



WASHINGTON TRUST BANCORP, INC.

Parent Company Of The Washington Trust Company



“Washington Trust’s third quarter performance reflects our continued success at growing our key business lines. Our diversified revenue streams were integral to our solid quarterly results, allowing us to maintain our strong profitability metrics.”

– Joseph J. MarcAurele, Chairman & CEO

2017 Q3 Highlights

Profitability

- ★ Returns of average equity and average assets are 12.56% and 1.18%, respectively
- ★ Q3 revenues amounted to a record \$47.3 million

Growth

- ★ Record high wealth management assets under administration at \$6.6 billion and wealth management revenues at \$10.0 million
- ★ Total loans surpassed \$3.3 billion and were up by 4% in the third quarter
- ★ Total deposits reached record levels at \$3.2 billion; a 4% increase in the third quarter

Stability

- ★ Capital levels remain solid and well-capitalized
- ★ Quarterly dividend increased 1 cent to 39 cents per share

In the News



In October, the FDIC released June 30, 2017 deposit market share statistics. Washington Trust, once again, increased its share of deposits in Rhode Island and maintained the #3 rank within the State.

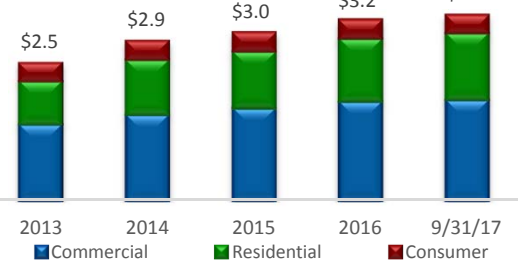
Organic growth through branch expansion has been a key part of our deposit and market share

strategy over time. In early November we will continue our state-wide expansion when we open a new branch in Coventry, Rhode Island. Located just off the Route 95 corridor, in the central part of the State, the Coventry location fills in a gap within our branch network, offering additional convenience for existing customers, as well as opportunities to build new relationships.

Market Summary

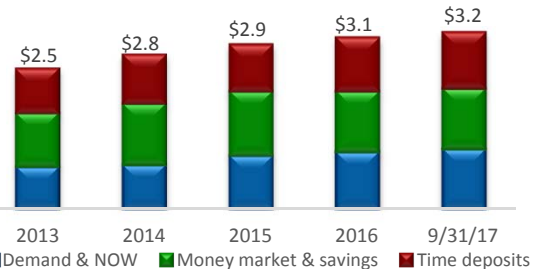
Trading Symbol	WASH
Exchange	NASDAQ
Market Value (\$M)	986
Stock Price	\$57.25
As of September 30, 2017	

Loans



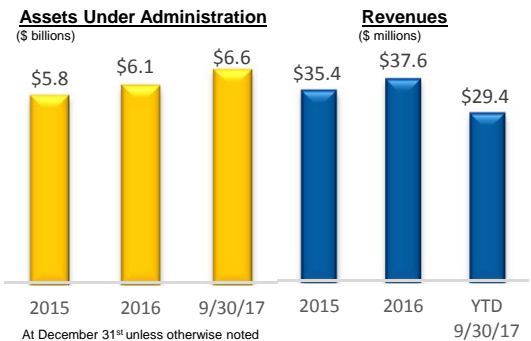
\$ billions; at December 31st unless otherwise noted

Deposits



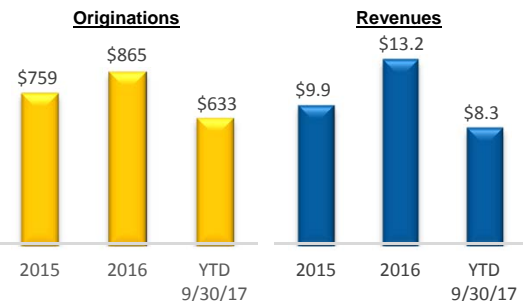
\$ billions; at December 31st unless otherwise noted

Wealth Management



At December 31st unless otherwise noted

Mortgage Banking



\$ millions; at December 31st unless otherwise noted





Financial Highlights

(\$ and shares in thousands, except per share amounts)

	At or for the Quarters Ended			
	9/30/17	6/30/17	3/31/17	12/31/16
Balance Sheet (\$000)				
Total assets	\$4,469,230	\$4,375,529	\$4,388,763	\$4,381,115
Total loans	3,323,078	3,200,100	3,224,860	3,234,371
Total securities	727,596	763,428	769,441	755,545
Total deposits	3,157,081	3,021,189	3,115,571	3,063,752
Total shareholders' equity	414,228	406,042	397,785	390,804
Income Statement (\$000) and Profitability				
Net interest income	30,059	29,904	28,679	28,588
Provision for loan losses	1,300	700	400	2,900
Wealth management revenues	10,013	9,942	9,477	9,291
Other noninterest income	7,270	6,864	5,033	8,029
Noninterest expenses	26,784	26,306	25,286	24,973
Net income	12,962	13,199	11,782	12,162
Return on average assets	1.18%	1.21%	1.08%	1.14%
Return on average equity	12.56%	13.06%	11.87%	12.26%
Net interest margin (taxable equivalent basis)	2.93%	2.97%	2.87%	2.89%

Balance Sheet Ratios/Capital				
Total risk based capital	12.53%	12.78%	12.38%	12.26%
Tier 1 leverage ratio	8.83%	8.78%	8.58%	8.67%
Equity to assets	9.27%	9.28%	9.06%	8.92%
Tangible equity / tangible assets; non-GAAP (1)	7.76%	7.73%	7.51%	7.35%

Asset Quality				
Total past due loans to total loans	0.49%	0.66%	0.65%	0.76%
Nonperforming assets to total assets	0.44%	0.49%	0.54%	0.53%
Nonaccrual loans to total loans	0.56%	0.63%	0.69%	0.68%
Allowance for loan losses to total loans	0.82%	0.83%	0.82%	0.80%

Share Data:				
Diluted earnings per share	\$0.75	\$0.76	\$0.68	\$0.70
Dividends declared per share	\$0.39	\$0.38	\$0.38	\$0.37
Book value per share	\$24.06	\$23.59	\$23.14	\$22.76
Tangible book value per share; non-GAAP (2)	\$19.81	\$19.32	\$18.83	\$18.44
Market value per share	\$57.25	\$51.55	\$49.30	\$56.05
Shares outstanding at end of period	17,214	17,210	17,193	17,171
Weighted average shares outstanding – diluted	17,318	17,316	17,293	17,245

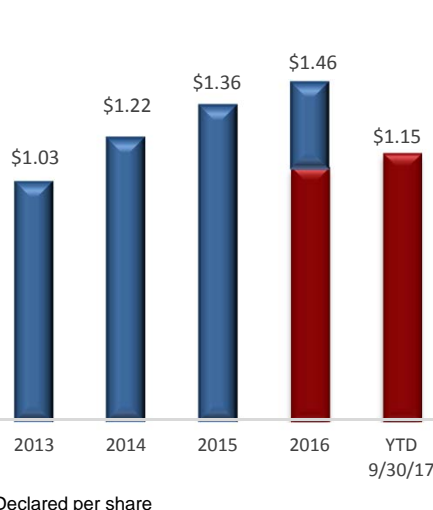
(1) GAAP shareholders' equity less goodwill & intangible assets divided by GAAP assets less goodwill & intangible assets
 (2) GAAP shareholders' equity less goodwill & intangible assets divided by shares outstanding

About Washington Trust

At 9/30/17

- ★ \$4.5 billion in assets
- ★ Publicly-owned holding company of The Washington Trust Company
- ★ RI state-chartered commercial bank
- ★ Founded in 1800; oldest community bank in the United States
- ★ Personal banking, commercial banking, and wealth management services
- ★ Market area of Rhode Island, eastern Massachusetts, and Connecticut
 - ★ 21 branches
 - ★ 5 wealth management offices
 - ★ 8 residential mortgage loan offices
 - ★ 3 commercial lending offices

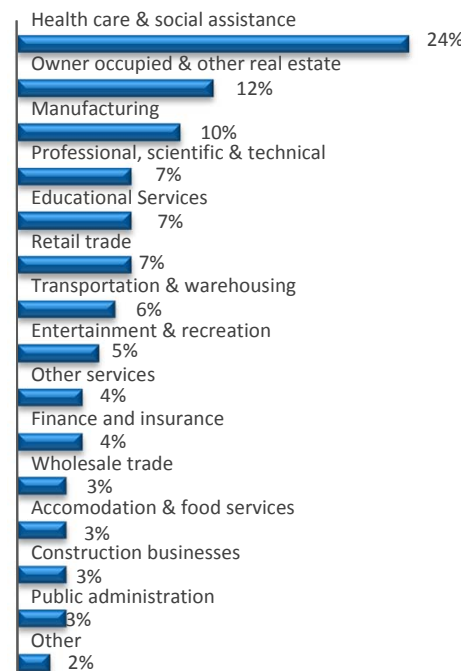
Cash Dividends



C&I Loans By Industry

At 9/30/17

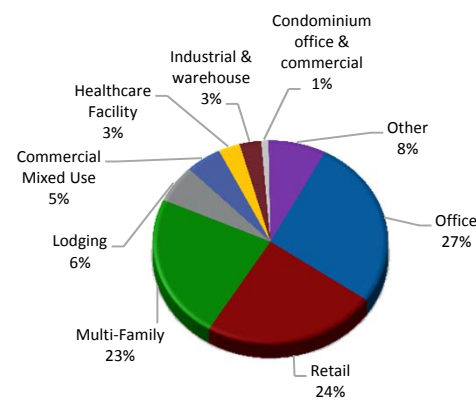
Total portfolio: \$588.3 million
 Percent of total loans: 17%



Commercial Real Estate

At 9/30/17

Total portfolio: \$1.2 billion
 Percent of total loans: 37%



Analyst Coverage

- ★ American Capital Partners, LLC
Nicole Gulino
- ★ Compass Pt Rch & Trading LLC
Laurie Hunsicker
- ★ Keefe Bruyette & Woods Inc.
Damon Delmonte
- ★ Sandler O'Neill & Partners LP
Mark Fitzgibbon

The financial information contained herein is unaudited, and qualified in its entirety by reference to Washington Trust's Annual Report on Form 10-K for the year ended December 31, 2016, as filed with the Securities and Exchange Commission and as updated by its Quarterly Reports on Form 10-Q.

