



# WASHINGTON TRUST BANCORP, INC.

Parent Company Of The Washington Trust Company



"Washington Trust reported solid second quarter results, with strong performances across key business lines. Our wealth management division posted a record \$7.4 billion in assets under administration and generated an all-time high \$10.4 million in quarterly revenues. As the economic recovery continues, we have seen a revival of commercial lending activity."

– Edward O. Handy III, Chairman & CEO

## Q2 2021 Highlights

- ★ Returns on average equity and average assets for the second quarter were 12.92% and 1.20%, respectively, compared to 15.55% and 1.45%, respectively, in the preceding quarter.
- ★ Wealth management AUA amounted to a record \$7.4 billion at June 30, 2021. Wealth management revenues were \$10.4 million for the second quarter, up by \$533 thousand, or 5%, from the preceding quarter.
- ★ Residential real estate loan origination volume totaled \$489.4 million for the second quarter, up by \$48.3 million, or 11%, from the preceding quarter.
- ★ Total in-market deposits (total deposits less out-of-market wholesale brokered deposits) amounted to \$4.0 billion at June 30, 2021, down by \$20 million, or 1%, from the end of the preceding quarter.
- ★ Asset quality continues to be strong.
- ★ Cash dividend of \$0.52 per share.

## Recent Recognition



The Washington Trust Company was named by Forbes as one of 'America's Best-In-State Banks' for the second year in a row. The annual list, informed by an independent survey of approximately 25,000 US consumers who were asked to rate banks where they have or previously had checking accounts, names the best banks in each of the 50 states. Of the more than 5,000 banks across the country, just 2.7% are named to this list.



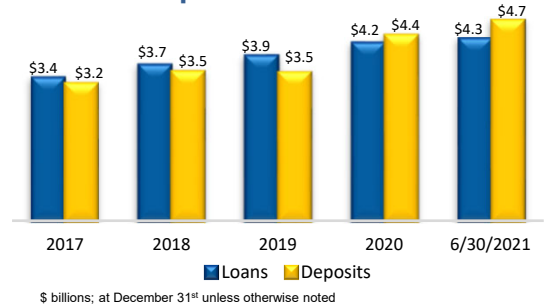
Washington Trust was also recently named one of the 2021 Best Places to Work in Rhode Island in the enterprise employer category by Providence Business News for the 11th year in a row.

The Best Places to Work Awards program is designed to identify, recognize, and honor the best places of employment in Rhode Island through a review of various HR policies and employee satisfaction survey results. The surveys captured feedback about life at Washington Trust, soliciting input on work environment, morale, benefits, and growth opportunities that the bank offers.

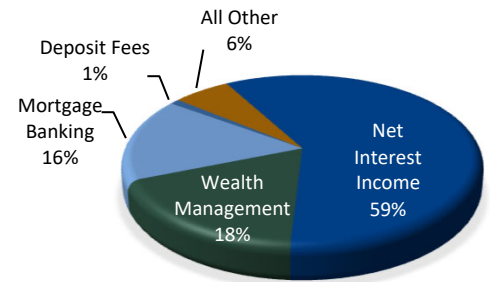
"In the wake of an especially challenging year, we are thrilled to celebrate being named one of the Best Places to Work in Rhode Island for the eleventh consecutive year," said Ned Handy, Chairman & CEO. "At Washington Trust, we foster a culture where people are valued, where work is meaningful, and where growth is encouraged. I am proud of our team for their commitment to each other, and to our core values of Quality, Integrity and Community."

Market Summary	
Trading Symbol	WASH
Exchange	NASDAQ
Market Value (\$M)	889
Stock Price	\$51.35
As of June 30, 2021	

## Deposit & Loan Mix



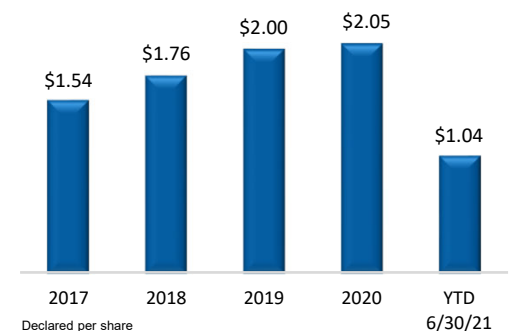
## Q2 2021 Top Line Revenues



## Mortgage Banking Revenues



## Cash Dividends





### Financial Highlights

At or for the Quarters Ended

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

	06/30/2021	3/31/2021	12/31/2020	9/30/2020
<b>Balance Sheet (\$000)</b>				
Total assets	\$5,851,980	\$5,719,389	\$5,713,169	\$5,849,792
Total loans	4,299,800	4,194,666	4,195,990	4,282,047
Total securities	1,052,577	948,094	894,571	913,850
Total deposits	4,725,659	4,549,142	4,378,353	4,285,693
Total shareholders' equity	547,856	533,599	534,195	527,693

<b>Income Statement (\$000) and Profitability</b>				
Net interest income	34,754	32,871	32,243	31,654
Provision for loan losses	0	(2,000)	1,781	1,325
Wealth management revenues	10,428	9,895	9,206	8,954
Mortgage banking revenues	5,994	11,927	14,077	12,353
Other noninterest income	4,171	4,152	4,444	4,161
Noninterest expenses	33,012	34,713	34,109	32,344
Net income	17,460	20,471	18,566	18,322
Return on average assets	1.20%	1.45%	1.28%	1.24%
Return on average equity	12.92%	15.55%	13.96%	13.99%
Net interest margin (taxable equivalent basis)	2.55%	2.51%	2.39%	2.31%

<b>Balance Sheet Ratios/Capital</b>				
Total risk based capital	13.65%	13.85%	13.51%	13.09%
Tier 1 leverage ratio	9.07%	9.11%	8.95%	8.77%
Equity to assets	9.36%	9.33%	9.35%	9.02%
Tangible equity / tangible assets; non-GAAP <sup>(1)</sup>	8.27%	8.21%	8.22%	7.91%

<b>Asset Quality</b>				
Total past due loans to total loans	0.20%	0.26%	0.30%	0.24%
Nonperforming assets to total assets	0.18%	0.23%	0.23%	0.25%
Nonaccrual loans to total loans	0.24%	0.31%	0.31%	0.34%
Allowance for loan losses to total loans	0.97%	1.00%	1.05%	1.00%

<b>Share Data:</b>				
Diluted earnings per share	\$1.00	\$1.17	\$1.07	\$1.06
Dividends declared per share	\$0.52	\$0.52	\$0.52	\$0.51
Book value per share	\$31.63	\$30.83	\$30.94	\$30.57
Tangible book value per share; non-GAAP <sup>(2)</sup>	\$27.60	\$26.79	\$26.87	\$26.49
Market value per share	\$51.35	\$51.63	\$44.80	\$30.66
Shares outstanding at end of period	17,320	17,306	17,265	17,260
Weighted average shares outstanding – diluted	17,436	17,431	17,360	17,317

(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

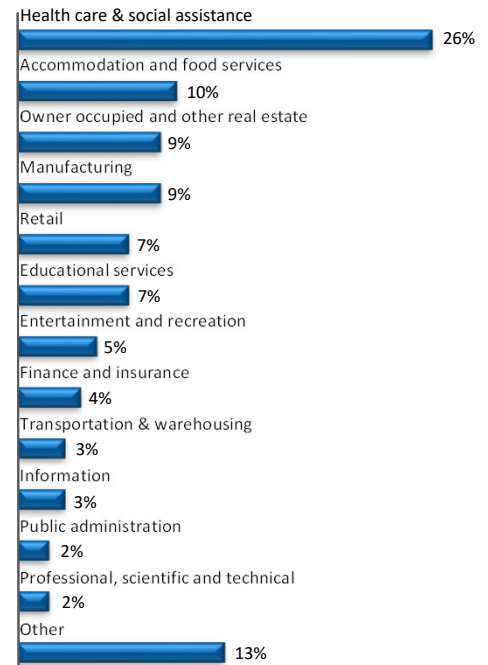
At 06/30/21

- ★ \$5.9 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
  - ★ 24 branches
  - ★ 5 wealth management offices
  - ★ 7 residential mortgage loan offices
  - ★ 3 commercial lending offices

### C&I Loans By Industry

At 06/30/21

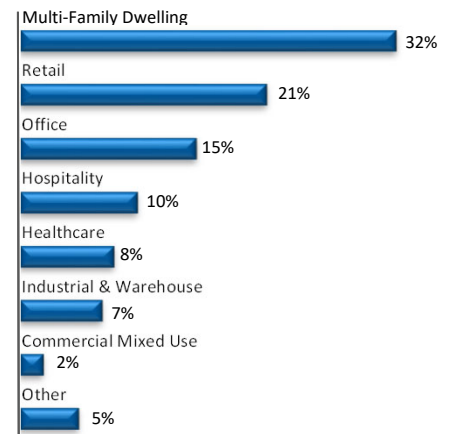
Total portfolio: \$764.5 million  
 Percent of total loans: 18%



### Commercial Real Estate

At 06/30/21

Total portfolio: \$1.7 billion  
 Percent of total loans: 39%



### Analyst Coverage

- ★ American Capital Partners, LLC  
Nicole Gulino
- ★ Boenning & Scattergood, Inc.  
Erik Zwick
- ★ 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, 2020, as filed with the Securities and Exchange Commission and as updated by its Quarterly Reports on Form 10-Q.

