted by market interest rates. As short-term market rates fall, rates paid to depositors decrease and maturing borrowings may be refinanced at lower rates. New loans and securities may earn lower rates. Adjustable rate loans may also re-set at lower rates.

During the last 24 months, interest rates have been at historical lows as the Federal Reserve Bank has lowered the Federal Funds rate to near zero and initially implemented a security purchase program geared towards keeping longer-term rates at historical lows in an effort to stabilize financial markets and stimulate the overall economy. More recently, longer-term rates have continued to fall due to global uncertainty and volatility in the equity markets. In recent months the extended period of lower rates is affecting the loan portfolio at a greater rate than the deposit and borrowing yields. These issues have also caused an increase in deposit balances as customers seek the safe haven of a fully-insured depository institution.

The net effect of these low interest rates and growth in deposit balances was reflected in the improvement of the Bank's net interest income. For the quarter ended March 31, 2012, the weighted average rate spread and net interest margin were 3.36% and 3.48%, respectively, as compared to 3.36% and 3.51%, respectively, for the quarter ended March 31, 2011. When comparing the two quarters, the yield on total earning assets decreased 33 basis points and the rate on interest-bearing liabilities also decreased by 33 basis points.

Net interest income was \$9.4 million for the first quarter of 2012 and \$8.7 million for the first quarter of 2011. The \$705,000 improvement was due to a 9% increase in average earning assets in the first quarter of 2012 compared to the first quarter of 2011.

The following table details components of net interest income and yields/rates on average earning assets/liabilities.

| | Three Months Ended March 31, | | | | | |
|---|------------------------------|-----------------|-----------------|---------------------|-----------------|-----------------|
| | 2012 | | | 2011 | | |
| | AVERAGE BALANCE | INTEREST | YIELD/ RATE | AVERAGE BALANCE | INTEREST | YIELD/ RATE |
| | (Dollars in Thousands) | | | | | |
| Loans (1) (2) | \$ 864,131 | \$ 11,843 | 5.48 % | \$ 806,714 | \$ 11,568 | 5.74 % |
| Securities (3) (4) | 97,387 | 191 | 0.78 | 107,945 | 273 | 1.01 |
| Short-term investments and certificates of deposit | 115,706 | 89 | 0.31 | 72,365 | 82 | 0.45 |
| Total earning assets | 1,077,224 | 12,123 | 4.50 | 987,024 | 11,923 | 4.83 |
| Other assets | 46,899 | | | 34,203 | | |
| Total assets | <u>\$ 1,124,123</u> | | | <u>\$ 1,021,227</u> | | |
| Interest-bearing deposits (5) | \$ 735,651 | 1,506 | 0.82 | \$ 682,247 | 1,758 | 1.03 |
| Borrowed funds | 236,817 | 1,256 | 2.12 | 206,527 | 1,509 | 2.92 |
| Total interest-bearing liabilities | 972,468 | 2,762 | 1.14 | 888,774 | 3,267 | 1.47 |
| Demand deposits | 63,352 | | | 54,222 | | |
| Other liabilities | 3,547 | | | 3,266 | | |
| Total liabilities | 1,039,367 | | | 946,262 | | |
| Stockholders' equity | 84,756 | | | 74,965 | | |
| Total liabilities and stockholders' equity | <u>\$ 1,124,123</u> | | | <u>\$ 1,021,227</u> | | |
| Net interest income | | <u>\$ 9,361</u> | | | <u>\$ 8,656</u> | |
| Weighted average rate spread | | | <u>3.36 %</u> | | | <u>3.36 %</u> |
| Net interest margin (6) | | | <u>3.48 %</u> | | | <u>3.51 %</u> |
| Average interest-earning assets to average interest-bearing liabilities (7) | | | <u>110.77 %</u> | | | <u>111.05 %</u> |

(1) Before allowance for loan losses.

(2) Includes non-accrual loans.

(3) Excludes the impact of the average net unrealized gain or loss on securities available for sale.

(4) Includes Federal Home Loan Bank stock.

(5) Includes mortgagors' escrow accounts.

(6) Net interest income divided by average total earning assets.

(7) Total earning assets divided by total interest-bearing liabilities

The following table presents information regarding changes in interest and dividend income and interest expense of the Bank for the periods indicated. For each category, information is provided with respect to the change attributable to volume (change in volume multiplied by old rate) and the change in rate (change in rate multiplied by old volume). The change attributable to both volume and rate is allocated proportionately to the change due to volume and rate.

| | Three Months Ended March 31, 2012 Compared to the Three Months Ended March 31, 2011 Increase (Decrease) | | |
|--|--|------------------------|--------|
| | Due to | | Total |
| | Volume | Rate (In Thousands) | |
| Interest and dividend income: | | | |
| Loans | \$ 801 | \$ (526) | \$ 275 |
| Securities and FHLB stock | (25) | (57) | (82) |
| Short-term investments and certificates of deposit | 39 | (32) | 7 |
| Total interest and dividend income | 815 | (615) | 200 |
| Interest expense: | | | |
| Deposits | 130 | (382) | (252) |
| Borrowed funds | 200 | (453) | (253) |
| Total interest expense | 330 | (835) | (505) |
| Net interest income | \$ 485 | \$ 220 | \$ 705 |

Interest and dividend income rose by \$200,000 to \$12.1 million for the first quarter of 2012 as compared to \$11.9 million for the first quarter of 2011. The yield on total interest-earning assets was 4.50% for the quarter ended March 31, 2012 as compared to 4.83% for the quarter ended March 31, 2011.

Interest income on loans increased \$275,000 when comparing the two periods, primarily resulting from a 7% increase in average loans, offset, in part, by a 26 basis point decrease in overall yield. Although short-term market rates remained at historic lows during the last year, longer-term rates have declined. Loans that reset to market rates, such as prime-based home equity loans and commercial lines remained relatively stable. Adjustable rate residential and commercial mortgages with reset dates in 2011 and through the first three months of 2012, were impacted by lower market rates.

Securities and short-term investments accounted for 20% of the total average earning assets for the quarter ended March 31, 2012 and 18% for the same period in 2011. Income for these categories combined decreased \$75,000 when comparing the two periods primarily due to a decreases in interest rates, partially offset by a \$32.8 million increase in average balances. Over the last 24 months, shorter-term rates have remained at historic lows affecting short-term overnight investments and matured/called securities when the funds are reinvested.

The average rate on interest-bearing liabilities decreased to 1.14% for the first quarter of 2012 from 1.47% for the comparable quarter of 2011. Total interest expense decreased by \$505,000 when comparing the quarters ended March 31, 2012 and 2011. Deposits have been the primary source of funding growth.

Interest expense on deposits decreased by \$252,000, primarily as a result of a 21 basis point decrease in the weighted average rate; offset, in part, by a \$53.4 million increase in average interest-bearing deposit balances. The rates paid on deposit accounts were lowered during the last nine months of 2011 and through the first three months of 2012 and reflect market conditions. The Bank has benefitted from the lower interest rate environment as certificates roll at lower rates and rates paid on savings and transaction account products are lowered. Certificate balances declined by \$2.6 million from December 31, 2011 to March 31, 2012 but non-certificate accounts increased by \$22.8 million during the same period. Non-certificate accounts represent

54.2% of total deposits at March 31, 2012 compared to 52.7% at December 31, 2011. Generally, most mutual fund and broker related money market products are indexed to short term rates. A combination of more attractive rates on bank products, along with deposit insurance coverage, has produced strong growth in our transaction accounts, money market and short-term certificate products. The increase in deposit balances has allowed the Bank to fund lending activity and maintain an elevated level of liquidity.

Interest expense on borrowed funds for the first quarter of 2012 decreased \$253,000 as compared to the same quarter in 2011, due primarily to an 80 basis point decrease in the weighted average rate offset by a \$30.3 million increase in average outstanding balance. The higher growth in deposit products, including lower cost core deposits, has been the primary source for funding asset growth.

PROVISION FOR LOAN LOSSES

At March 31, 2012, management's review of the allowance for loan losses concluded that a balance of \$7.6 million was adequate to provide for losses based upon evaluation of risk in the loan portfolio. During the first quarter of 2012, management provided \$225,000 to achieve such a loan loss allowance balance at March 31, 2012. The Bank recorded charge-offs totaling \$102,000 for the first quarter of 2012. National and local market conditions, charge-offs during the quarter, along with growth in the loan portfolio warranted additional provisions to the Bank's allowance for loan losses. Comparably, at March 31, 2011, management's evaluation of the balance of the allowance for loan losses indicated the need for a quarterly provision of \$300,000.

At March 31, 2012, the allowance for loan losses represented 0.87% of gross loans as compared to 0.88% at December 31, 2011 and 0.89% at March 31, 2011. Management considers many factors when evaluating the balance in the loan loss allowance. Beginning with historical charge-offs, adjustments are made to assess trends in portfolio volume, maturity and composition, trends in delinquencies and the national and local economic condition. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available. In particular, at March 31, 2012, management considered the level of non-accrual and delinquent loans, and the volatility in the financial markets. Management believes that its loans classified as non-accrual are significantly collateralized, pose minimal risk of loss to the Bank and the allowance for loan losses is sufficient to absorb such losses. However, management continues to monitor the loan portfolio and additional reserves will be taken if necessary.

See Note 6 to interim consolidated financial statements and "Loans and Foreclosed Real Estate" included in this Management's Discussion and Analysis for additional information pertaining to the allowance for loan losses.

OTHER INCOME

Other income is comprised of customer service fees, increases in the cash surrender value of life insurance policies and miscellaneous income. Total other income was \$407,000 for the quarter ended March 31, 2012 compared to \$411,000 for the same period in 2011. Customer service fees increased by \$18,000 over the two periods; primarily the result of an increased volume of fee-based customer transactions along with ATM interchange income from higher transaction volume. This was more than offset by a decline in income on bank-owned life insurance related to the general declines in interest rates. Miscellaneous income was relatively flat between the three months ended March 31, 2012 compared to the three months ended March 31, 2011, with a decline of \$3,000.

OPERATING EXPENSES

Total operating expenses were \$4.1 million, or an annualized 1.45% of average total assets, for the quarter ended March 31, 2012 as compared to \$3.9 million, or 1.53%, for the same quarter of 2011. Operating expenses include salaries and employee benefits, data processing, occupancy and equipment, deposit insurance, foreclosure, marketing and other general and administrative expenses.

Salaries and employee benefits expenses rose \$185,000, or 9%, primarily due to annual merit-based salary

increases, rising medical insurance costs and staff additions related to the new branch opened in October 2011.

Data processing expenses increased by \$10,000, or 5%, primarily due to increased data processing charges associated with growth in the number of loan and deposit accounts along with costs of the new branch location.

Occupancy and equipment expenditures increased by \$64,000, or 18%, due to added depreciation expense associated with the addition to the Bank's Administration Building that was completed in July 2011 and rent expense associated with a lease on the new branch location in downtown Boston that opened in October 2011. Additionally, there were increased expenses associated with ongoing maintenance of the Bank's equipment, utilities and real estate taxes.

Deposit insurance expense decreased \$186,000. Beginning April 1, 2011, the Federal Deposit Insurance Corporation ("FDIC") changed their assessment calculation from a percentage of deposits to one based on total assets. A combination of a favorable regulatory rating and strong financial performance had a significant positive impact on the Bank's assessment rate.

Foreclosure related expenses increased by \$32,000 to \$200,000 for the first quarter 2012. The increase is primarily related to costs associated with managing foreclosed property along with write-downs on existing properties. At March 31, 2012, the Bank held seven properties with a carrying value of \$3.9 million. This compares to seven properties totaling \$3.6 million at December 31, 2011 and three properties totaling \$3.0 million at March 31, 2011. During the first quarter of 2012, the Bank took on one new property and sold one property. During the quarter three properties were written down by a total of \$60,000 to reflect the anticipated proceeds from the sales of the properties which are anticipated to settle in the second quarter. Also included in this category are expenses associated with the foreclosure process which include legal expenses, appraisal expenses, insurance expenses and other related foreclosure expenses.

Marketing expenses increased by \$23,000 to \$134,000 for the first quarter 2012. The increase was due to additional marketing initiatives in 2012 compared to the same period in 2011, such as those related to the new branch on Charles Street in Boston that opened in October 2011.

Other expenses, which include director fees, supplies, deposit related losses and audit-related expenses, among others, increased \$38,000, or 6%, when comparing the two periods primarily due to general increases in operating expenses.

During the third quarter 2011, the Bank completed construction on a 15,000 square foot addition and renovation to its Main Street, Hingham, MA administration building. The additional space consolidates all lending and back office functions in a single location providing more efficiency in operation and needed space for current and future operations. The total cost of the project, including furniture and equipment, was approximately \$5.2 million. Additionally, the Bank entered into a lease on a new branch location on Charles Street in the Beacon Hill section of Boston which opened in October 2011.

INCOME TAXES

The Bank recognizes income taxes under the asset and liability method in which deferred tax assets and liabilities are established for the temporary difference between the accounting basis and the tax basis of the Bank's assets and liabilities at enacted tax rates expected to be in effect when the amounts related to such temporary differences are realized or settled. The Bank's deferred tax asset is reviewed quarterly by management as to the realizability of such asset.

During the first quarter of 2012, the Bank recorded \$2.2 million, or 40.7% of pre-tax income, in tax expense as compared to \$2.0 million, or 40.7%, for the same quarter in 2011. The increase in expense is attributable to the increase in pre-tax earnings.

BALANCE SHEET ANALYSIS - COMPARISON AT MARCH 31, 2012 TO DECEMBER 31, 2011

Assets totaled \$1,150.5 million at March 31, 2012, as compared to \$1,127.3 million at December 31, 2011, an increase of \$23.2 million.

SECURITIES, SHORT-TERM INVESTMENTS, CERTIFICATES OF DEPOSITS AND FHLB STOCK

Securities were \$99.8 million at March 31, 2012, an increase of \$3.1 million when compared to the \$96.7 million at December 31, 2011. During the first three months of 2011, there were \$16.9 million in securities purchased offset by \$13.5 million in maturities, calls and principal paydowns. Net proceeds from securities transactions were reinvested in a combination of short-term investments and new securities.

During 2011 and continuing through March 31, 2012, the inflow of deposits continued. These funds have been temporarily held by the Bank in short-term investments until such time as they can be used to reduce borrowed funds, or used to fund loan production.

At March 31, 2012 and December 31, 2011, the Bank's entire securities portfolio was classified as available for sale and reflected on the balance sheet at fair value with unrealized gains and losses, net of tax effect, excluded from earnings and reported in accumulated other comprehensive income. The net unrealized gain on securities available for sale, net of tax, was \$169,000 at March 31, 2012. This compares to \$235,000, net of tax, at December 31, 2011 and \$101,000, net of tax, at March 31, 2011. The fair value of securities fluctuates with the movement of interest rates. Generally, during periods of falling interest rates, the fair values increase whereas the opposite may hold true during a rising interest rate environment.

The securities portfolio is comprised primarily of bonds issued by the U.S. Treasury and government-sponsored enterprises. At March 31, 2012, approximately 10% is represented by U.S. Treasury issues. Another 86% of the portfolio consisted of fixed-rate agency bond issues. In September 2008, the U.S. government placed FNMA and FHLMC in conservatorship under the Federal Housing Financing Agency ("FHFA"). While equity investors in these two entities were negatively impacted, bond holders have, thus far, been unaffected. Residential mortgage-backed issues, which are guaranteed by FNMA and FHLMC, comprised less than 1% of the portfolio. Repayment of these issues is anticipated from payments made on the underlying mortgages. The majority of the bond and mortgage-backed holdings are short-term in nature with nearly the entire portfolio maturing in three years or less.

At March 31, 2012, the Bank held \$4.0 million, or 4% of the portfolio, in the CRA Fund, an equity security which invests in local community-related projects.

The Bank held an investment of \$13.8 million in FDIC-insured certificates of deposit issued by other financial institutions at March 31, 2012. Generally, the Bank invests in such certificates due to the increase in yield over comparably-termed bonds issued by government-sponsored enterprises at time of purchase.

As a member of the Federal Home Loan Bank of Boston ("FHLBB"), the Bank is required to hold a Membership Stock Investment plus an Activity-based Stock Investment in the FHLBB, which is based primarily on the amount of FHLBB borrowings. In late 2008, the FHLBB announced a moratorium on all excess stock repurchases and subsequently in early 2009, FHLBB announced that it has suspended its dividend payment. During the first quarter of 2011, the dividend was reinstated, albeit at a lesser rate. In 2012, the FHLBB began a partial stock repurchase and bought back 214,000 shares during the quarter ended March 31, 2012. The Bank also received dividends totaling \$17,000 for the quarter ended March 31, 2012 compared to \$10,000 for the same period in 2011. At March 31, 2012 and December 31, 2011, the Bank held \$13.2 million and \$13.4 million, respectively, in FHLBB stock.

LOANS AND FORECLOSED REAL ESTATE

During the first three months of 2012, total loans outstanding increased by \$19.3 million to \$869.1 million, from \$849.8 million at December 31, 2011, attributable primarily to originated loans of \$76.0 million offset by payoffs, loan sales and amortization. Comparably, loan originations for the same period in 2011 were \$58.8 million. On March 31, 2012 and December 31, 2011, net loans outstanding represented 76% and 75% of assets,

respectively. Mortgage loans continue to account for more than 99% of the loan portfolio.

Loans are carried net of the allowance for loan losses. The allowance is maintained at a level to absorb losses within the loan portfolio. At March 31, 2012, the allowance had a balance of \$7.6 million as compared to \$7.5 million at December 31, 2011. At March 31, 2012, the Bank allocated \$233,000 to loans classified as impaired. At December 31, 2011, \$211,000 was allocated to impaired loans.

The Bank works closely with delinquent mortgagors to bring their loans current and foreclosure proceedings commence if the mortgagor is unable to satisfy their outstanding obligation. In 2008, the Commonwealth of Massachusetts enacted a law which grants a mortgagor a 90-day right to cure a default on residential real property mortgages. In 2010, this was increased to 150 days to cure a default. Land court filings, which are part of the foreclosure process in Massachusetts, experienced a 90-day backlog due to the volume of foreclosure filings in the state. This resulted in a delay in the Bank's collection process. These delays have been experienced over the last year and are expected to continue until foreclosure trends decline.

At March 31, 2012, there were 17 loans classified as non-accrual totaling \$6.4 million as compared to 19 non-accrual loans totaling \$6.8 million at December 31, 2011. At March 31, 2012, the Bank held \$3.9 million in foreclosed assets consisting of 4 commercial properties and 3 residential properties. At December 31, 2011, the Bank held \$3.6 million in foreclosed assets. At March 31, 2012, non-performing assets were 0.89% of total assets as compared to 0.92% at December 31, 2011. Management believes that its loans classified as non-accrual are significantly collateralized, pose minimal risk of loss to the Bank, and the reserves included in the allowance for loan losses are sufficient to absorb such losses, if any. However, management continues to monitor the loan portfolio and additional reserves will be taken if necessary.

Non-Performing Assets

| | March 31, 2012 | December 31, 2011 |
|--|------------------------|----------------------|
| | (Dollars in Thousands) | |
| Non-accrual loans: | | |
| Residential mortgages | \$ 2,806 | \$ 2,945 |
| Commercial mortgages | 3,147 | 3,502 |
| Home equity | 407 | 306 |
| Total non-accrual loans | <u>6,360</u> | <u>6,753</u> |
| Foreclosed real estate | <u>3,884</u> | <u>3,629</u> |
| Total non-performing assets | <u>\$ 10,244</u> | <u>\$ 10,382</u> |
| Percent of non-accrual loans to: | | |
| Total loans | 0.73 % | 0.79 % |
| Total assets | 0.55 % | 0.60 % |
| Percent of non-performing assets to: | | |
| Total loans and foreclosed real estate | 1.16 % | 1.21 % |
| Total assets | 0.89 % | 0.92 % |
| Allowance for loan losses to total loans | 0.87 % | 0.88 % |

DEPOSITS

Deposits increased by \$20.2 million to \$807.7 million at March 31, 2012 from \$787.6 million at December 31, 2011. Core deposits, which include regular, money market, NOW and demand deposits, increased \$22.8 million over the December 31, 2011 balance. Certificate accounts were \$369.7 million, or 45.8% of total deposits, at March 31, 2012, as compared to \$372.3 million, or 47.3% of total deposits, at December 31, 2011.

Beginning in late 2008, national and international financial markets became increasingly volatile. The New York Stock Exchange ("NYSE") reported large declines in the trading prices of equity securities and several financial services companies were in severe distress. Combined, these events concerned consumers and small

business owners, a number of whom ultimately transferred their funds from affected markets into premium money market and certificate of deposit accounts at the Bank. The Bank offers FDIC insurance, which generally provides protection for up to \$250,000 in separately insured deposit accounts, and Deposit Insurance Fund of Massachusetts (“DIF”) insurance for all deposits in excess of this amount. Although the national and international markets have stabilized, the Bank continues to experience growth in deposits.

Deposit growth over the first three months of 2012 was used to fund growth in the loan portfolio and has allowed the Bank to hold lower levels of borrowed funds.

| | Deposit Balances by Type | | | |
|---------------------------------------|--------------------------|----------------|----------------------|----------------|
| | March, 2012 | % of Total | December 31, 2011 | % of Total |
| | (Dollars in Thousands) | | | |
| Non-certificate accounts | | | | |
| Regular | \$ 68,845 | 8.5 % | \$ 65,261 | 8.3 % |
| Money market deposits | 265,567 | 32.9 | 256,971 | 32.6 |
| NOW | 29,887 | 3.7 | 29,988 | 3.8 |
| Demand | 73,781 | 9.1 | 63,092 | 8.0 |
| Total non-certificate accounts | <u>438,080</u> | <u>54.2</u> | <u>415,312</u> | <u>52.7</u> |
| Term certificates less than \$100,000 | 168,762 | 20.9 | 171,276 | 21.7 |
| Term certificates \$100,000 or more | <u>200,888</u> | <u>24.9</u> | <u>200,985</u> | <u>25.5</u> |
| Total certificate accounts | <u>369,650</u> | <u>45.8</u> | <u>372,261</u> | <u>47.3</u> |
| Total deposits | <u>\$ 807,730</u> | <u>100.0 %</u> | <u>\$ 787,573</u> | <u>100.0 %</u> |

BORROWINGS

FHLBB advances were \$246.4 million or 21% of total assets at March 31, 2012 as compared to \$247.5 million or 22% of total assets at December 31, 2011. These advances are predominately fixed rate in nature with 40% scheduled to mature in the next twelve months. During the first three months of 2012, total borrowings decreased by \$1.0 million due to paydowns and stronger growth in deposits providing adequate funding sources during the first quarter 2012.

LIQUIDITY AND CAPITAL RESOURCES

The Bank continually assesses its liquidity position by forecasting incoming and outgoing cash flows. In some cases, contractual maturity dates are used to anticipate cash flows. However, when an asset or liability is subject to early repayment or redemption at the discretion of the issuer or customer, cash flows can be difficult to predict. Generally, these prepayment rights are exercised when it is most financially favorable to the issuer or customer.

The majority of the Bank’s investment portfolio was fixed with respect to rate and maturity date. The remaining securities can be called at the discretion of the issuer. Mortgage-backed securities, which comprise less than 1% of the portfolio, are subject to repayment at the discretion of the underlying borrower.

Residential loans are susceptible to principal repayment at the discretion of the borrower. Commercial mortgages, while subject to significant penalties for early repayment in most cases, can also prepay at the borrower’s discretion.

Core deposit balances can generally be withdrawn from the Bank at any time. Certificates of deposit, with predefined maturity dates and subject to early redemption penalties, can also be withdrawn. The Bank estimates the volatility of its deposits in light of the general economic climate and recent actual experience.

Approximately 88% of the Bank’s borrowings were fixed in term of rate and maturity. Approximately 12% or \$29.0 million can be called for earlier repayment at the discretion of the issuer. It is considered unlikely that these borrowings will be called by the issuer in the near term.

The Bank also monitors its off-balance sheet items. See “Commitments” appearing in Note 2 within the “Notes to Unaudited Consolidated Financial Statements” section of this document. At March 31, 2012, the Bank had \$126.9 million in commitments to extend credit as compared to \$128.7 million at December 31, 2011.

The Bank considers the above information when measuring its liquidity position. Specific measurements include the Bank’s cash flow position at the 30 day, 60 day and 90 day horizon, the level of volatile liabilities on earning assets and loan to deposit ratios. These estimates anticipate the possibility of deposit outflows. At March 31, 2012, each measurement was within pre-defined Bank guidelines.

To supplement its liquidity position, should the need arise, the Bank maintains its membership in the Federal Home Loan Bank of Boston where it is eligible to obtain both short and long-term credit advances. The Bank can borrow up to \$336.7 million to meet its borrowing needs, based on the Bank's available qualified collateral which consists primarily of 1-4 family residential mortgages, five or more family residential mortgages, the majority of the Bank’s investment in securities issued by government-sponsored enterprises and certain commercial mortgages. The Bank can pledge other mortgages and assets as collateral to secure as much as \$175.0 million in additional borrowings. At March 31, 2012, the Bank had \$246.4 million in advances outstanding.

At March 31, 2012, the Bank had capital of \$84.9 million, or 7.38% of total assets, as compared to \$82.3 million, or 7.30%, at December 31, 2011. During the three months ended March 31, 2012, stockholders' equity increased by \$2.6 million due primarily to net income for the period of \$3.2 million, partially offset by the declaration of dividends of \$0.25 per share, which reduced capital by \$531,000.

Total capital is adjusted by the unrealized gains or losses in the Bank's available for sale securities portfolio and, as such, it is subject to fluctuations resulting from changes in the market values of its securities. At March 31, 2012, the Bank's entire securities portfolio was classified as available for sale which had the effect of decreasing capital over the three-month period by \$66,000.

Massachusetts-chartered savings banks that are insured by the FDIC are subject to minimum capital maintenance requirements. Regulatory guidelines define the minimum amount of qualifying capital an institution must maintain as a percentage of risk-weighted assets and average total assets.

The following table details the Bank’s actual capital ratios and minimum regulatory ratios.

| | <u>Actual Regulatory Capital Ratios</u> | | <u>Minimum Capital Requirement Ratios</u> | <u>Minimum To Be Well Capitalized Under Prompt Corrective Action Provision Ratios</u> |
|---|---|--------------------------|---|---|
| | <u>March 31, 2012</u> | <u>December 31, 2011</u> | | |
| | (Dollars in Thousands) | | | |
| Tier 1 Capital as a Percent of Risk-Weighted Assets | 12.55 % | 12.40 % | 4.0 % | 6.0 % |
| Total Capital as a Percentage of Risk-Weighted Assets | 13.69 % | 13.55 % | 8.0 % | 10.0 % |
| Tier 1 Capital to Average Assets | 7.47 % | 7.47 % | 4.0 % | 5.0 % |
| Total Risk-Weighted Assets | \$ 674,988 | \$ 661,314 | | |

At March 31, 2012 and December 31, 2011, the Bank exceeded all of the minimum regulatory capital ratio requirements.

ITEM 3 - QUANTITATIVE AND QUALITATIVE DISCLOSURE ABOUT MARKET RISK

The earnings of most banking institutions are exposed to interest rate risk because their balance sheets, both assets and liabilities, are predominantly interest bearing. It is the Bank's objective to minimize, to the degree prudently possible, its exposure to interest rate risk, and bearing in mind that the Bank, by its very nature, will always be in the business of taking on interest rate risk. Interest rate risk is monitored on a quarterly basis by the Asset Liability Committee of the Bank. The primary tool used by the Bank in managing interest rate risk is income simulation modeling. Income simulation modeling measures changes in net interest income by projecting the future composition of the Bank's balance sheet and applying different interest rate scenarios. Management incorporates numerous assumptions into the simulation model, such as prepayment speeds, interest rate environments, balance sheet growth and deposit elasticity. To a significantly lesser degree, the Bank also utilizes "GAP" analysis which involves comparing the difference between interest-rate sensitive assets and liabilities that mature or reprice during a given period of time. Management believes that there has been no material changes in the interest rate risk reported in the Bank's Annual Report on Form 10-K for the fiscal year ended December 31, 2011, filed with the Federal Deposit Insurance Corporation. The information is contained in the Form 10-K within the Market Risk and Asset Liability Management section of Management's Discussion and Analysis of Results of Operations and Financial Condition.

ITEM 4 – CONTROLS AND PROCEDURES

(a) Evaluation of Disclosure Controls and Procedures

An evaluation was carried out under the supervision and with the participation of the Bank's management, including the Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO"), of the effectiveness, as of March 31, 2012, of the Bank's disclosure controls and procedures as defined in Rules 13a-15(e) and 15d-15(e) under the Securities and Exchange Act of 1934, as amended. The term "disclosure controls and procedures" is defined to mean controls and other procedures that are designed to ensure that information required to be disclosed by the Bank in reports that it files or submits under the Securities Exchange Act of 1934 is recorded, processed, summarized and reported within the time periods specified in Securities and Exchange Commission rules and forms, and is made known to the Bank's CEO and CFO by others within the Bank, particularly during the period in which this report was being prepared, as appropriate to allow timely decisions regarding required disclosure.

The CEO and CFO recognize that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving their objectives and such officers necessarily apply their judgment in evaluating the cost-benefit relationship of possible controls and procedures. Based on their evaluation of the Bank's disclosure controls and procedures as of March 31, 2012, the CEO and CFO concluded that, as of such date, the Bank's disclosure controls and procedures were effective at the reasonable assurance level.

(b) Changes in Internal Control

There were no significant changes in the Bank's internal control over financial reporting, as defined in Rules 13a-15(e) and 15d-15(e), during the fiscal quarter ended March 31, 2012 that have materially affected, or are reasonably likely to materially affect, the Bank's internal control over financial reporting.

PART II - OTHER INFORMATION

ITEM 1 - LEGAL PROCEEDINGS

None.

ITEM 1A – RISK FACTORS

There have been no material changes to the risk factors previously disclosed in the Bank's most recently filed Form 10K.

ITEM 2 – UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

None.

ITEM 3 - DEFAULTS UPON SENIOR SECURITIES

None.

ITEM 4 – MINE SAFETY DISCLOSURES

Not applicable.

ITEM 5 - OTHER INFORMATION

None.

ITEM 6 – EXHIBITS

Exhibit No.

| | |
|------|---|
| 31.1 | Certifications – Chief Executive Officer |
| 31.2 | Certifications – Chief Financial Officer |
| 32.1 | Certification Pursuant to 18 U.S.C. §1350 – Chief Executive Officer |
| 32.2 | Certification Pursuant to 18 U.S.C. §1350 – Chief Financial Officer |

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

HINGHAM INSTITUTION FOR SAVINGS

Date: May 8, 2012

/s/
Robert H. Gaughen, Jr.
President & Chief Executive Officer

Date: May 8, 2012

/s/
Robert A. Bogart
Vice President & Treasurer

I, Robert H. Gaughen, Jr., certify that:

1. I have reviewed this quarterly report on Form 10-Q of the Hingham Institution for Savings;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures, and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors:
 - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: May 8, 2012

/s/
Robert H. Gaughen, Jr.
Chief Executive Officer

I, Robert A. Bogart, certify that:

1. I have reviewed this quarterly report on Form 10-Q of the Hingham Institution for Savings;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures, and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors:
 - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: May 8, 2012

/s/
Robert A. Bogart
Chief Financial Officer

