# 2015 Annual Report Washington Trust Bancorp, Inc.





L-R: Edward O. Handy III, President & Chief Operating Officer, and Joseph J. MarcAurele. Chairman & Chief Executive Office.

2015 was another outstanding year for our Corporation, as we generated record earnings for the fifth consecutive year. Consistency and steady growth have been a hallmark for Washington Trust through our 215-year history and we believe the personalized service we deliver to customers each day not only differentiates us from our competitors, but also contributes directly to the steady financial performance that our company has achieved.

We reported all-time high levels of deposits, loans, and wealth management assets under administration, and our profitability, capital, and asset quality measures remained strong despite the pressures of a challenging economic, regulatory and competitive environment. We continued to be recognized for our leadership and as a top-performing bank both locally and regionally. As a result of our solid 2015 performance, we provided healthy returns and increased dividends to our shareholders.

A strategic priority has been to grow our core business lines through market expansion, de novo branching, acquisition, and attracting new talent. And we've had great success in transitioning Washington Trust from a local, Rhode Island-based community bank into a regional financial services company with offices in three New England states.

In 2015, wealth management revenues and assets under administration reached record levels, benefitting from the third quarter acquisition of Halsey Associates, Inc., an SEC-registered investment advisor headquartered in New Haven, Connecticut. The Halsey acquisition provided a solid base of high net worth clients, corporations, foundations, and endowments in the Connecticut - Metropolitan New York area and will help us expand our presence in those markets.

The mortgage lending area has experienced extraordinary growth in recent years, primarily as a result of our expansion into Massachusetts and Connecticut. We now have three offices in Massachusetts, two in Connecticut and one in Rhode Island. Our expanded presence in southern New England has resulted in strong mortgage volume.

Our commercial lending group posted solid numbers in both commercial and industrial and commercial real estate loans in the tri-state area - Rhode Island, Massachusetts and Connecticut. We believe the Halsey acquisition will help us broaden our referral network and client base in the region. Our commercial lending expertise and ability to make decisions locally and quickly will also continue to give us an edge over our larger competitors.

Our retail branch expansion has been focused in our home state of Rhode Island, where we have a great statewide reputation. We are the largest state-chartered bank in the State and rank third in deposit market share, and believe there is potential to grow. Since 2010, we have doubled our deposit market share by opening new branches, improving our cash management offerings, and expanding our institutional and municipal client base. In early 2016 we opened our twenty-first branch on the East Side of Providence, featuring state-of-the-art technology designed for a more mobile and social customer experience.

We continue to be recognized in the industry for our stability and commitment to our employees, by Forbes as one of "America's 50 Most Trustworthy Financial Companies," and by Providence Business News as one of the "Best Places To Work" for the fifth consecutive year. Our employees remain committed to the communities we serve, carrying on Washington Trust's promise to enrich the lives of our neighbors through charitable giving and volunteer hours.

Washington Trust remains a strong, well-capitalized institution. We have a solid foundation, and are committed to growing the Corporation to enhance the value to our shareholders. We appreciate the loyalty of our customers, the expertise of our employees, and the confidence of our shareholders, and look forward to continued growth and performance in 2016.

Joseph J. Marchurele

Chairman & Chief Executive Officer

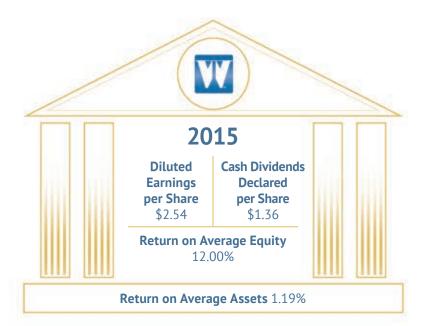
Edward O. Handy III
President & Chief Operating Officer



### History of Succes 12/31/10 12/31/15 STOCK PRICE \$39.52 \$21.88 HISTORY **1976** Online 1960 First driveteller system connects the up teller window 1931 Banks's first installed branches Loan Department is opened **1985** ATMs introduced at Washington Trust **1997** First 1925 Main Office, 23 Connecticut Broad Street, Westerly, RI, branch opened is completed 1982 Bank's deposits insure by the FDIC for 1914 First branch office opened in Hope Valley, RI deposits insured the first time **1902** The Washington Trust Company becomes a Rhode Island state-chartered bank with trust powers **1854** Bank's first Savings Department 21 opened **Branch Offices 1839** Washington Trust's capital reached \$150,000 Wealth Management Offices 1825 First Annual Report printed **1801** The first dividend is earned **Commercial** and paid **Banking Offices** Mortgage **1800** First to Offices print currency featuring George Washington 1800 August 22, Washington National Bank is chartered

PERFORMANCE

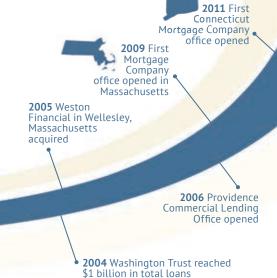
## STRENGTH





2015 Halsey Associates in New Haven, Connecticut acquired

2014 Residential Mortgage Office opened in Darien, Connecticut

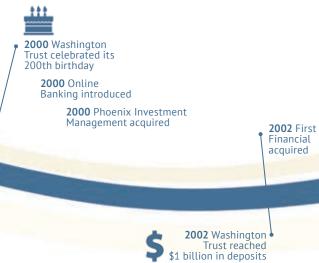




**1999** Bank's website, www.washtrust.com, introduced

1999 Pier Bank acquired

1999 Washington Trust Wealth Management reached \$1 Billion in AUA



# RECOGNITION



Forbes 2015
America's
50 Most
Trustworthy
Financial
Companies

Bank
Director's
Bank
Performance
Scorecard

KBW Honor Roll ABA Banking Journal Performance Scorecard Providence Business News Best Places To Work

Dollars in thousands, except per share amounts	At or for the years ended December 31,				
	2015	2014	2013	2012	2011
Financial Condition					
Total assets	\$3,771,604	\$3,586,874	\$3,188,867	\$3,071,884	\$3,064,098
Total securities	395,067	382,884	422,808	415,879	593,392
Total loans	3,013,127	2,859,276	2,462,884	2,294,003	2,147,159
Allowance for loan losses	27,069	28,023	27,886	30,873	29,802
Total deposits	2,934,255	2,754,818	2,505,321	2,312,631	2,126,315
Total shareholders' equity	375,388	346,279	329,646	295,652	281,351
Book value per share	22.06	20.68	19.84	18.05	17.27
Total risk-based capital ratio	12.58%	12.56%	13.29%	13.26%	12.86%
Equity to assets	9.95%	9.65%	10.34%	9.62%	9.18%
Operating Results					
Net interest income	\$103,982	\$99,505	\$91,785	\$90,696	\$84,955
Provision for loan losses	1,050	1,850	2,400	2,700	4,700
Wealth management revenues	35,416	33,378	31,825	29,641	28,306
Mortgage banking revenues	9,901	7,152	13,293	14,148	4,772
Net income	43,465	40,824	36,153	35,074	29,724
Diluted earnings per common share	2.54	2.41	2.16	2.13	1.82
Cash dividends declared per share	1.36	1.22	1.03	0.94	0.88
Return on average assets	1.19%	1.23%	1.17%	1.16%	1.02%
Return on average equity	12.00%	11.87%	11.65%	11.97%	10.61%
Net interest margin (taxable equivalent basis)	3.12%	3.28%	3.28%	3.29%	3.20%
Asset Quality					
Nonperforming assets to total assets	0.58%	0.48%	0.62%	0.83%	0.81%
Total past due loans to total loans	0.58%	0.63%	0.89%	1.22%	1.22%
Allowance for loan losses to total loans	0.90%	0.98%	1.13%	1.35%	1.39%
Net loan charge-offs to average loans	0.07%	0.07%	0.23%	0.07%	0.17%



\$1.03

2013

\$0.94

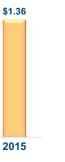
2012

\$0.88

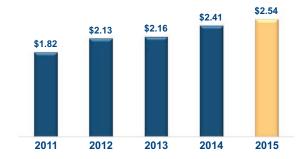
2011

\$1.22

2014



# Diluted Earnings Per Share



### **Stock Transfer and Dividend Disbursing Agent**

American Stock Transfer & Trust Company, 6201 15th Avenue, Brooklyn, NY 11219, 800-852-0354, www.amstock.com

The Corporation's 2016 Proxy Statement, Form 10-K and Annual Report for 2015 are available online by visiting the Corporation's website www.washtrustbancorp.com under SEC Filings, or by calling the Corporation's toll-free number 800-475-2265 extension 1566, or by email at investor.relations@washtrust.com.

Auditors: KPMG LLP, Providence, Rhode Island
Counsel: Goodwin Procter LLP, Boston, Massachusetts

This report contains certain statements that may be considered "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Actual results, performance or achievements of Washington Trust may differ materially from those discussed in these forward-looking statements, as a result of, among other factors, the factors described under the caption "Risk Factors" in Item 1A of our Annual Report on Form 10-K for the fiscal year ended December 31, 2015, as filed with the Securities and Exchange Commission and updated by our Quarterly Reports on Form 10-Q. You should carefully review all of these factors, and you should be aware that there may be other factors that could cause these differences. These forward looking statements were based on information, plans and estimates at the date of this report, and Washington Trust assumes no obligation to update forward looking statements to reflect changes in underlying assumptions or factors, new information, future events or other changes.

# Leadership

### **Board of Directors**

John J. Bowen, Chancellor, President and Chief Executive Officer, Johnson & Wales University

Steven J. Crandall, Vice President, Ashaway Line & Twine Mfg. Co.

Robert A. DiMuccio, CPA, Chairman, President and Chief Executive

Officer, Amica Mutual Insurance Company

Barry G. Hittner, Esq., Retired Attorney

Katherine W. Hoxsie, CPA, Retired Vice President,

Hoxsie Buick-Pontiac-GMC Truck, Inc.

Joseph J. MarcAurele, Chairman and Chief Executive Officer, Washington Trust Bancorp, Inc.

Kathleen E. McKeough, Retired Senior Vice President of Human Resources, GTECH Holdings Corporation

Victor J. Orsinger II, Esq., Law Office of Victor J. Orsinger II

H. Douglas Randall III, Chief Executive Officer, Randall, Realtors, Kinlin Grover Real Estate, Page Taft Real Estate, Pequot Commercial and Kinlin Grover Commercial

Edwin J. Santos, Chairman, Prospect CharterCARE, LLC
John F. Treanor, Retired President and Chief Operating Officer,
Washington Trust Bancorp, Inc.

### Officers of the Corporation

Joseph J. MarcAurele, Chairman and Chief Executive Officer
Edward O. Handy III, President and Chief Operating Officer
David V. Devault, Vice Chair, Secretary and Chief Financial Officer
Mark K. W. Gim, Senior Executive Vice President, Wealth Management,
and Treasurer

### The Washington Trust Company Directors' Advisory Council

Alcino G. Almeida Brendan P. O'Donnell Gary P. Bennett Joseph H. Potter Richard A. Grills Joyce Olson Resnikoff Larry J. Hirsch Anthony J. Rose Jr. Patrick J. Shanahan Jr. Joseph J. Kirby Jacques de Laporte James P. Sullivan Edward M. Mazze, Neil H. Thorp James W. McCormick Jr. John C. Warren Thomas F. Moore William Blunt White

### **Senior Management**

Joseph J. MarcAurele, Chairman and Chief Executive Officer Edward O. Handy III, President and Chief Operating Officer

David V. Devault, Vice Chair, Secretary and Chief Financial Officer

Mark K. W. Gim, Senior Executive Vice President, Wealth Management, and Treasurer

Stephen M. Bessette, Executive Vice President, Retail Lending

Kristen L. DiSanto, Executive Vice President, Human Resources

Debra A. Gormley, Executive Vice President, Retail Banking

James M. Hagerty, Executive Vice President and Chief Lending Officer

Barbara J. Perino, CPA, Executive Vice President, Operations

William K. Wray Sr., Executive Vice President and Chief Risk Officer

Dennis L. Algiere, Senior Vice President, Chief Compliance Officer and Director of Community Affairs

Colleen O. Anderson, Senior Vice President, Wealth Management Support Services

Michael T. Clarkin, Senior Vice President and Corporate Sales Manager Joseph M. Confessore, Senior Vice President and Team Leader,

Commercial Banking

Laura L. Davis, Senior Vice President, Lending Support Services

Elizabeth B. Eckel, Senior Vice President, Marketing

Maria N. Janes, CPA, Senior Vice President and Controller

Robert R. Kent Jr., Senior Vice President and Team Leader, Commercial Banking

Mary E. Noons, Senior Vice President, Retail Lending

C. Scott Ostrowski, Senior Vice President, Internal Audit

Timothy M. Pickering, Senior Vice President,

Commercial Real Estate Group

Kathleen A. Ryan, Esq., Senior Vice President, Wealth Management Client Services

L. Peter Sheehan, Senior Vice President, Wealth Management Investments

Julia Anne M. Slom, Senior Vice President and Team Leader,

Commercial Real Estate Group

Richard T. Tjader, Senior Vice President and

Director of Project Management

### Weston Financial Group, Inc.

John W. Filoon III, President and Chief Operating Officer

Kerry P. Falco, CPA, Managing Director

Maria A. Staffiere, Managing Director

Ronald A. Sugameli, Esq., Managing Director and Chief Investment Officer

Nicole M. Tremblay, Esq., Senior Vice President and

Chief Compliance Officer

### Halsey Associates, Inc.

James S. Zoldy Jr., President

Kenneth J. Julian, Executive Vice President

# ocations

### **Branch Offices**

### **HEADQUARTERS**

23 Broad Street Westerly, RI 02891 401-348-1200

### BLOCK ISLAND, RI Block Island Office

Ocean Avenue Block Island, RI 02807 401-466-7710

### CHARLESTOWN, RI Charlestown Office

4137 Old Post Road Charlestown, RI 02813 401-364-4000

### CRANSTON, RI Oaklawn Avenue Office

1203 Oaklawn Avenue Cranston, RI 02920 401-732-0049

### Plainfield Pike Office 2174 Plainfield Pike

Cranston, RI 02921 401-383-8223

### Reservoir Avenue Office

645 Reservoir Avenue Cranston, RI 02910 401-946-1004

### EAST PROVIDENCE, RI East Providence Office

587 Taunton Avenue East Providence, RI 02914 401-383-8800

### Rumford Office

330 Newport Avenue Rumford, RI 02916 401-228-6555

### JOHNSTON, RI Johnston Office

1383 Atwood Avenue Johnston, RI 02919 401-654-4837

### NARRAGANSETT, RI Bonnet Shores Office

885 Boston Neck Road Narragansett, RI 02882 401-782-4800

### Sweet Meadows Office

20 Point Judith Road Narragansett, RI 02882 401-782-1000

### NORTH KINGSTOWN, RI

North Kingstown Office

7625 Post Road North Kingstown, RI 02852 401-295-4700

### PROVIDENCE, RI East Side Office

229 Waterman Street Providence, RI 02903 401-443-2800

### Providence Office

156 Westminster Street Providence, RI 02903 401-421-3600

### RICHMOND, RI Richmond Office

1200 Main Street Wyoming, RI 02898 401-539-2427

### SOUTH KINGSTOWN, RI

Wakefield Office

730 Kingstown Road Wakefield, RI 02879 401-782-4200

### WARWICK, RI

Centerville Road Office

236 Centerville Road Warwick, RI 02886 401-739-2353

### Governor Francis Office

1473 Warwick Avenue Warwick, RI 02888 401-921-2500

### WESTERLY, RI

Main Office

23 Broad Street Westerly, RI 02891 401-348-1200

### Franklin Street Office

126 Franklin Street Westerly, RI 02891 401-348-1367

### McQuade's Marketplace

106 Main Street Westerly, RI 02891 401-348-1201

### MYSTIC, CT

### McQuade's Marketplace

14 Clara Drive
Mystic, CT 06355
860-572-2058

### **Commercial Banking Offices**

### PROVIDENCE, RI

10 Weybosset Street, Suite 100 Providence, RI 02903 401-331-5090

### WARWICK, RI

236 Centerville Road Warwick, RI 02886 401-739-2353

### WESTERLY, RI

23 Broad Street Westerly, RI 02891 401-348-1200

### **Mortgage Offices**

### WARWICK, RI

171 Service Avenue Warwick, RI 02886 401-681-4224

### DARIEN, CT

1025 Boston Post Road Darien, CT 06820 203-309-5571

### GLASTONBURY, CT\*

180 Glastonbury Boulevard, Suite 107 Glastonbury, CT 06033 860-430-9900

### BRAINTREE, MA\*

25 Braintree Hill Office Park, Suite 200 Braintree, MA 02184 781-930-3296

### **BURLINGTON, MA\***

25 Mall Road, Suite 408 Burlington, MA 01803 781-229-2004

### SHARON, MA\*

One Merchant Street, Suite 102 Sharon, MA 02067 781-784-3089

\*Operating as Washington Trust Mortgage Company

### **Wealth Management Offices**

### PROVIDENCE, RI

10 Weybosset Street, Suite 200 Providence, RI 02903 401-654-4801

### NARRAGANSETT, RI

20 Point Judith Road Narragansett, RI 02882 401-782-1000

### WESTERLY, RI 23 Broad Street Westerly, RI 02891

401-348-1238

## WELLESLEY, MA Weston Financial Group

Wellesley Office Park 100 William Street, Suite 200 Wellesley, MA 02481 781-235-7055

### NEW HAVEN, CT

### Halsey Associates

234 Church Street New Haven, CT 06510 203-772-0740

### **Customer Service Center**

RI: 401-348-1200 CT: 860-443-1508 Toll-free: 800-475-2265

### Websites

www.washtrustbancorp.com www.washtrust.com www.washtrustmortgage.com www.washtrustwealth.com www.westonfinancial.net www.halseyassociates.com

### **Ticker Symbol**

NASDAQ OMX®: WASH



Parent Company of The Washington Trust Company