DISCOUNT CASH FLOW ANALYSIS
HIFS - HINGHAM INSTITUTE FOR SAVINGS
FOR THE YEARS ENDED DECEMBER 31,

All Values in $000's USD - Yields and Interest are annualized

		2019P			2020P			2021P			2022P			2023P			Horizon		
		PROJECT 2019	**Yield / Rate**	**Interest**	**PROJECT 2020**	**Yield / Rate**	**Interest**	**PROJECT 2021**	**Yield / Rate**	**Interest**	**PROJECT 2022**	**Yield / Rate**	**Interest**	**PROJECT 2023**	**Yield / Rate**	**Interest**	**PROJECT HORIZON**	**Yield / Rate**	**Interest**
Cash and Cash Equivalents		8,437	0.00%	0	9,449	0.00%	0	10,554	0.00%	0	11,756	0.00%	0	13,052	0.00%	0	14,440	0.00%	0
Federal Reserve and Other Short-term Investments		325,015	2.25%	7,313	364,010	2.25%	8,190	406,575	2.25%	9,148	452,858	2.25%	10,189	502,797	2.25%	11,313	556,243	2.25%	12,515
Securities Available-for-sale, At Fair Value (2)		15	0.00%	0	17	0.00%	0	18	0.00%	0	21	0.00%	0	23	0.00%	0	25	0.00%	0
CRA Fund (1)		8,854	0.00%	0	9,916	0.00%	0	11,076	0.00%	0	12,336	0.00%	0	13,697	0.00%	0	15,153	0.00%	0
Equity Securities-at Fair Value		39,627	9.00%	3,566	44,382	9.00%	3,994	49,571	9.00%	4,461	55,214	9.00%	4,969	61,303	9.00%	5,517	67,820	9.00%	6,104
Loans, Net (3)		2,374,976	4.40%	104,499	2,659,919	4.40%	117,036	2,970,956	4.40%	130,722	3,309,155	4.40%	145,603	3,674,072	4.40%	161,659	4,064,619	4.40%	178,843
Accrued Interest Receivable		5,880	0.00%	0	6,585	0.00%	0	7,355	0.00%	0	8,193	0.00%	0	9,096	0.00%	0	10,063	0.00%	0
Federal Home Loan Bank Stock, At Cost		34,753	6.00%	2,085	38,923	6.00%	2,335	43,474	6.00%	2,608	48,423	6.00%	2,905	53,763	6.00%	3,226	59,478	6.00%	3,569
Premises & Equipment-net		16,332	0.00%	0	18,291	0.00%	0	20,430	0.00%	0	22,756	0.00%	0	25,265	0.00%	0	27,951	0.00%	0
Deferred Income Tax Asset		1,846	0.00%	0	2,067	0.00%	0	2,309	0.00%	0	2,572	0.00%	0	2,855	0.00%	0	3,159	0.00%	0
Other Assets		4,805	0.00%	0	5,381	0.00%	0	6,011	0.00%	0	6,695	0.00%	0	7,433	0.00%	0	8,223	0.00%	0
Bank Owned Life Insurance		14,236	2.00%	285	15,944	2.00%	319	17,809	2.00%	356	19,836	2.00%	397	22,024	2.00%	440	24,365	2.00%	487
Total Yield on Assets		**2,834,776**	**4.15%**	**117,748**	**3,174,884**	**4.15%**	**131,875**	**3,546,139**	**4.15%**	**147,296**	**3,949,815**	**4.15%**	**164,064**	**4,385,380**	**4.15%**	**182,156**	**4,851,537**	**4.15%**	**201,518**
Non-Interest Bearing Deposits		260,752	0.00%	0	292,036	0.00%	0	326,185	0.00%	0	363,316	0.00%	0	403,381	0.00%	0	446,260	0.00%	0
Interest Bearing Deposits		1,549,888	1.80%	27,898	1,793,700	1.80%	32,287	2,068,074	1.80%	37,225	2,339,486	1.80%	42,111	2,597,472	1.80%	46,755	2,873,578	1.80%	51,724
Advances from Federal Home Loan Bank		772,507	2.75%	21,244	807,329	2.75%	22,202	837,107	2.75%	23,020	896,407	2.75%	24,651	995,258	2.75%	27,370	1,101,052	2.75%	30,279
Other Liabilities		0	0.00%	0	0	0.00%	0	0	0.00%	0	0	0.00%	0	0	0.00%	0	0	0.00%	0
Total Cost on Liabilities		**2,583,147**	**1.90%**	**49,142**	**2,893,065**	**1.88%**	**54,488**	**3,231,366**	**1.86%**	**60,246**	**3,599,209**	**1.85%**	**66,762**	**3,996,111**	**1.85%**	**74,124**	**4,420,890**	**1.85%**	**82,003**
Implied Shareholder Dividends		4,823			6,551			8,618			11,029			13,793			48,829		
Reinvestment Rate		86.2%			83.4%			80.6%			77.8%			75.0%			20.0%		
Leverage Ratio		11.3			11.3			11.3			11.3			11.3			11.3		
Interest Bearing Deposits as % of Liabilities		60.0%			62.0%			64.0%			65.0%			65.0%			65.0%		
Net Interest Income				68,606			77,387			87,050			97,302			108,032			119,515
Non-Interest Income (TTM)				905			1,043			1,197			1,351			1,500			1,660
Non-Interest Expense (TTM)				(21,549)			(24,313)			(27,357)			(30,582)			(33,955)			(37,564)
Pre-Tax Income				47,963			54,117			60,891			68,071			75,577			83,611
Less: Taxes of:	27.0%			(12,950)			(14,612)			(16,440)			(18,379)			(20,406)			(22,575)
Estimated Net Income				35,013			39,505			44,450			49,692			55,171			61,036
Return on Assets (Pre-Tax)		2,834,776	1.69%	47,963	3,174,884	1.70%	54,117	3,546,139	1.72%	60,891	3,949,815	1.72%	68,071	4,385,380	1.72%	75,577	4,851,537	1.72%	83,611
Return on Assets		2,834,776	1.24%	35,013	3,174,884	1.24%	39,505	3,546,139	1.25%	44,450	3,949,815	1.26%	49,692	4,385,380	1.26%	55,171	4,851,537	1.26%	61,036
Total Return on Equity (Pre-Tax)		**251,629**	**19.06%**	**47,963**	**281,819**	**19.20%**	**54,117**	**314,773**	**19.34%**	**60,891**	**350,606**	**19.42%**	**68,071**	**389,269**	**19.42%**	**75,577**	**430,647**	**19.42%**	**83,611**
Total Return on Equity		**251,629**	**13.91%**	**35,013**	**281,819**	**14.02%**	**39,505**	**314,773**	**14.12%**	**44,450**	**350,606**	**14.17%**	**49,692**	**389,269**	**14.17%**	**55,171**	**430,647**	**14.17%**	**61,036**
Horizon Value																			698,521
Partial Period (Pro Rata)				1.00			1.00			1.00			1.00			1.00	LT Growth Rate		3.0%
Period (Mid-Point Convention)				0.50			1.50			2.50			3.50			4.50			
Present Value Factor (Mid-Point Convention)	12.00%			0.9449			0.8437			0.7533			0.6726			0.6005			0.6005
Present Value				33,084			33,329			33,483			33,421			33,131			419,468

Sum of Present Values	166,449
Horizon Value	419,468
Fair Value of HIFS	585,916
Shares Outstanding	2,134
Fair Value Per Share of HIFS	**$274.59**