



# WASHINGTON TRUST BANCORP, INC.

Parent Company Of The Washington Trust Company



*“Our fourth quarter earnings, excluding the non-cash charge associated with the enactment of the Tax Act, were very solid. We are pleased to report record levels of total loans, total deposits, and wealth management assets under administration. Washington Trust’s strong financial foundation, diversified revenue stream, and market footprint positions us for future growth and success in the year ahead.”*

**– Joseph J. MarcAurele, Chairman & CEO**

## 2017 Highlights

### Profitability

- ★ Returns of average equity and average assets were 7.65% and 0.71%, respectively
- ★ Net interest income for the full-year 2017 was up by 8% from 2016 and amounted to \$120 million, a record level

### Growth

- ★ Wealth management assets stood at a record \$6.7 billion at December 31, 2017 and full-year 2017 revenues amounted to an all-time high \$39.3 million, up by 5% from the prior year
- ★ Total loans stood at \$3.4 billion at December 31, 2017, up by 4% from a year ago
- ★ Total deposits were \$3.2 billion at December 31, 2017, up by 6% from a year ago

### Stability

- ★ Capital levels remain solid and well-capitalized
- ★ Quarterly dividend of 39 cents per share was paid on January 12

## In the News



*Pictured left to right: David V. Devault and Ronald S. Ohsberg*

After 31 years of dedicated service with Washington Trust, David V. Devault, Vice Chair, Secretary and Chief Financial Officer, retired from the Bank on January 31, 2018. “David has been an integral part of Washington Trust’s success during his career, providing astute financial insight and guidance with the utmost integrity,” stated Joseph J. MarcAurele, Chairman & CEO. Ronald S. Ohsberg has assumed the role of Senior Executive Vice President, Chief Financial Officer and Treasurer.

## Market Summary

Trading Symbol	WASH
Exchange	NASDAQ
Market Value (\$M)	917
Stock Price	\$53.25
As of December 31, 2017	

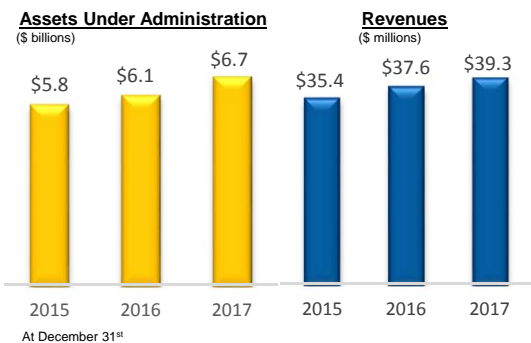
## Loans



## Deposits



## Wealth Management



## Cash Dividends





## Financial Highlights

At or for the Years Ended

(\$ and shares in thousands, except per share amounts)	12/31/17	12/31/16
<b>Balance Sheet (\$000)</b>		
Total assets	\$4,529,850	\$4,381,115
Total loans	3,374,071	3,234,371
Total securities	793,495	755,545
Total deposits	3,242,707	3,063,752
Total shareholders' equity	413,284	390,804
<b>Income Statement (\$000) and Profitability</b>		
Net interest income	119,531	110,478
Provision for loan losses	2,600	5,650
Wealth management revenues	39,346	37,569
Other noninterest income	25,463	27,560
Noninterest expenses	104,100	101,103
Net income	45,925	46,481
Return on average assets	1.04%	1.16%
Return on average equity	11.26%	11.96%
Net interest margin (taxable equivalent basis)	2.93%	3.02%

## Balance Sheet Ratios/Capital

Total risk based capital	12.45%	12.26%
Tier 1 leverage ratio	8.79%	8.67%
Equity to assets	9.12%	8.92%
Tangible equity / tangible assets; non-GAAP <sup>(1)</sup>	7.63%	7.35%

## Asset Quality

Total past due loans to total loans	0.59%	0.76%
Nonperforming assets to total assets	0.34%	0.53%
Nonaccrual loans to total loans	0.45%	0.68%
Allowance for loan losses to total loans	0.79%	0.80%

## Share Data:

Diluted earnings per share	\$2.64	\$2.70
Dividends declared per share	\$1.54	\$1.46
Book value per share	\$23.99	\$22.76
Tangible book value per share; non-GAAP <sup>(2)</sup>	\$19.75	\$18.44
Market value per share	\$53.25	\$56.05
Shares outstanding at end of period	17,227	17,171
Weighted average shares outstanding – diluted	17,338	17,208

(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

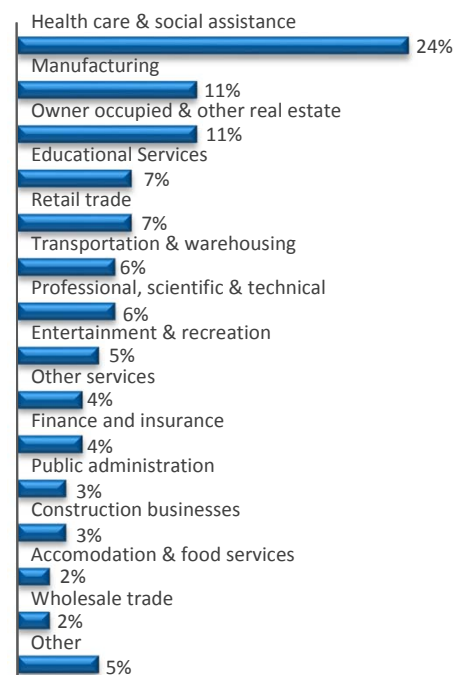
At 12/31/17

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

## C&amp;I Loans By Industry

At 12/31/17

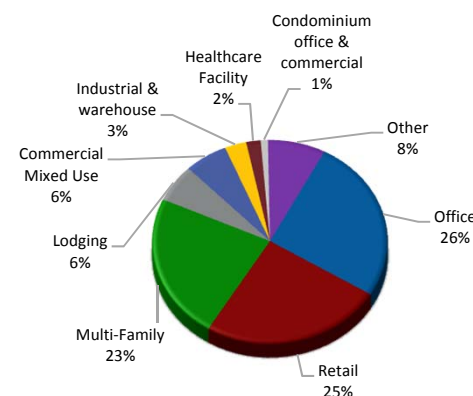
Total portfolio: \$612.3 million  
Percent of total loans: 18%



## Commercial Real Estate

At 12/31/17

Total portfolio: \$1.2 billion  
Percent of total loans: 36%



## 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.

