

HINGHAM INSTITUTION FOR SAVINGS

2024 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, 2023. 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
 - Oil, Gas, Mining, Minerals
- 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
- Cannabis Banking
- Cryptocurrency (Deposits, Lending, Ecosystem)
- Commercial Mortgage Participations (*)

Capital Allocation

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1. Attractive

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

2. Not Attractive

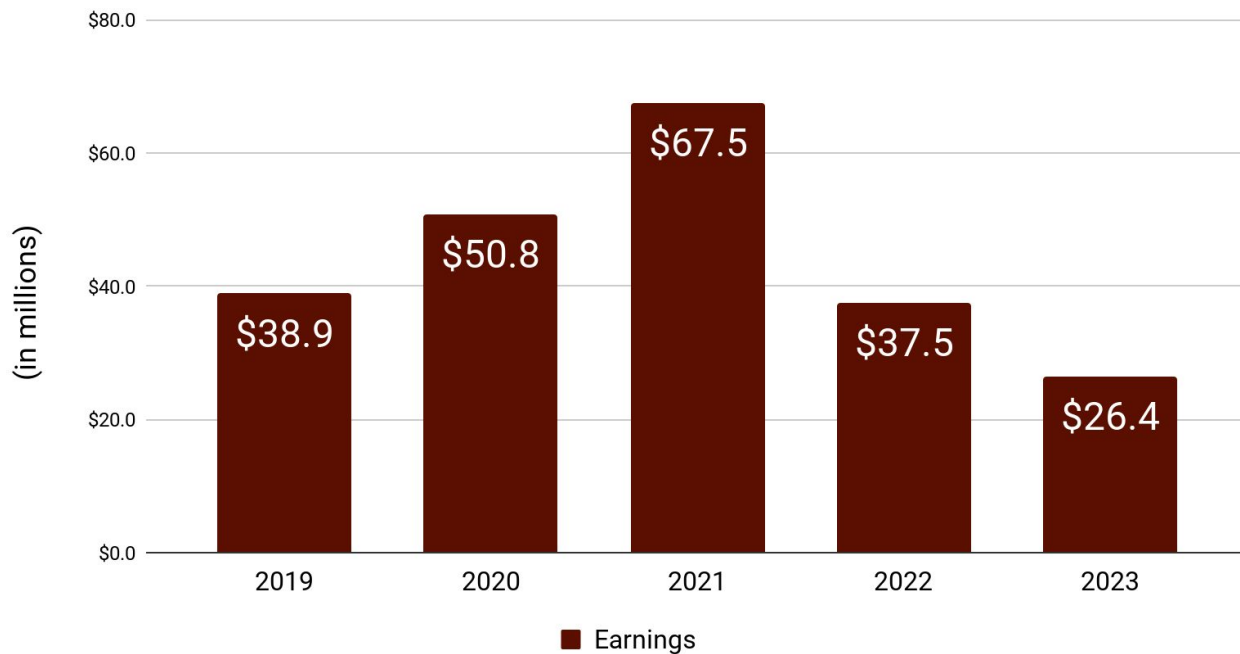
- a. Control Equity Investments (“Acquisitions”) (High Prices, Loss of Focus, Elusive Cost Synergies)

2023 Financial Results

Earnings

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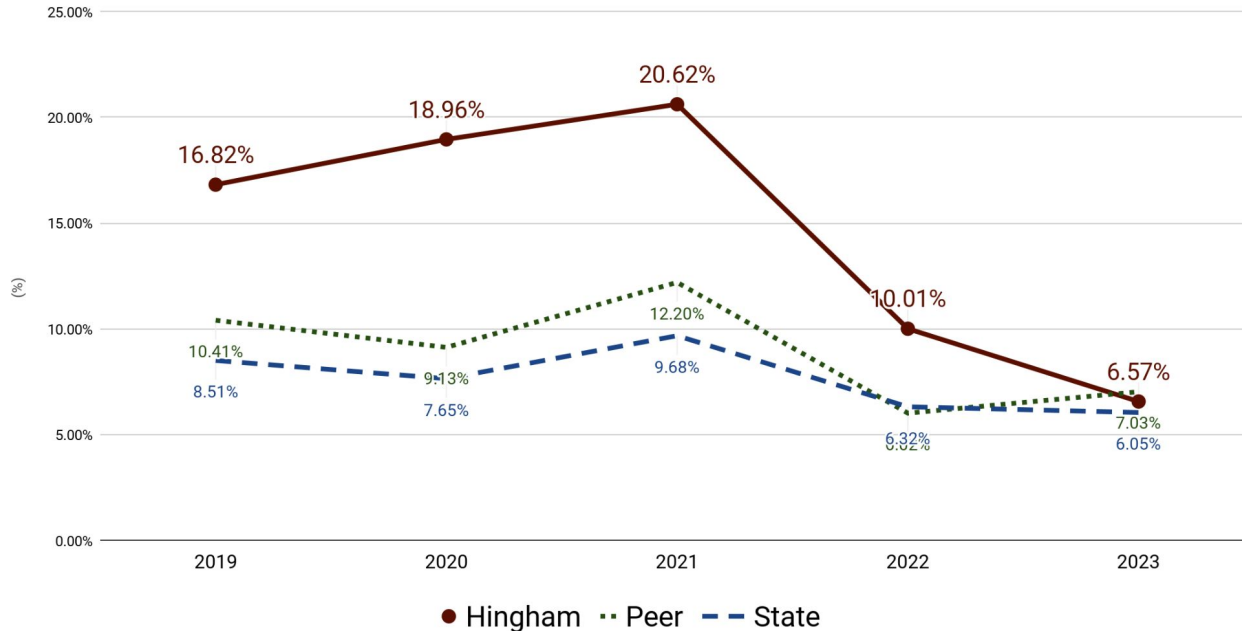
Annual Earnings



Return on Shareholder Equity

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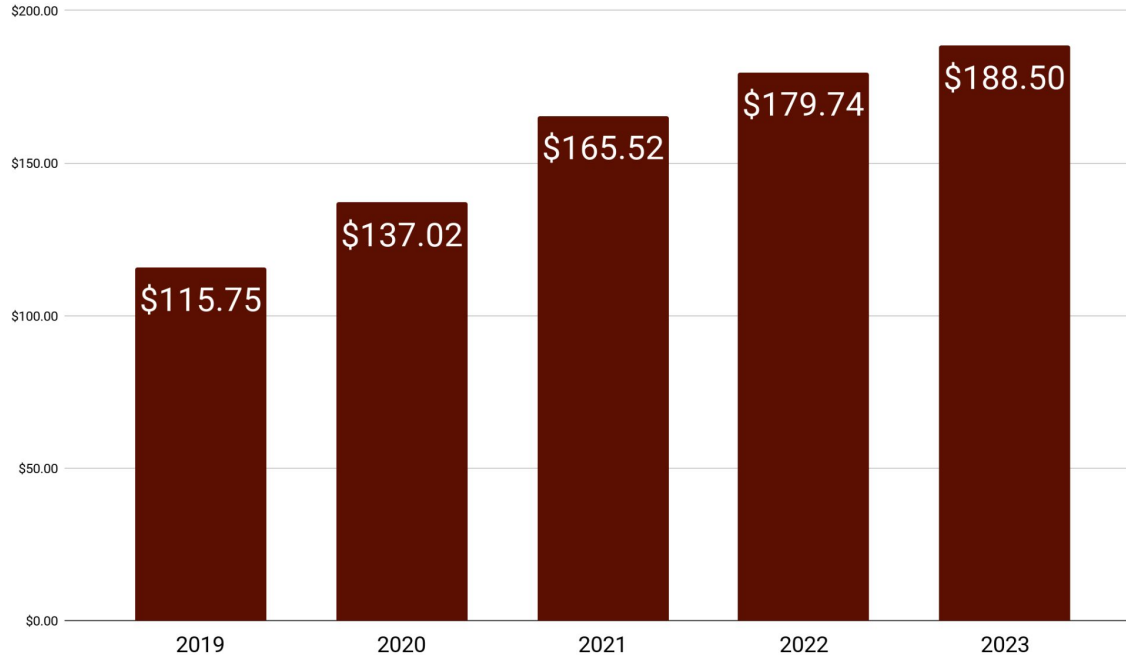
Return on Equity - MA Savings Banks - 2023



Shareholder Equity

Book Value Per Share

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5YR CAGR of 13.6%

Low Cost Leadership

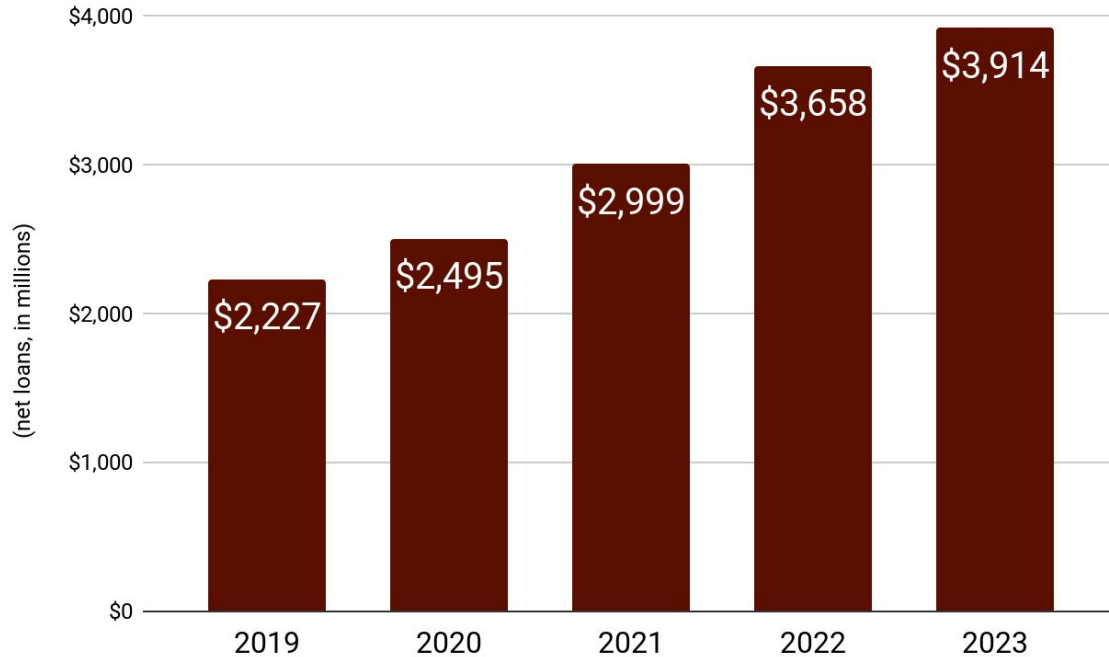
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- 2023 Efficiency Ratio = 57.18%
- 2023 Operating Expenses/Total Average Assets = 67 bps
- This is the product of both **structural** and **operational** choices
 - Structural = Game Selection
 - Operational = Game Play
- We must be relentless in taking unnecessary costs out of our business

Lending

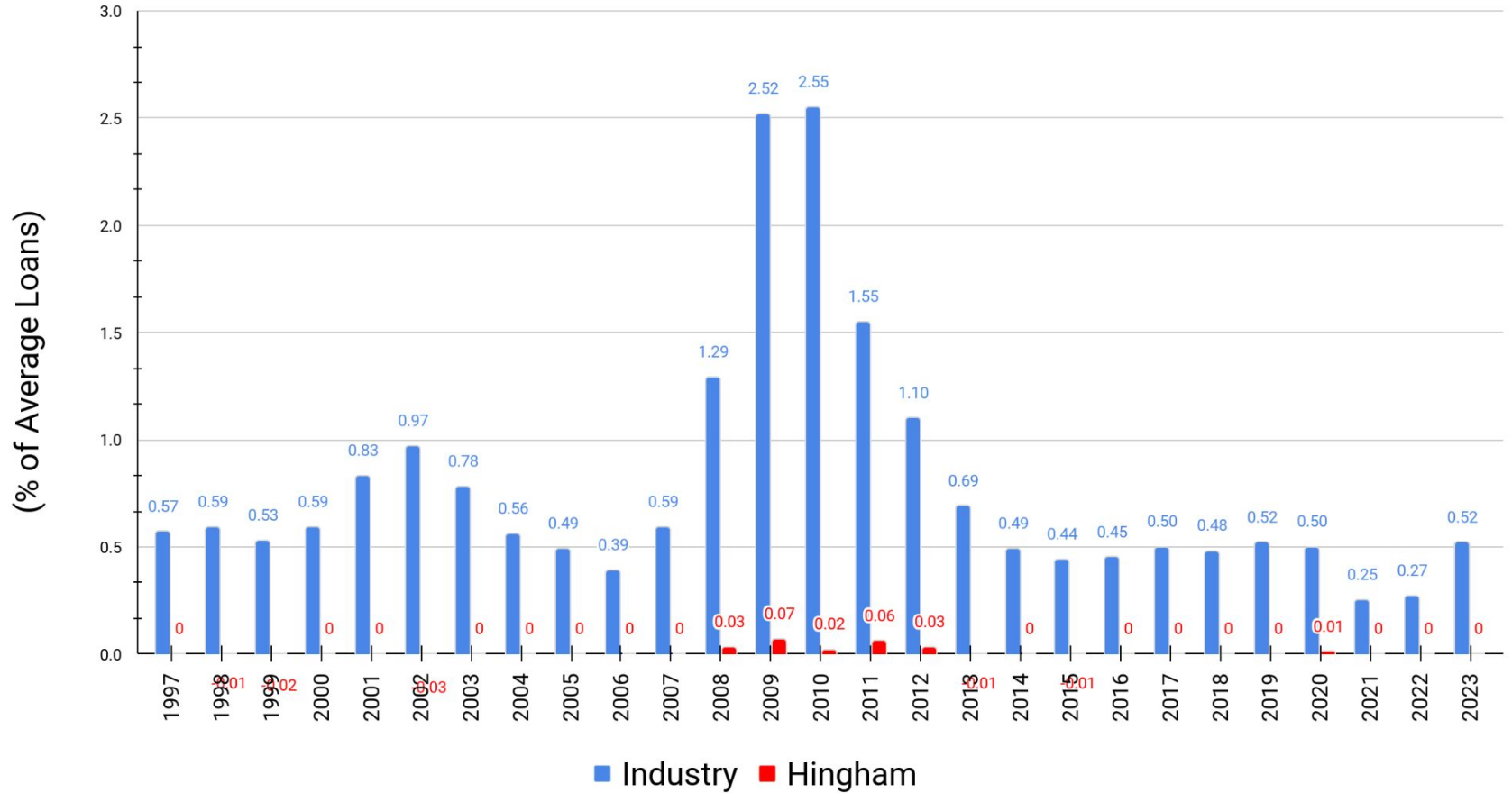
Disciplined Loan Growth

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5YR CAGR of 14.3%

Net Charge Offs - Hingham v. All FDIC Insured Banks



Portfolio Quality

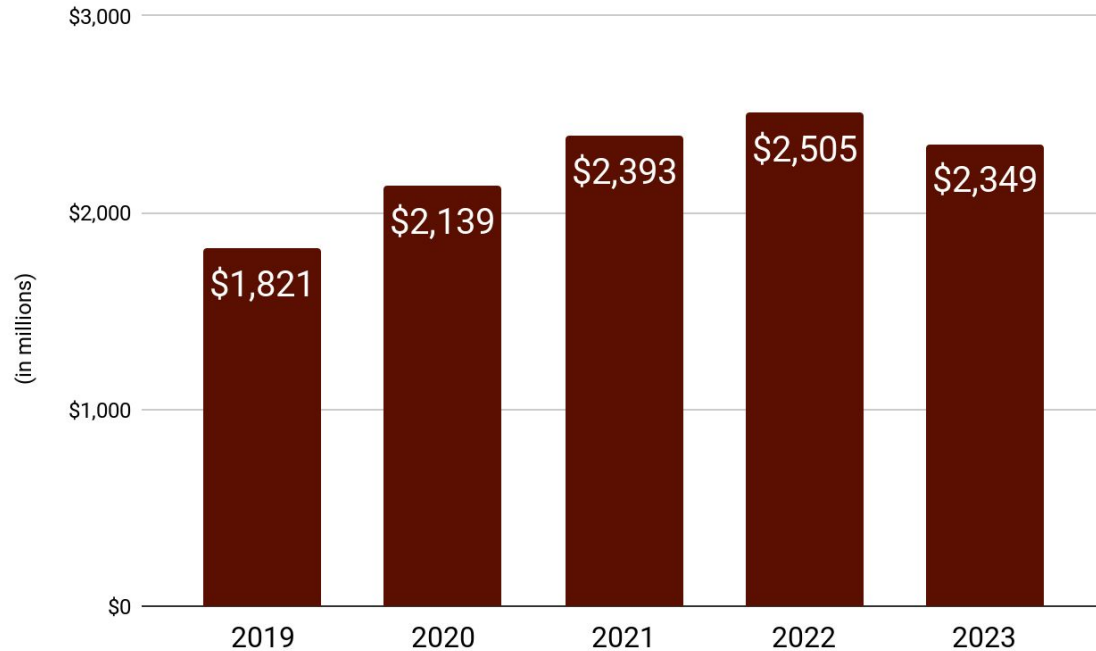
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- No non-performing or non-accrual loans commercial loans (90+ PD)
- No delinquent commercial loans (30+ PD)
- No “modified” loans - no extend and pretend at Hingham
- Of \$3.5B in commercial loans, there is a single loan for \$460K that is currently 15 days past its due date

Deposits

Deposits

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5YR CAGR of 8.4%

Deposit Approach

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- Approach
 - Personalized Service
 - Digital Excellence
 - Low Fee / No Fee
- Two Engines for Growth
 - Specialized Deposit Group (Private Client)
 - 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
 - Historic growth engine, but results have not been acceptable over the last two years
 - Expansion
 - Significant focus on upgrading the number and quality of relationship managers on the team, as well as the operational service team that handles these customers
 - Focus on new business development
 - Continued focus on recruiting new relationship managers, particularly as we grow our business in Washington, D.C. and San Francisco

Energizing the Retail Footprint

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- Retail Banking Group
 - Boston // South Shore // Nantucket // Washington
 - Single Point of Contact for Deposit and Residential Lending
 - Growth in MMDA and time deposits in 2023
 - Importance of Key People
 - Selective Branch Expansion

Looking Backwards - Key Learnings

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- Hindsight Bias
 - Problem of Connecting Decisions and Outcomes
- Asset / Liability Management
 - Asset Sensitivity
 - Liability Mix

Looking Forward - Key Challenges

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- **Credit Quality**
- **Funding Conditions**
 - Stabilization of Margin
 - Borrowing Strategies
 - Adjusting Asset Sensitivity
- **Commercial Lending**
 - Team
 - Market Conditions
 - Opportunities
- **Scaling SDG**
 - Team
 - Support Model
 - Washington and San Francisco
- **Process Improvement and Eliminating Waste**

Discussion and Q&A