

HINGHAM INSTITUTION FOR SAVINGS

2021 Shareholders Meeting

Safe Harbor Statement

This presentation contains forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. Such forward-looking statements about Hingham Institution for Savings and its industry involve substantial risks and uncertainties. Statements other than statements of current or historical fact, including statements regarding the Bank's future financial condition, results of operations, business plans, liquidity, cash flows, projected costs, and the impact of any laws or regulations applicable to the Bank, are forward-looking statements. Words such as "anticipates," "believes," "estimates," "expects," "forecasts," "intends," "plans," "projects," "may," "will," "should," and other similar expressions are intended to identify these forward-looking statements. Such statements are subject to factors that could cause actual results to differ materially from anticipated results. Such factors are described within the Bank's filings with the Federal Deposit Insurance Corporation, including the Bank's Annual Report on Form 10-K for the year end December 31, 2020. Except required by the law, the Bank does not undertake, and specifically disclaims any obligation, to publicly release the result of any revisions which may be made to any forward-looking statements to reflect the occurrence of anticipated or unanticipated events or circumstances after the date of such statements. You are cautioned not to place undue reliance on these forward-looking statements.

Informal Meeting

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- Financial Results
- Operating Highlights
- Q&A

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

Warren Buffett

What We Do

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- Commercial Real Estate Lending
- Commercial and Personal Deposit Banking
- Residential Real Estate Lending

What We Don't Do

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- Commercial and Industrial Lending
 - ABL
 - Leasing
 - Loans and Lines
 - SBA (*)
 - Leveraged Lending
- Consumer Lending
 - Credit Card
 - Marine
 - Auto
 - RV
 - Personal Lines
- Investments
 - Wealth Management
 - Trust
 - Investment Advisory
- Insurance Brokerage or Underwriting
- Secondary Market Residential Mortgage
- Tax Credits
- Solar Lending
- Commercial Mortgage Participations (*)

Capital Allocation

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1. **Attractive**

- a. Reinvest in our Lending and Deposit Businesses - Existing and New Geographies (Organic Growth)
- b. Make Minority Equity Investments - Public and Private - Focused on Financial Services
- c. Maintain Appropriate Leverage Through Regular and Special Dividends
- d. Opportunistic Repurchase of Shares - Focused on Valuation and Tax

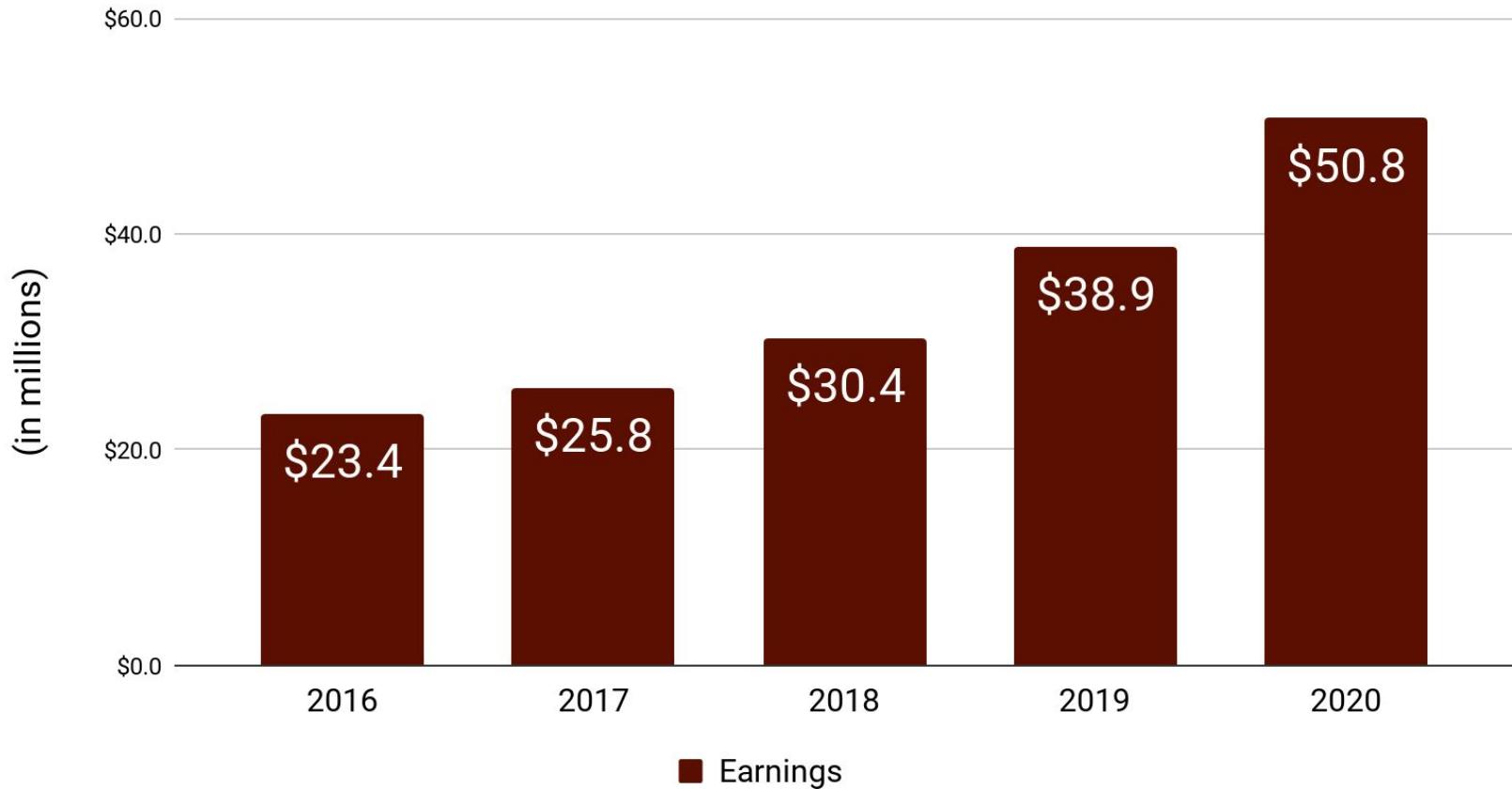
2. **Not Attractive**

- a. Control Equity Investments (“Acquisitions”) (High Prices, Loss of Focus, Elusive Cost Synergies)

2021 Financial Results

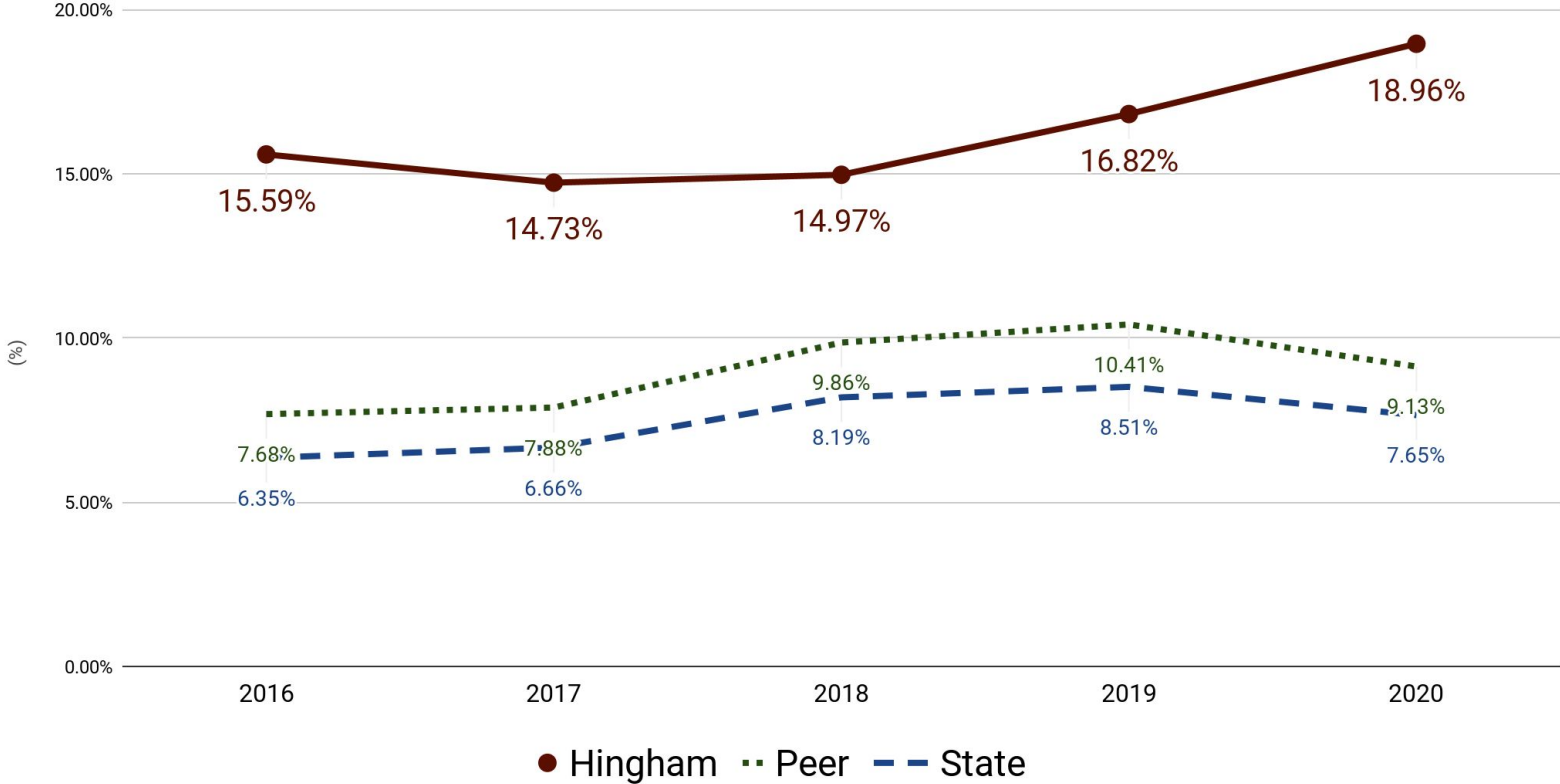
Earnings

Annual Earnings



Return on Shareholder Equity

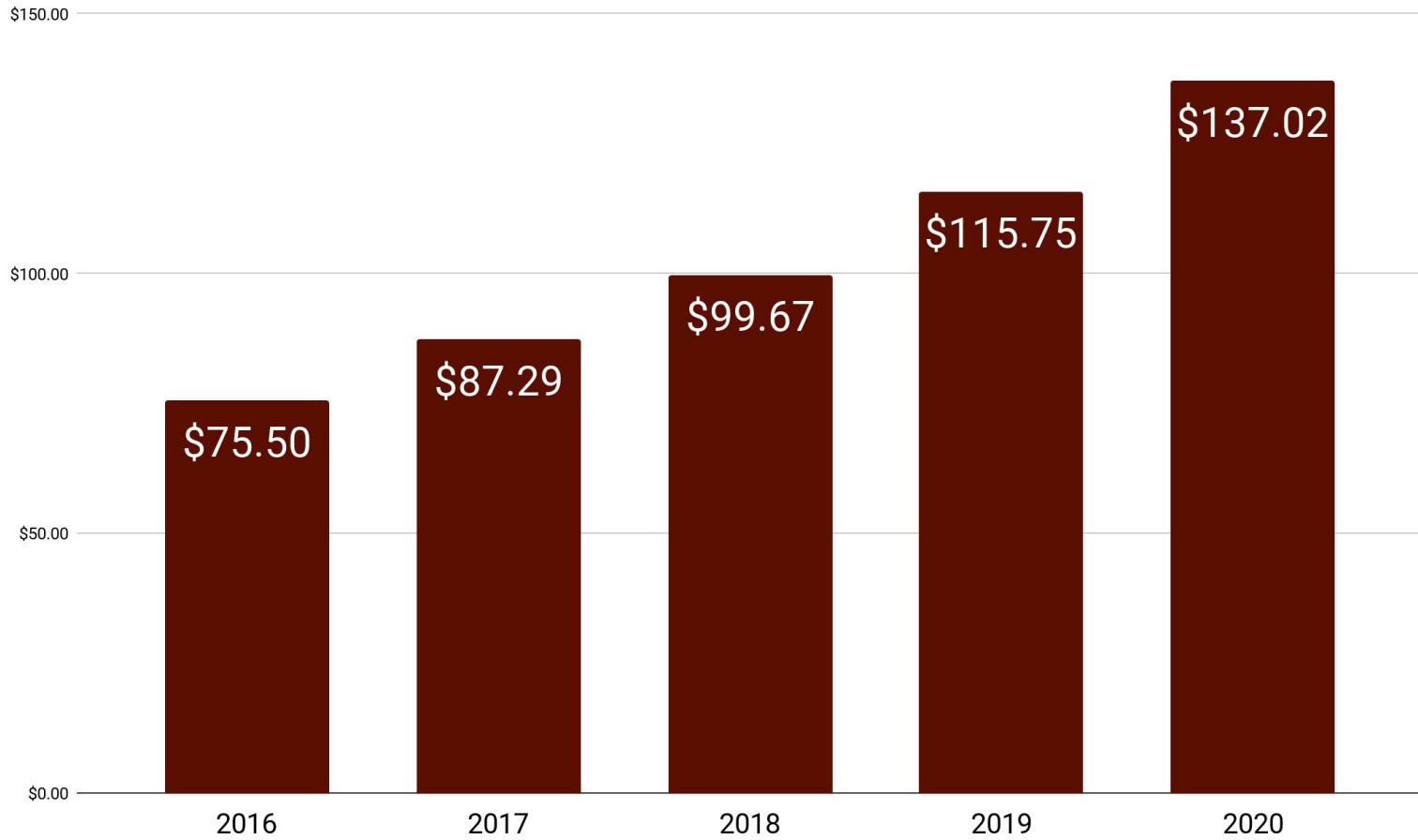
Return on Equity - MA Savings Banks - 2020



Source: Depositors Insurance Fund, All Massachusetts Savings Banks

Shareholder Equity Book Value Per Share

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5YR CAGR of 16.1%

Low Cost Leadership

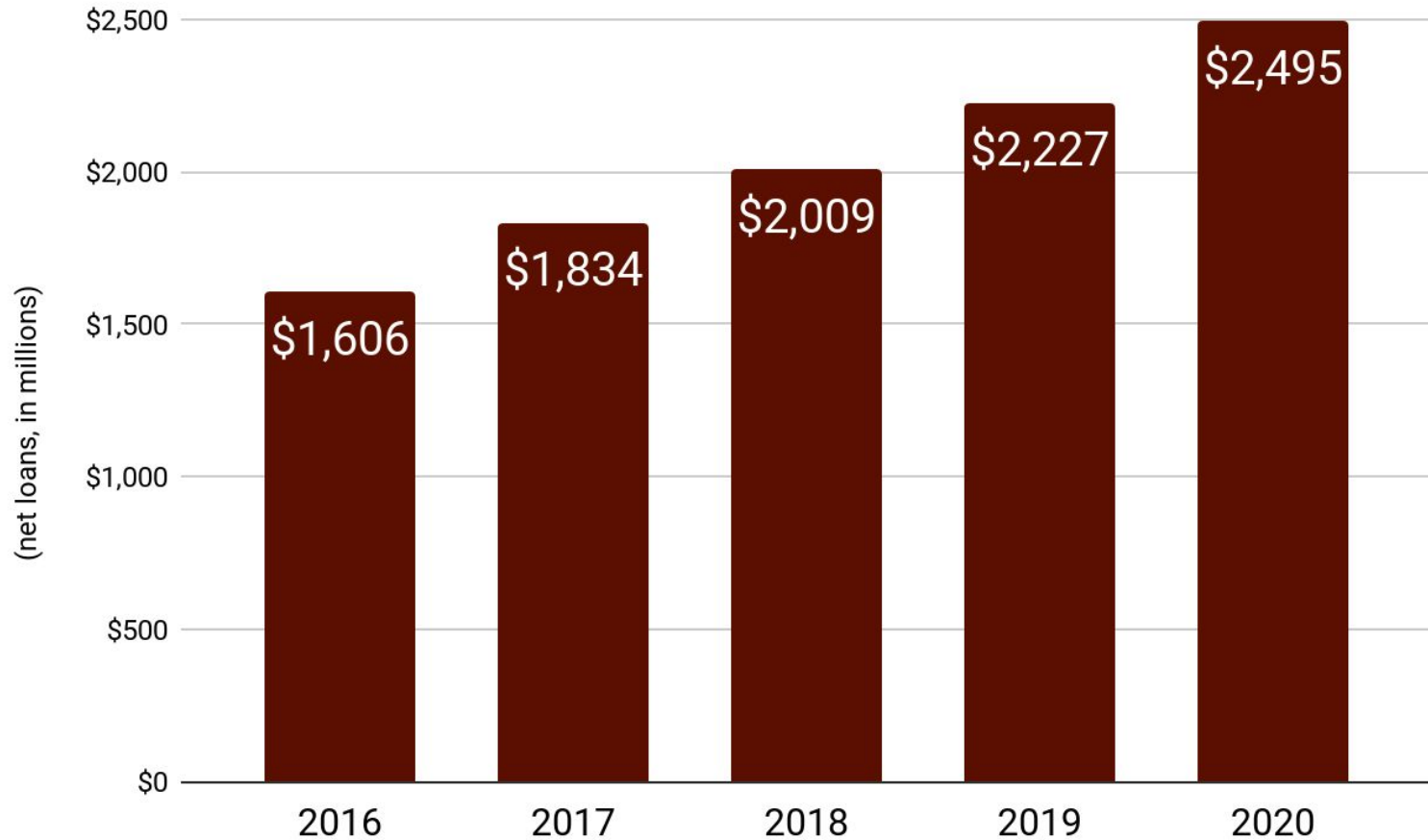
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- 2020 Efficiency Ratio = 25.41%
- This is the product of both **structural** and **operational** choices
- We must be relentless in taking unnecessary costs out of our business

Lending

Disciplined Loan Growth

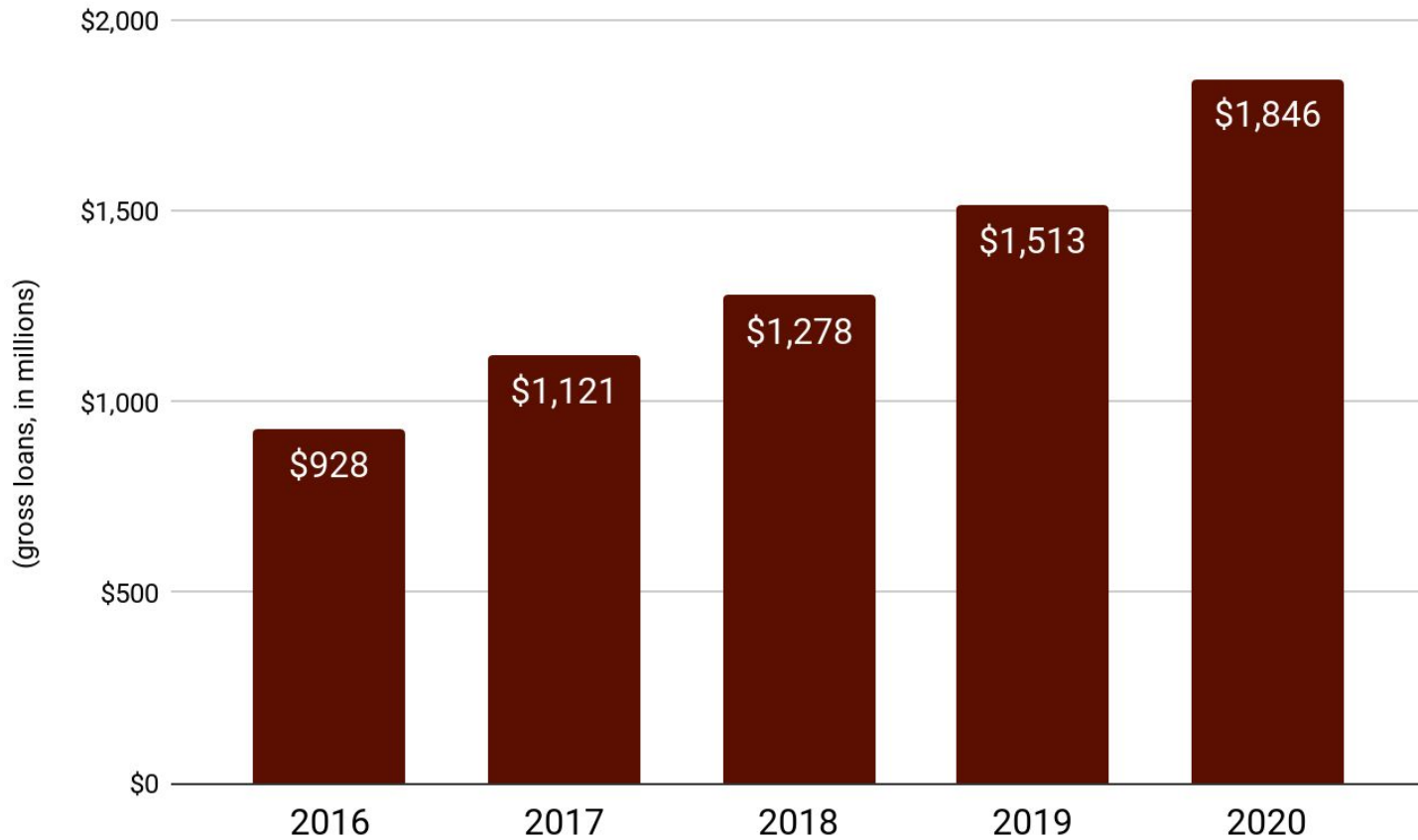
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5YR CAGR of 12.17%

Commercial Loan Growth

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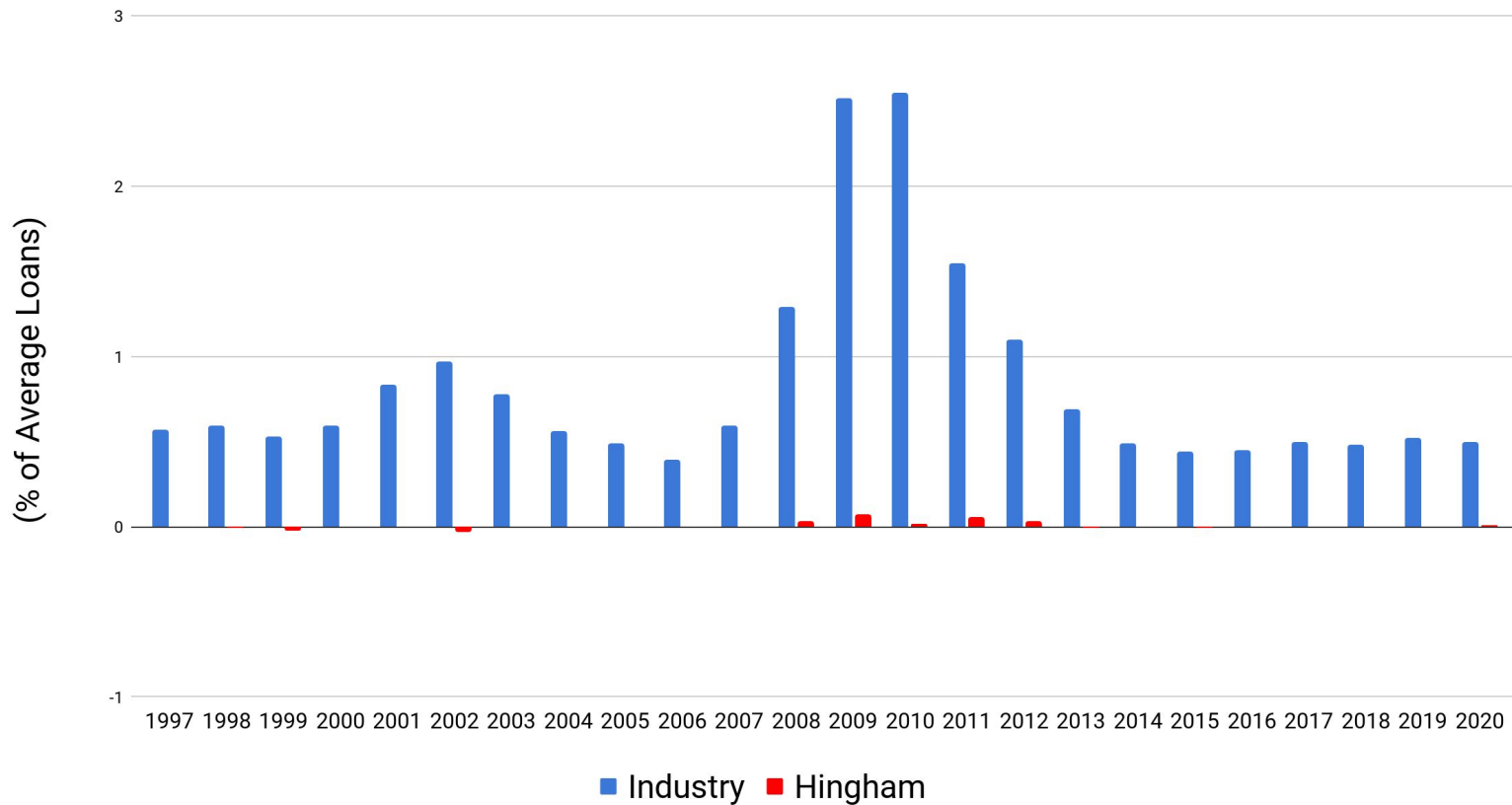


5YR CAGR of 18.89%

Avoid Loan Losses

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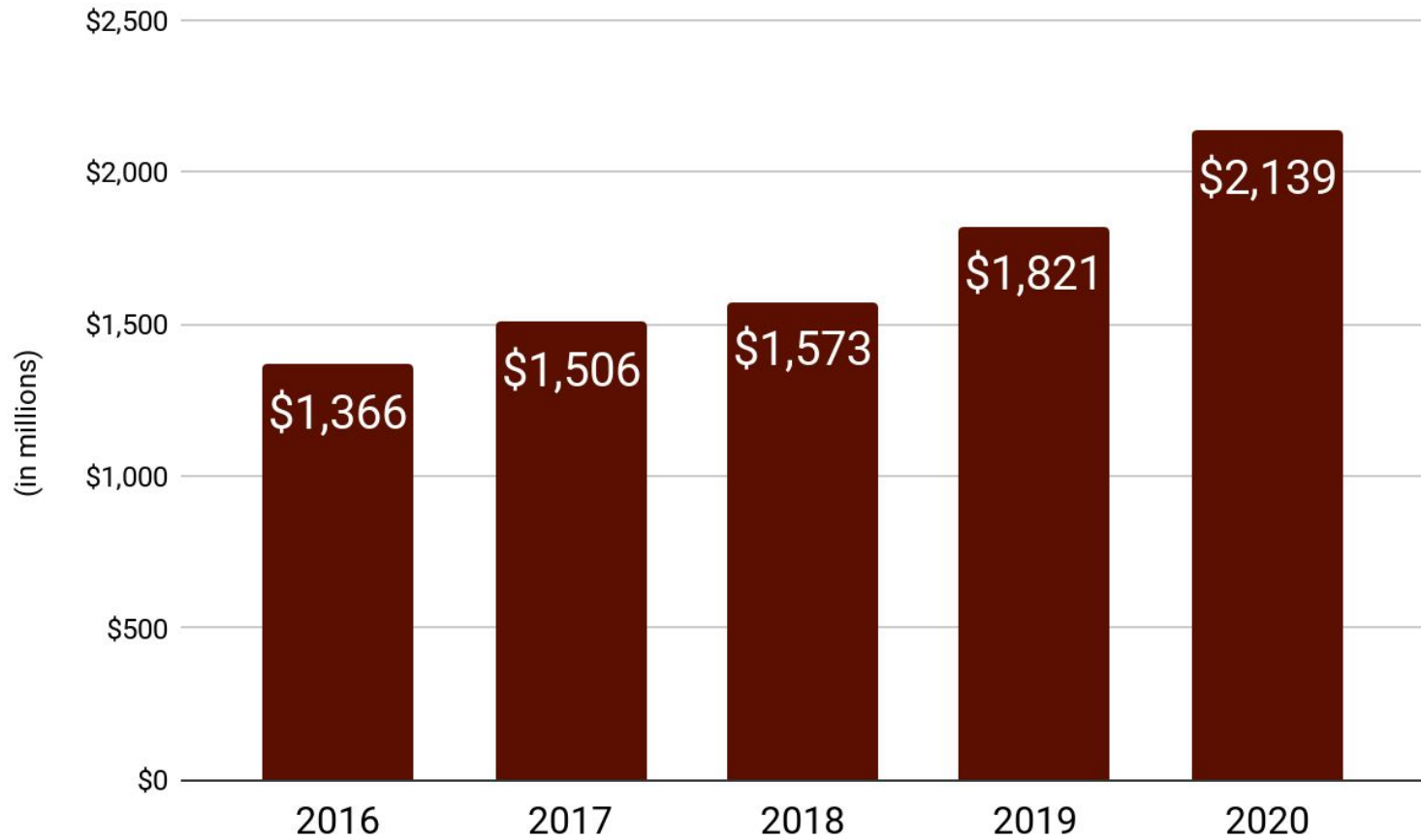
Net Charge Offs - Hingham v. All FDIC Insured Banks



Source: FDIC

Deposits

Deposits



5YR CAGR of 11.94%

Deposit Approach

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- Approach
 - Personalized Service
 - Digital Excellence
 - Low Fee / No Fee
- Two Engines for Growth
 - Specialized Deposit Group (Private Client and Digital First)
 - Retail Banking Group

Increasing Commercial Deposit Focus

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- Specialized Deposit Group (“SDG”)
 - Team of relationship managers and digital banking specialists that handle our largest and most complex deposit relationships, as well as our digital-first account opening
 - Responsible for \$503MM in retail and business deposits as of March 2021 // 31% growth in 2020
 - Significant outreach program

Rationalizing the Retail Footprint

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- Retail Banking Group
 - Boston // South Shore // Nantucket
 - Single Point of Contact for Deposit and Residential Lending
 - Thinner Geographic Footprint, More Business Development, Less Transactional Activity
 - Additional Consolidation

Looking Forward - Key Challenges

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- Disciplined Growth in New and Existing Markets
- Scaling SDG
- Process Improvement and Eliminating Waste

Discussion and Q&A