



WASHINGTON TRUST BANCORP, INC.

Parent Company Of The Washington Trust Company



“Washington Trust reported record full-year 2018 earnings, reached \$5 billion in total assets and posted all-time high levels of total deposits and loans. These achievements are testaments to our continued success in growing our key business lines and expanding our presence throughout the region.”

– Edward O. Handy III, Chairman & CEO

2018 Highlights

Profitability

- ★ Net interest income amounted to a record high of \$132.3 million
- ★ Net income of \$68.4 million and \$3.93 cents per diluted share
- ★ Returns on average equity and average assets were 16.20% and 1.46%, respectively

Growth

- ★ Total loans stood at \$3.7 billion at December 31, 2018, up by \$306 million from December 31, 2017
- ★ Total deposits were \$3.5 billion at December 31, 2018, up by \$281 million from December 31, 2017

Stability

- ★ Capital levels remain solid and well-capitalized
- ★ Full-year 2018 dividends declared amounted to \$1.76 per share, up 22 cents, or 14%, over 2017

Washington Trust Opens 23rd Branch



A ribbon cutting ceremony was held in January to mark the official opening of Washington Trust’s first branch on Mineral Spring Avenue in North Providence.

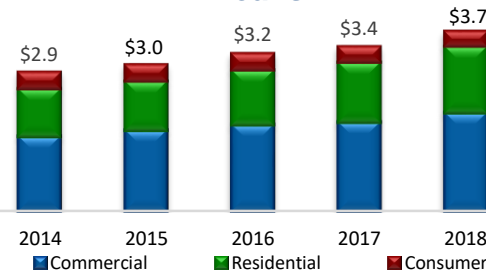
“We have been serving Rhode Island and Rhode Islander’s for 219 years,” said Ned Handy, Chairman and CEO, “Community is one of our core values at Washington Trust. We strive to be a part of every community we serve, and we accomplish that by working with the people and organizations that make communities like North Providence a great place to live and work.”

Upon the opening of the North Providence location, Washington Trust now has a total of 22 branches throughout Rhode Island as well as one in Mystic, Connecticut.

Market Summary

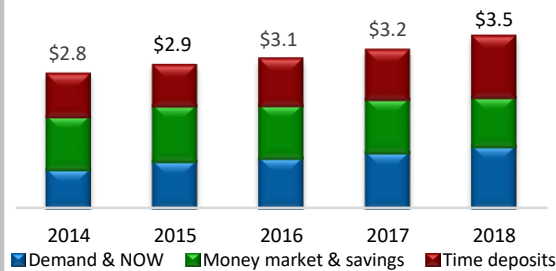
Trading Symbol	WASH
Exchange	NASDAQ
Market Value (\$M)	\$822
Stock Price	\$47.53
As of December 31, 2018	

Loans



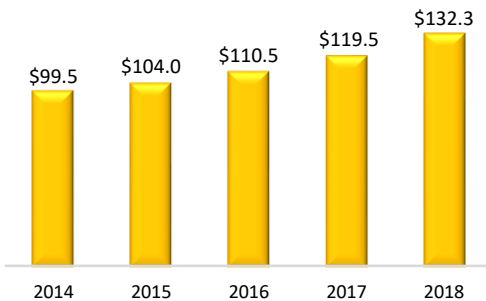
\$ billions; at December 31st

Deposits



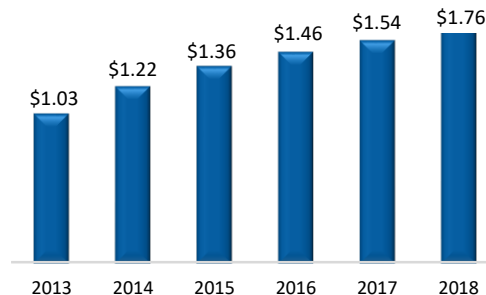
\$ billions; at December 31st

Net Interest Income



\$ millions; at December 31st

Cash Dividends



Declared per share





Financial Highlights

At or for the Quarters Ended

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

	12/31/18	12/31/17
Balance Sheet (\$000)		
Total assets	\$5,010,766	\$4,529,850
Total loans	3,680,360	3,374,071
Total securities	938,225	793,495
Total deposits	3,524,048	3,242,707
Total shareholders' equity	448,184	413,284

Income Statement (\$000) and Profitability		
Net interest income	132,290	119,531
Provision for loan losses	1,550	2,600
Wealth management revenues	38,341	39,346
Other noninterest income	23,773	25,463
Noninterest expenses	106,162	104,100
Net income	68,432	45,925
Return on average assets	1.46%	1.04%
Return on average equity	16.20%	11.23%
Net interest margin (taxable equivalent basis)	3.01%	2.93%

Balance Sheet Ratios/Capital		
Total risk based capital	12.56%	12.45%
Tier 1 leverage ratio	8.89%	8.79%
Equity to assets	8.94%	9.12%
Tangible equity / tangible assets; non-GAAP ⁽¹⁾	7.62%	7.63%

Asset Quality		
Total past due loans to total loans	0.37%	0.59%
Nonperforming assets to total assets	0.28%	0.34%
Nonaccrual loans to total loans	0.32%	0.45%
Allowance for loan losses to total loans	0.74%	0.79%

Share Data:		
Diluted earnings per share	\$3.93	\$2.64
Dividends declared per share	\$1.76	\$1.54
Book value per share	\$25.90	\$23.99
Tangible book value per share; non-GAAP ⁽²⁾	\$21.74	\$19.75
Market value per share	\$47.53	\$53.25
Shares outstanding at end of period (000s)	17,302	17,227
Weighted average shares outstanding – diluted	17,391	17,338

(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

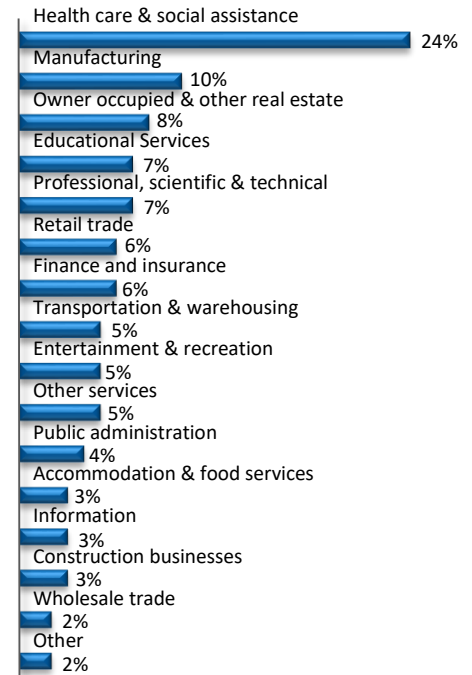
At 12/31/18

- ★ \$5.0 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
 - ★ 22 branches
 - ★ 5 wealth management offices
 - ★ 7 residential mortgage loan offices
 - ★ 3 commercial lending offices

C&I Loans By Industry

At 12/31/18

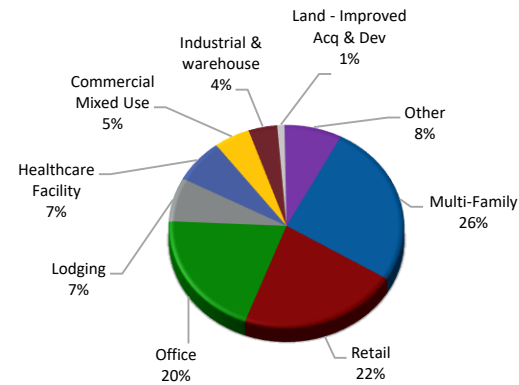
Total portfolio: \$620.7 million
 Percent of total loans: 17%



Commercial Real Estate

At 12/31/18

Total portfolio: \$1.4 billion
 Percent of total loans: 38%



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, 2017, as filed with the Securities and Exchange Commission and as updated by its Quarterly Reports on Form 10-Q.

