

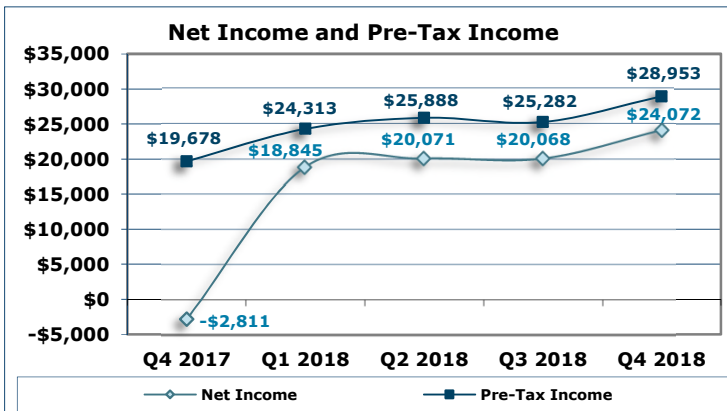
# W.T.B. Financial Corporation



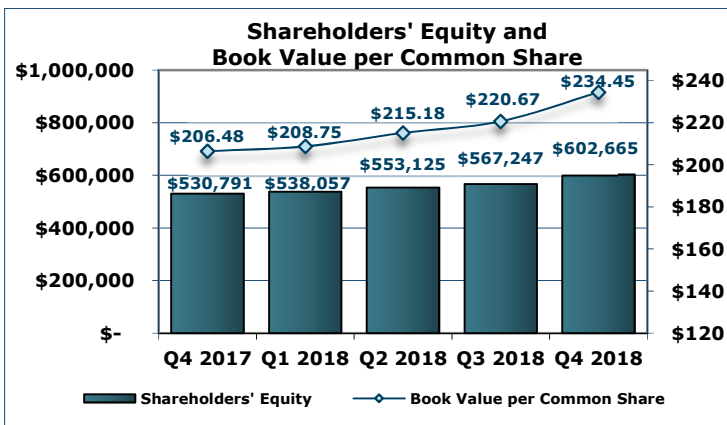
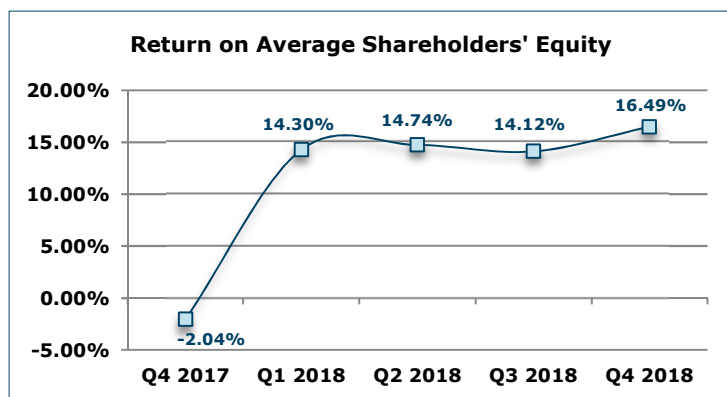
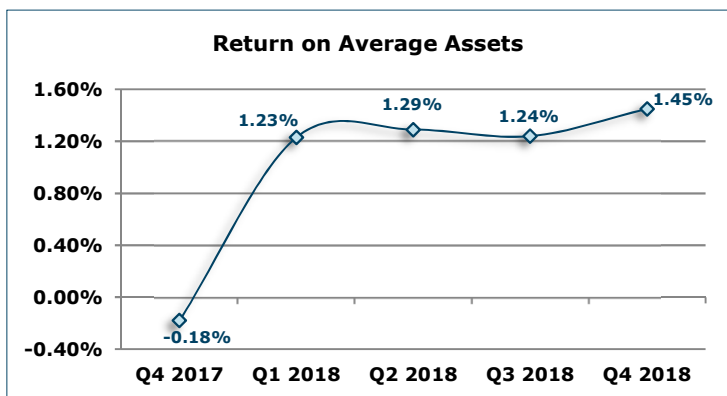
## Company Profile 4th Quarter 2018

(Unaudited) (\$'s in thousands, except per share data)

### Financial Highlights



- The Company reported net income of \$24.1 million, which includes the favorable impact of the lower federal corporate tax rate from 35% to 21%. The passage of the tax reform bill just before the end of 2017 resulted in a revaluation of the deferred tax asset and a one-time write down of \$16.8 million in the fourth quarter of 2017.
- Deposits increased \$89.9 million, or 6.5% annualized, to \$5.6 billion
- Loans decreased \$7.5 million, or 0.7% annualized, to \$4.0 billion
- Return on Assets was 1.45% for the quarter compared to 1.24% for the previous quarter
- Return on Equity was 16.49% for the quarter compared to 14.12% for the previous quarter
- Allowance for loan losses remained strong at 2.24% of loans and 755% of noncurrent loans



### About W.T.B. Financial Corporation

Since 1902, Washington Trust Bank (W.T.B. Financial Corporation's primary subsidiary) has helped individuals, families and businesses reach their financial goals by being the best at understanding and meeting their needs through exceptional customer service.

We are small enough to know and care about our customers, yet large enough to offer a full complement of products and services to satisfy all banking needs.

# W.T.B. Financial Corporation



(Unaudited) (\$'s in thousands, except per share data)  
At or for the Quarters Ended

## Income Statements

	12/31/2018	9/30/2018	12/31/2017
Net interest revenue	\$ 63,097	\$ 60,308	\$ 54,519
(Recapture of) provision for loan losses	400	600	(400)
Net interest revenue after provision for loan losses	62,697	59,708	54,919
Noninterest revenue	13,964	11,613	14,385
Noninterest expense	47,708	46,039	49,626
Income before income taxes	28,953	25,282	19,678
Income taxes	4,881	5,214	22,489
<b>Net income (loss)</b>	<b>\$ 24,072</b>	<b>\$ 20,068</b>	<b>\$ (2,811)</b>

## Condensed Balance Sheets

ASSETS			
Cash and interest-bearing deposits	\$ 857,735	\$ 757,127	\$ 854,974
Securities	1,589,251	1,540,463	1,387,176
Loans net of allowance for loan losses	3,956,650	3,963,909	3,845,291
Other assets	148,714	146,241	158,652
<b>Total assets</b>	<b>\$ 6,552,350</b>	<b>\$ 6,407,740</b>	<b>\$ 6,246,093</b>
LIABILITIES			
Deposits	\$ 5,638,923	\$ 5,548,990	\$ 5,448,866
Borrowings	259,857	242,445	222,136
Other liabilities	50,905	49,058	44,300
<b>Total liabilities</b>	<b>5,949,685</b>	<b>5,840,493</b>	<b>5,715,302</b>
SHAREHOLDERS' EQUITY			
Total shareholders' equity	602,665	567,247	530,791
Total liabilities and shareholders' equity	<b>\$ 6,552,350</b>	<b>\$ 6,407,740</b>	<b>\$ 6,246,093</b>

## Performance Metrics

PER COMMON SHARE			
Earnings (loss) - basic	\$ 9.42	\$ 7.85	\$ (1.10)
Earnings (loss) - diluted	9.39	7.83	(1.10)
Common cash dividends	1.15	1.15	0.84
Common shareholders' equity	234.45	220.67	206.48

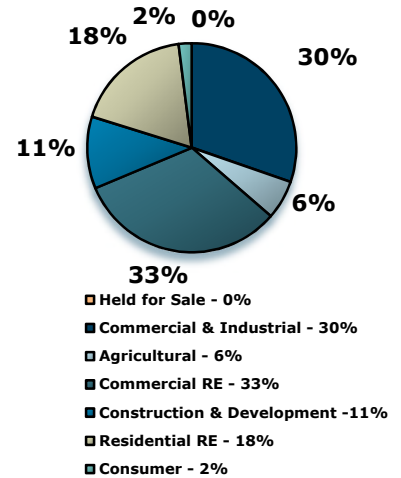
### PERFORMANCE RATIOS

Return on average assets	1.45%	1.24%	-0.18%
Return on average shareholders' equity	16.49%	14.12%	-2.04%
Margin on average earning assets	3.87%	3.77%	3.59%
Noninterest revenue to average assets	0.84%	0.71%	0.92%
Noninterest expense to average assets	2.87%	2.83%	3.19%
Efficiency ratio	61.8%	63.9%	71.7%
Cash dividends to net income	12.2%	14.6%	NM

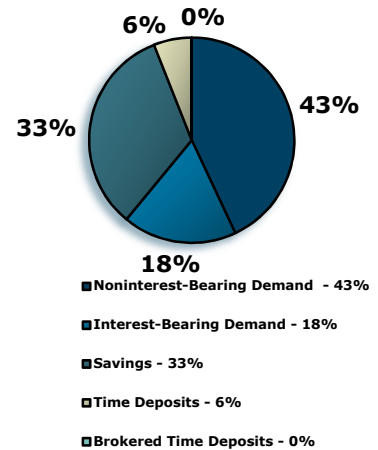
### ASSET QUALITY AND CAPITAL

Noncurrent loans + ORE	\$ 12,015	\$ 9,451	\$ 12,015
Allowance for loan losses	90,749	91,026	86,784
Allowance for loan losses to total loans	2.24%	2.24%	2.21%
Total equity to total assets	9.20%	8.85%	8.50%
Total equity	\$ 602,665	\$ 567,247	\$ 530,791
Tier 1 Capital	649,523	627,497	575,966

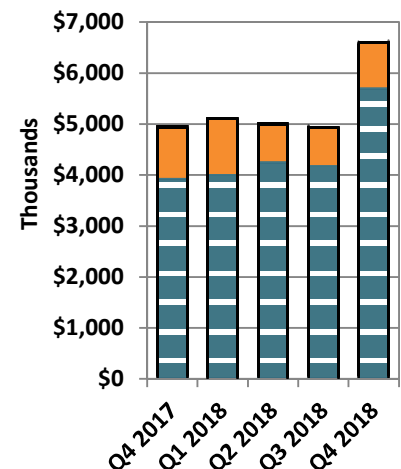
Total Loan Portfolio  
\$4.05 Billion at 12/31/2018



Total Deposit Portfolio  
\$5.64 Billion at 12/31/2018



## Wealth Management & Advisory Services



■ Fiduciary Income ■ Investment Services Fees