

Smart Advice

The Tiverton Police Pension Plan Portfolio Review June 18, 2020

# Presented by:

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Client Focus®

# Portfolio Overview

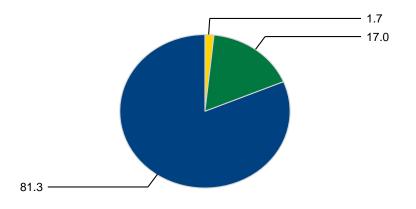
#### **TIVERTON POLICE PENSION PLAN AGY (2055000538)**

## Activity Summary YTD

Beginning Market Value	14,607,339.95
Beginning Accrued Income	18,610.17
Beginning Account Value	14,625,950.12
Net Contributions and Withdrawals	-499,328.65
Income Earned	84,562.57
Unrealized Gains	-80,732.26
Ending Market Value	14,121,992.38
Ending Accrued Income	8,459.40
Ending Account Value	14,130,451.78

#### Allocation

	Market Value	% of Mkt Val
Equities	11,488,770	81.3
Fixed Income	2,399,993	17.0
Cash	241,689	1.7
Total	14,130,452	100.0



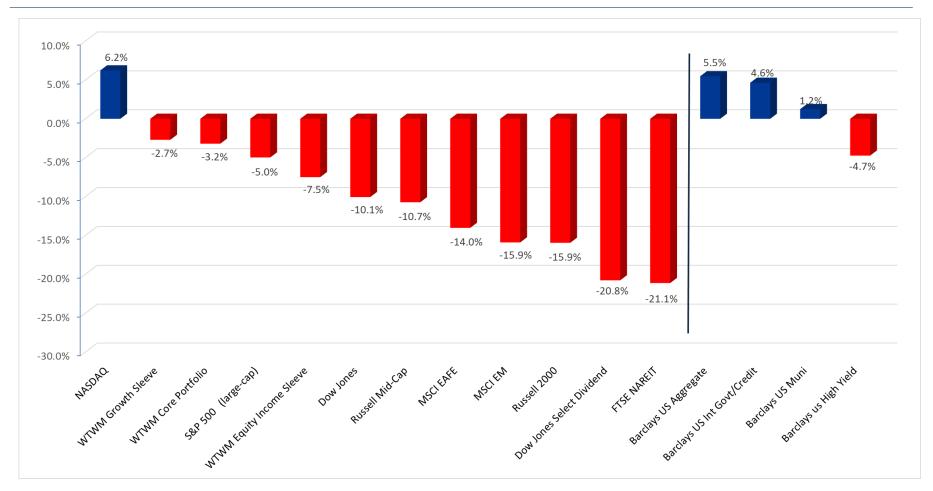


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# Various Financial Market Returns

Year-to-date May 31, 2020





As of May 31, 2020

											10 Year	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Year to Date	Annualized	
Gold	TIPS	Global RE	Small Cap	Global RE	Municipals	Small Cap	EM Equities	Cash	Large Cap	Gold	Large Cap	
29.7	13.6	29.8	38.8	14.7	3.3	21.3	37.8	1.8	31.5	13.9	13	
Small Cap	Municipals	EM Equities	Mid Cap	Large Cap	Large Cap		Non-U.S. Eq.	Municipals	Mid Cap	Gov't Bonds	Mid Cap	
26.9	10.7	18.2	34.8	13.7	1.4	17.1	25.6	1.3	30.5	8.5	11.3	
Mid Cap	Gold	Non-U.S. Eq.	Large Cap	Mid Cap	EM Fixed	Mid Cap	Large Cap	Gov't Bonds	Small Cap	TIPS	60/40	
25.5	10.2	17.9	32.4	13.2	1.3	13.8	21.8	0.9	25.5	4.8	9.4	
Global RE	Gov't Bonds	Mid Cap	Non-U.S. Eq.	60/40	60/40	Large Cap	Mid Cap	TIPS	Global RE	Inv. Grade	Small Cap	
20.1	9.8	17.3	23.3	10.6	1.1	12	18.5	-1.3	23.6	3	9.1	
EM Equities	Inv. Grade	Small Cap	60/40	Municipals	Gov't Bonds	Nat. Res	Global RE	High Yield	Non-U.S. Eq.	Municipals	High Yield	
19.0	8.4	16.3	18.6	9.1	0.9	11.8	15	-2.1	22.7	1.2	6.7	
Nat. Res.	High Yield	Large Cap	High Yield	Inv. Grade	Cash	EM Equities	Small Cap	EM Fixed	60/40	Cash	Global RE	
16.8	5.0	16.0	7.4	7.5	0.0	11.6	14.6	-2.5	22.4	0.5	6.4	
EM Fixed	60/40	High Yield	Global RE	Small Cap	Non-U.S. Eq.	EM Fixed	60/40	Inv. Grade	EM Equities	60/40	EM Fixed	
15.7	4.4	15.8	2.2	4.9	-0.4	9.9	14.5	-2.5	18.9	-0.8	6.1	
High Yield	Large Cap	EM Fixed	Cash	Gov't Bonds	Global RE	60/40	Gold	60/40	Gold	EM Fixed	Non-U.S. Eq.	
15.1	2.1	15.1	0.0	4.9	-0.4	8.2	12.8	-2.6	18	-2.8	5.8	
Large Cap	Cash	60/40	Inv. Grade	EM Fixed	Inv. Grade	Gold	EM Fixed	Gold	Inv. Grade	High Yield	Inv. Grade	
15.1	0.1	11.3	-2.0	4.8	-0.7	7.7	8.2	-2.8	14.5	-4.7	5.5	
60/40	Mid Cap	Inv. Grade	Municipals	TIPS	TIPS	Inv. Grade	High Yield	Large Cap	High Yield	Large Cap	Municipals	
11.7	-1.5	9.4	-2.6	3.6	-1.4	6.1	7.5	-4.4	14.3	-5	4.1	
Inv. Grade	EM Fixed	TIPS	EM Equities	High Yield	Mid Cap	TIPS	Inv. Grade	Global RE	EM Fixed	Mid Cap	TIPS	
8.5	-1.8	7.0	-2.6	2.5	-2.4	4.7	6.4	-5.5	13.1	-10.7	3.6	
Non-U.S. Eq.	Small Cap	Gold	Gov't Bonds	Cash	Small Cap	Global RE	Municipals	Mid Cap	Nat. Res	Non-U.S. Eq.	Gov't Bonds	
8.4	-4.2	7.0	-2.7	0.0	-4.4	4.6	5.4	-9.1	7.7	-14	3.5	
TIPS	Global RE	Municipals	EM Fixed	Gold	High Yield	Non-U.S. Eq.	TIPS	Small Cap	Municipals	EM Equities	EM Equities	
6.3	-5.9	6.8	-4.3	-1.7	-4.5	1.5	3	-11	7.5	-15.9	3.1	
Gov't Bonds	Non-U.S. Eq.	Gov't Bonds	TIPS	EM Equities	Gold	Gov't Bonds	Gov't Bonds	Nat. Res	Gov't Bonds	Small Cap	Gold	
5.9	-11.7	2.0	-8.6	-1.8	-10.9	1	2.3	-11.2	6.8	-15.9	3	
Municipals	Nat. Res.	Cash	Nat. Res.	Non-U.S. Eq.	EM Equities	Cash	Nat. Res	Non-U.S. Eq.	Cash	Nat. Res	Cash	
2.4	-13.3	0.1	-9.5	-4.5	-14.6	0.3	1.7	-13.4	2.2	-21.2	0.6	
Cash	EM Equities	Nat. Res.	Gold	Nat. Res.	Nat. Res	Municipals	Cash	EM Equities	TIPS	Global RE	Nat. Res	
0.1	-18.3	-1.1	-28.3	-17.0	-24.7	0.2	0.8	-14.2	0.4	-23.5	-6	

# Fiscal Year Performance for Select Periods

## **TIVERTON POLICE PENSION PLAN AGY (2055000538)**

		Fiscal Year to Date				Inception to Date
	Market Value	11 Months	1 Year	3 Years	5 Years	02/01/2014
Fixed Income	2,388,269	4.55	5.69	3.33	2.79	2.61
BB Intermediate US Govt/Credit Index (USD)		6.46	7.60	4.15	3.21	3.11
Equities	11,259,363	4.76	12.75	10.07	8.42	8.91
S&P 500 Index (Gross) (USD)		5.41	12.84	10.23	9.86	11.08
Russell 2000 Index (USD)		-9.81	-3.44	1.98	3.72	4.81
MSCI ACWI ex-USA (Gross) (USD)		-8.56	-3.01	.23	1.27	2.31
Russell Mid Cap Index (USD)		-3.97	2.63	5.51	5.94	7.81
Cash	12,477	1.19	1.31	1.50	.94	.74
FTSE 3 Month Treasury Bill Index (USD)		1.55	1.75	1.75	1.15	.91
Total Fund Gross of Fees	13,660,109	4.74	11.64	8.81	7.30	7.62





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	Feb 2014 -	Jan 2015 -	Jan 2016 -	Jan 2017 -	Jan 2018 -	Jan 2019 -	Jan 2020
	Dec 2014	Dec 2015	Dec 2016	Dec 2017	Dec 2018	Dec 2019	May 2020
Fixed Income	1.28	36	3.56	2.91	.15	6.87	2.29
BB Intermediate US Govt/Credit Index (USD)	2.19	1.07	2.08	2.14	.88	6.80	4.63
Equities	7.80	1.82	8.31	22.92	-8.10	34.45	-4.90
S&P 500 Index (Gross) (USD)	17.76	1.38	11.96	21.83	-4.38	31.49	-4.9
Russell 2000 Index (USD)	7.88	-4.41	21.31	14.65	-11.01	25.53	-15.9
MSCI ACWI ex-USA (Gross) (USD)	1.14	-5.25	5.01	27.77	-13.77	22.13	-14.6
Russell Mid Cap Index (USD)	15.47	-2.44	13.80	18.52	-9.06	30.54	-10.7
Cash	.00	.00	.09	.34	2.01	1.96	.3
FTSE 3 Month Treasury Bill Index (USD)	.03	.03	.27	.84	1.86	2.25	.5
Total Fund Gross of Fees	6.30	1.41	7.16	18.72	-6.84	29.37	-3.6

Account Inception: 02/01/2014



Asset	Trade Date	Settle Date	Units	Unit Price	Principal
Fixed Income					
Purchases					
Toronto-Dominion Bank/The 2.25% 16 Apr 2023	04/23/2020	04/27/2020	50,000.000	100.220	-50,110.00
Total Fixed Income Purchases					-50,110.00
Sales					
BlackRock Strategic Income Opportunities Portfolio	04/24/2020	04/27/2020	888.176	9.520	8,455.44
JPMorgan Strategic Income Opportunities Fund	04/24/2020	04/27/2020	326.000	11.150	3,634.90
Metropolitan West Total Return Bond Fund	04/24/2020	04/27/2020	292.665	11.360	3,324.67
PIMCO Income Fund	04/24/2020	04/27/2020	313.963	11.080	3,478.71
Vanguard Intermediate-Term Investment-Grade Fund	04/24/2020	04/27/2020	3,247.000	10.160	32,989.52
Total Fixed Income Sales					51,883.24
Equities					
Purchases					
Adobe Inc	03/26/2020	03/30/2020	300.000	317.092	-95,127.72
HEICO Corp	03/27/2020	03/31/2020	1,300.000	73.918	-96,093.01
S&P Global Inc	03/31/2020	04/02/2020	200.000	245.830	-49,166.10
Alphabet Inc	04/08/2020	04/13/2020	5.000	1,214.910	-6,074.55
American Tower Corp	04/08/2020	04/13/2020	64.000	246.240	-15,759.35
ServiceMaster Global Holdings Inc	04/08/2020	04/13/2020	2,500.000	25.962	-64,906.00
Stryker Corp	04/08/2020	04/13/2020	400.000	176.644	-70,657.68
Westinghouse Air Brake Technologies Corp	04/08/2020	04/13/2020	1,250.000	52.096	-65,119.88
Total Equity Purchases					-462,904.29



Asset	Trade Date	Settle Date	Units	Unit Price	Principa
Sales					
American International Group Inc	03/18/2020	03/20/2020	2,183.000	18.166	39,657.46
Boeing Co/The	03/18/2020	03/20/2020	491.000	99.130	48,673.03
Booking Holdings Inc	03/18/2020	03/20/2020	38.000	1,181.135	44,883.13
Chevron Corp	03/18/2020	03/20/2020	296.000	55.309	16,371.57
Exxon Mobil Corp	03/18/2020	03/20/2020	933.000	31.813	29,681.24
SVB Financial Group	03/18/2020	03/20/2020	246.000	144.475	35,540.95
Raytheon Co	04/03/2020	04/03/2020	624.000	116.960	.00
Raytheon Technologies Corp	04/03/2020	04/03/2020	-1,456.915	50.094	.00
Amazon.com Inc	04/08/2020	04/13/2020	19.000	2,039.365	38,747.93
Apple Inc	04/08/2020	04/13/2020	205.000	266.297	54,590.88
Estee Lauder Cos Inc/The	04/08/2020	04/13/2020	77.000	165.766	12,764.01
Thermo Fisher Scientific Inc	04/08/2020	04/13/2020	202.000	306.591	61,931.30
Verisk Analytics Inc	04/08/2020	04/13/2020	373.000	149.533	55,775.65
Visa Inc	04/08/2020	04/13/2020	223.000	174.842	38,989.74
Amazon.com Inc	06/01/2020	06/03/2020	10.000	2,468.555	24,685.55
Facebook Inc	06/01/2020	06/03/2020	112.000	228.989	25,646.75
KAR Auction Services Inc	06/01/2020	06/03/2020	907.000	14.972	13,579.20
PayPal Holdings Inc	06/01/2020	06/03/2020	111.000	153.850	17,077.40
Third Avenue Real Estate Value Fund/US	06/01/2020	06/02/2020	11,453.000	19.780	226,540.34
Total Equity Sales					785,136.13



# ECONOMIC INDICATOR DASHBOARD

		June 5,	2020		
	Statistic	ST / LT	Trend	Current Reading	Comments
	Weekly Claims (4 wk mov avg -May 30)	-	-	2,284,000	Jobless claims still astronomical but have declined significantly in past two months
EMPLOYMENT	Non-Farm Payroll Change (Monthly -May)	-	-	2,509,000	Surprising rebound in May payrolls after catastrophic April job losses as partial reopening spurs large gains in hospitality, construction & retail but government weak-rise in average workweek also exceeds expectations
	Unemployment Rate (Monthly -May)	-	-	13.3%	May unemployment rate unexpectedly declines -Labor Department indicates rate understated but still improved over April as is participation rate
	Consumer Confidence (Monthly -May)	-	=	86.6	Consumer confidence edges slightly higher in May-current level nowhere close to the 25.3 low seen during the Great Recession
CONSUMER	Real Disp. Personal Inc. (Yr/Yr Growth -April)	-	=	13.8%	April 10.5% surge in personal income solely a result of government transfer payments authorized by the CARES Act which offset an 8.0% drop in wages
	Real Personal Expenditures (Yr/Yr Growth -April)	-	-	-17.3%	April consumer spending plummets 13.6% on top of a 7.5% March decline- headline & core PCE prices negative for second consecutive month
HOUSING /	Housing Starts (Monthly SAAR -April)	-	-	891,000	April starts plummet 30% to levels last seen in 2014 after 20% decline in March-building permits also plunge
INDUSTRIAL PRODUCTION /	Industrial Production (Yr/Yr Growth -April)	-	-	-15.0%	April monthly decline a record 11.2% as manufacturing plummets 13.7%- capacity utilization only 64.9%
GDP	GDP (Q1:20)	-	=	0.3%	Q1 GDP worse than expected at -5.0% and already reflective of a severe recession with a steep decline in consumer spending and extreme weakness in business investment-sole bright spot was residential construction but unlikely to hold up in Q2
INFLATION	CPI (Yr/Yr Growth -April)	=	=	0.4%	Second consecutive monthly drop in CPI as April prices decline a whopping 0.8%-April 0.4% decline in core prices steepest monthly drop ever, although year over year core rate +1.4%
	TIPS Breakeven (Current - 10 Yr Maturity)	+	=	1.26%	Breakeven rebounds above 1% on massive monetary & fiscal stimulus but still indicates disinflation
LEADING INDICATORS /	Leading Indicators (Monthly -April)	-	-	-4.4%	Another massive drop in April following March's record monthly decline
CORPORATE PROFITS	S&P 500 Earnings (2020 Estimate)	-	-	\$122.50	Washington Trust substantially reduces 2020 estimate reflecting coronavirus impact
	10 Year Treasury (Current)	+	+	0.90%	Yield volatile as deflation fears persist but moving towards top of trading range
INTEREST RATES	2/10 Yr Treasury Spread (Current)	=	=	0.69%	Spread touching 6-month high as employment data surprises positively and Fed committed to easy money
	High Yield Spread (Current)	=	-	5.36%	Junk bond spread breaks out of the recent trading range on the downside-a bullish sign for recovery and upgraded to neutral
LEGEND	"+" Strengthening Economy	"	—" Weake	ning Economy	"=" Neutral Economy



- Economic forecasts for a continuation of moderate growth in 2020 were discarded due to Covid-19. After a solid start to the year, economic activity plummeted in March as much of the country shut down. Q1 GDP contracted by an annualized 5%

-The US economy is likely to shrink at an annualized ~30% in Q2 and unemployment may be peaking in the high teens using adjusted Labor Dept. data. However, a rebound is expected in Q3 and Q4. For the full year, the IMF estimates US GDP will contract by 5.9% while global GDP will also suffer an extremely rare outright decline.

-Policy makers have responded to the economic crisis with a full array of monetary and fiscal policy tools. The Fed quickly cut the Fed Funds rate in March to just above the zero-lower bound. Quantitative easing was reintroduced, and a host of facilities were created to support credit markets.

-Fiscal support was also provided to individuals and businesses including expanded unemployment benefits, direct payments to taxpayers, and small business loans. Further stimulus is likely required to ensure that the economy returns to a sustainable growth path.

-Investors have responded positively to policy moves. Credit spreads have been reined in even as Treasury yields have plunged. Yields are likely to remain suppressed. The majority of economists recently surveyed by Bloomberg do not expect the Fed to lift the Fed Funds rate until 2023.

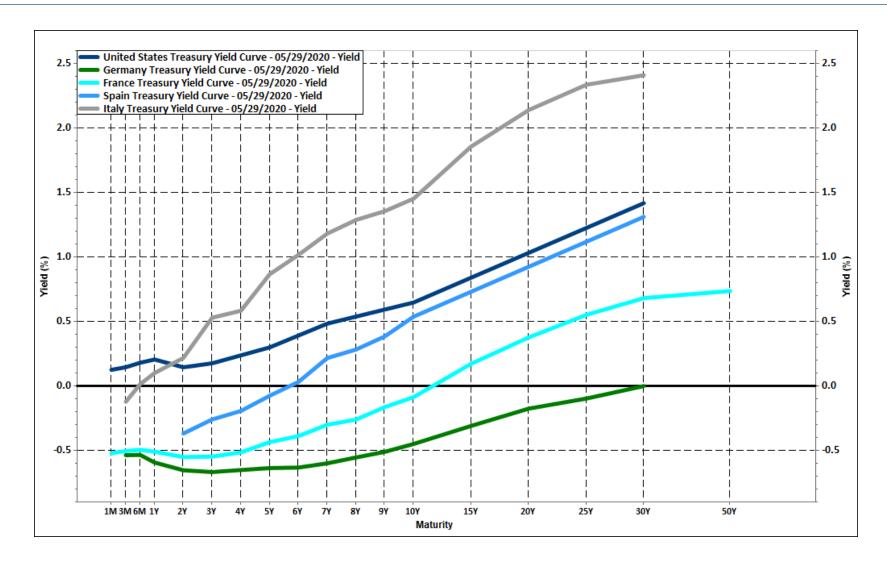
-The yield curve has a moderately positive slope out to 10 years and steepens further out along the curve reflecting the Treasury's massive financing needs and the possibility of inflation. The Treasury floated a 20-year bond in May for the first time since the 1990's. We suspect the yield curve could steepen further but it is not likely the 10-year Treasury note yield will materially exceed 1.0% in the near future.

-Despite recent weakness, inflation is likely to continue to exceed 1%. Combined with the narrowing of credit spreads, there are few bargains remaining in the fixed income market. If the yield curve steepens as we expect, better buying opportunities should emerge.

-The S&P 500 plummeted by over 30% in the late February/March time frame but staged a remarkable recovery and is little changed from yearend. Earnings will decline dramatically in 2020 but should snap back in 2021. However, large cap US equities appear fully valued even based on 2021 numbers.



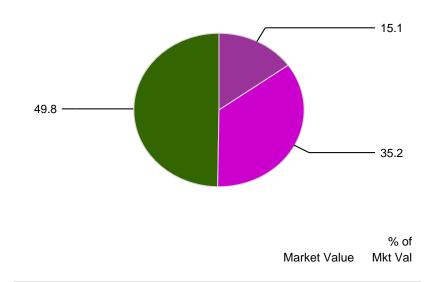
As of May 31, 2020



## **Fixed Income Overview - All Fixed Income**

#### **TIVERTON POLICE PENSION PLAN AGY (2055000538)**

#### **Portfolio Allocation**



Total	2,399,993	100.0
Corporate	362,033	15.1
Non-Trad FI MF-ETF	843,874	35.2
Taxable FI MF-ETF	1,194,087	49.8

#### Top 10 Holdings

	% of Mkt Val
Metropolitan West Total Return Bond Fund	19.1
iShares Intermediate Government/Credit Bond ETF	16.7
BlackRock Strategic Income Opportunities Portfolio	16.0
Vanguard Intermediate-Term Investment-Grade Fund	13.9
PIMCO Income Fund	10.6
JPMorgan Strategic Income Opportunities Fund	8.5
Bank of New York Mellon Corp/The 2.2% 16 Aug 2023	6.6
Wells Fargo & Co 2.1% 26 Jul 2021	6.4
Toronto-Dominion Bank/The 2.25% 16 Apr 2023	2.1

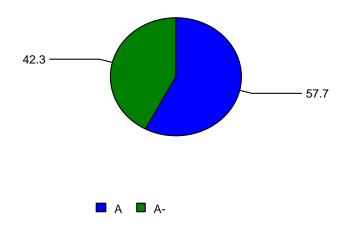
Total Assets Held in Sector Allocation: 9 Total Assets Held in Account: 66



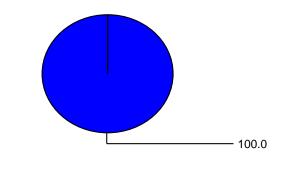
# Fixed Income Analysis

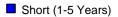
Coupon	2.16
Yield to Maturity	.86
Maturity	2.24
Current Yield	2.11
Face Amount	350,000
Market Value	359,646
Total Accrual	2,386
Cost	351,313

Quality Allocation by Market Value



Maturity Allocation by Market Value







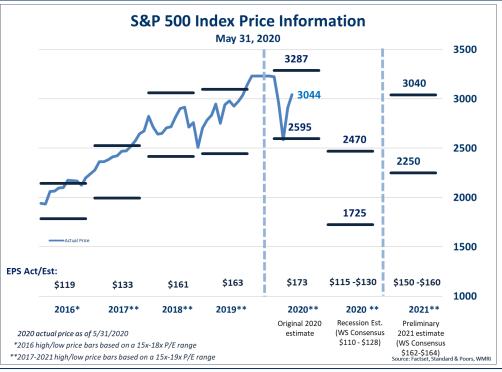
		Maturity		Unit	Current		Yield to	Call	Coupon	Unrealized	Moody	Annual
	ID	Date	Units	Cost	Price	Market Value	Maturity	Date/Price	Rate	Gain/Loss	Rating	Income
Bank of New York Mellon	06406FAD5	08/16/2023	150,000.000	100.370	104.649	158,018.72	.695	06/16/2023	2.200	6,415.71	A1	3,300.00
Corp/The 2.2% 16 Aug 2023												
-								100.000				
Toronto-Dominion Bank/The	89114RJ56	04/16/2023	50,000.000	100.220	100.804	50,570.75	1.953	04/16/2021	2.250	292.00	Aa3	1,125.00
2.25% 16 Apr 2023												
								100.000				
Wells Fargo & Co 2.1% 26 Jul	949746SA0	07/26/2021	150,000.000	100.430	101.514	153,443.14	.679		2.100	1,625.63	A2	3,150.00
2021												
BlackRock Strategic Income	09260B382		39,000.000	10.360	9.860	384,747.27	.000			-19,500.00		
Opportunities Portfolio												
JPMorgan Strategic Income	4812A4351		18,000.000	11.940	11.370	204,660.00	.000			-10,260.00		
Opportunities Fund												
Metropolitan West Total Return	592905509		40,000.000	10.900	11.470	458,987.83	.000			22,802.59		
Bond Fund												
PIMCO Income Fund	72201F490		22,000.000	12.070	11.550	254,466.30	.000			-11,475.04		
Vanguard Intermediate-Term	922031810		32,000.000	9.940	10.440	334,299.65	.000			16,000.00		
Investment-Grade Fund												
iShares Intermediate	464288612		3,423.000	110.650	117.090	400,799.07	.000			22,040.31	WR	
Government/Credit Bond ETF												
Total						2,399,992.73				27,941.20		7,575.00





# Stock Market Outlook

S&P Price of 3044 As of May 31, 2020



The S&P 500 rallied 18.2% over the past two months, as investors responded positively to aggressive U.S. Fed action and multiple stimulus bills from Congress to combat the sharp contraction in economic activity resulting from aggressive social distancing initiatives related to COVID-19. Progress on the development of a vaccine for COVID-19 and the beginnings of a reopening of the U.S. economy are also helping investors sentiment. The S&P 500 is now 10.1% off its high, reached on February 19<sup>th</sup>, and down 5.8% on a total return basis year-to-date.

Corporate earnings estimates for 2020 have been slashed, as many sectors of the global economy have come to a standstill. We now expect to see corporate earnings fall as much as 25% in 2020, and warn that number could fall further. However, most investors will likely look past 2020 results and focus on the eventual recovery. We expect an economic and earnings recovery to begin in the second half of 2020, and see the potential for S&P 500 earnings per share to return close to pre-COVID levels by the end of 2021. Our initial guess is that earnings will rebound within a \$150-\$160 range in 2021; however, it is difficult to have much confidence in this, or any economic or financial estimate, given the unpredictable development and economic impact of the virus. The recovery may not treat all sectors and industries equal. We anticipate slower earnings recoveries in certain areas of the Financial and Consumer sectors.

The S&P 500's price/earnings valuation of 24.7x, the mid-point of our 2020 recession earnings estimate, is above the historical average of about 16.0x. However, investors may be looking towards a 'normalized' or recovery earnings estimate to value stocks. The price/earnings valuation is 19.6x, based on the mid-point of our 2021 estimate range. With the U.S. Fed's extremely accommodative stance, low interest rates and limited inflation pressures, we view a 15x-19x P/E multiple range as reasonable. In the near term, we would expect stock returns to be highly correlated with COVID-19 news flow, but eventually return to reflect underlying economic and corporate fundamentals. Risks to our outlook include the severity of the coronavirus outbreak, the upcoming U.S. presidential election, U.S./China relations, Fed policy, a sharp increase in inflation and/or interest rates, a reduction to GDP and corporate earnings expectations, recession, a stronger U.S. Dollar and geopolitical risks.



# WTWM Equity Strategy Holdings & Statistics

As of May 31, 2020

			Wei	0		Current	2020		LT EPS			YTD		-		We	ight		Current	2020		LT EPS			YTD
				•	Growth		EPS			PEG		Total			S&P		•	Growth	Stock	EPS		Gr.	PEG	Div	Total
Ticker	Company	500 St	rategy	Sleeve	Sleeve	Price	Est.	P/E	Est	Ratio	Yld	Return	Ticker	Company	500	Strategy	Sleeve	Sleeve	Price	Est.	P/E	Est	Ratio	Yld	Return
Consum	ner Discretionary	10.5%	7.5%	5.0%	8.0%								<u>Energy</u>		2.9%	0.0%	0.0%	0.0%							
AMZN	Amazon		3.5%		3.5%	\$2,442	\$18.77	130.1	38%	3.4	0.0%	32.2%													
APTV	Aptiv		1.0%		1.5%	\$75	\$0.94	80.1	8%	10.2	0.0%	-20.4%	<u>Financia</u>	<u>ls</u>	10.4%	10.8%	12.8%	11.0%							
HD	Home Depot		1.0%	1.5%	1.5%	\$248	\$9.95	25.0	8%	3.0	2.4%	14.5%	BAC	Bank of America		2.0%		2.5%	\$24	\$1.51	16.0	7%	2.1	3.0%	-31.0%
SBUX	Starbucks		1.0%	1.5%		\$78	\$1.71	45.6	15%	3.0	2.1%	-10.4%	BLK	BlackRock, Inc.		1.0%	1.5%	1.5%	\$529	\$26.63	19.8	6%	3.6	2.7%	5.9%
TJX	TJX Companies		1.0%	2.0%	1.5%	\$53	\$0.80	65.7	7%	9.8	0.0%	-13.2%	СВ	Chubb		1.3%	2.0%		\$122	\$9.71	12.6	10%	1.3	2.6%	-21.2%
Consum	ner Staples	7.1%	9.3%	11.0%	8.5%								JPM	J.P. Morgan		2.5%	3.0%	3.0%	\$97	\$4.96	19.6	4%	4.7	3.7%	-28.9%
CLX	Clorox		1.0%	1.0%		\$206	\$6.99	29.5	5%	6.1	2.2%	35.7%	MMC	Marsh & Mclennan		1.0%	1.8%	1.0%	\$106	\$4.59	23.1	8%	2.7	1.7%	-4.1%
COST	Costco		1.0%		1.0%	\$308	\$8.77	35.2	6%	5.8	0.9%	5.4%	PNC	PNC Financial		1.0%	1.5%		\$114	\$5.29	21.6	4%	5.1	4.0%	-27.1%
EL	Estee Lauder		1.0%	1.0%	2.5%	\$197	\$4.91	40.2	13%	3.1	0.0%	-4.2%	SPGI	S&P Global Inc.		1.0%	1.0%	1.0%	\$325	\$10.01	32.5	10%	3.2	0.8%	19.5%
MDLZ	Mondelez Int'l		1.5%	2.0%	2.0%	\$52	\$2.54	20.5	8%	2.6	2.2%	-4.9%	TFC	Truist Financial Cor	p.	1.0%	2.0%	2.0%	\$37	\$2.71	13.6	0%	37.8	4.9%	-33.1%
PEP	Pepsico		1.3%	2.0%		\$132	\$5.31	24.8	4%	5.9	3.1%	-3.0%	Healtho	are	15.2%	14.5%	16.0%	14.5%							
PG	Procter & Gamble		1.5%	2.0%		\$116	\$5.09	22.8	7%	3.5	2.7%	-6.0%	ABT	Abbott Labs		1.0%	2.0%		\$95	\$2.87	33.1	6%	5.2	1.5%	10.1%
SYY	Sysco Corp		1.0%	1.0%		\$55	\$2.24	24.6	4%	6.1	3.3%	-34.5%	AMGN	Amgen		1.0%	2.0%	*****************	\$230	\$15.54	14.8	8%	1.8	2.8%	-3.4%
WMT	Wal Mart		1.0%	2.0%		\$124	\$5.02	24.7	4%	5.5	1.7%	5.3%	BDX	Becton Dickinson		1.0%	2.0%	2.0%	\$247	\$10.96	22.5	9%	2.6	1.3%	-8.9%
XLP	Con Staples SPDR				3.0%	\$59	\$3.11	19.0	6%	3.2	2.7%	-5.5%	CERN	Cerner		1.0%	1.0%	2.0%	\$73	\$2.86	25.5	14%	1.9	1.0%	-0.4%
Commu	inication Services	11.0% 1	1.0%	8.0%	14.5%								CVS	CVS Health		1.5%	2.0%	1.5%	\$66	\$7.11	9.2	5%	1.7	3.1%	-10.4%
ATVI	Activision		1.0%		1.5%	\$72	\$2.75	26.2	13%	2.1	0.6%	21.8%	IQV	IQVIA Holdings		1.5%		2.0%	\$150	\$5.87	25.5	7%	3.7	0.0%	-3.2%
BABA	Alibaba		1.0%		1.5%	\$207	\$8.37	24.8	24%	1.0	0.0%	-2.2%	JNJ	Johnson & Johnson		1.5%	2.0%	1.5%	\$149	\$7.72	19.3	6%	3.3	2.7%	3.3%
CMCSA	Comcast		1.0%	2.0%	1.5%	\$40	\$2.32	17.0	5%	3.7	2.3%	-11.0%	MDT	Medtronic		1.0%	2.0%		\$99	\$3.98	24.8	5%	5.5	2.4%	-12.6%
DIS	Walt Disney		1.0%	2.0%	2.0%	\$117	\$2.21	53.2	-9%	-5.9	0.0%	-18.9%	PFE	Pfizer		1.3%	2.0%		\$38	\$2.65	14.4	3%	5.0	4.0%	-0.6%
FB	Facebook		1.5%		2.0%	\$225	\$7.29	30.9	20%	1.5	0.0%	9.7%	SYK	Stryker Corp.		1.0%	1.0%	1.0%	\$196	\$6.27	31.2	5%	6.2	1.2%	-6.5%
GOOGL	Alphabet		3.0%		3.5%	\$1,434	\$41.93	34.2	14%	2.5	0.0%	7.0%	тмо	Thermo Fisher		1.8%		2.5%	\$349	\$12.32	28.3	8%	3.5	0.3%	7.6%
Т	AT&T		1.3%	2.0%	1.3%	\$31	\$3.22	9.6	6%	1.6	6.7%	-18.4%	ZBH	Zimmer Biomet		1.0%		2.0%	\$126	\$4.00	31.6	0%	295.1	0.8%	-15.4%
VZ	Verizon		1.3%	2.0%	1.3%	\$57	\$4.75	12.1	2%	4.9	4.3%	-4.5%													

# WTWM Equity Strategy Holdings & Statistics (continued)

Wealth Management

WASHINGTON TRUST

#### As of May 31, 2020

	_		We	ight		Current	2019		LT EPS	6		YTD		-		We	ight		Current	2019		LT EPS			YTD
		S&P		•	Growth		EPS	D/5	Gr.	PEG	Div	Total			S&P		•	Growth		EPS	D./F	Gr.	PEG		Total
Ticker	Company	500	Strategy	Sleeve	Sleeve	Price	Est.	P/E	Est	Ratio	YId	Return	Ticker	Company	500	Strategy	Sleeve	Sleeve	Price	Est.	P/E	Est	Ratio	YId	Return
Indust	<u>ials</u>	8.0%	12.0%	9.0%	11.5%								AVGO	Broadcom		1.5%	2.0%	2.0%	\$291	\$21.93	13.3	9%	1.5	4.5%	-6.8%
HEI.A	HEICO		1.0%		1.0%	\$84	\$2.05	40.9	5%	7.6	0.2%	-6.1%	BR	Broadridge Financia		1.0%	2.0%		\$121	\$5.20	23.3	10%	2.3	1.8%	-1.5%
HON	Honeywell		1.0%	1.5%	1.0%	\$146	\$6.96	21.0	5%	4.1	2.5%	-16.6%	CSCO	Cisco Systems		1.3%	2.5%		\$48	\$3.15	15.2	5%	2.8	3.0%	1.2%
IAA	IAA Inc		1.0%		1.0%	\$41	\$1.05	39.0	10%	3.9	0.0%	-12.9%	CRM	Salesforce.com		1.5%		1.5%	\$175	\$2.96	59.0	14%	4.4	0.0%	7.5%
KAR	KAR Auction Services	5	1.0%	2.0%	1.0%	\$14	\$0.31	45.6	3%	15.4	5.3%	-33.3%	FIS	Fidelity National		1.0%	2.5%		\$139	\$5.47	25.4	14%	1.9	1.0%	0.1%
LMT	Lockheed Martin		1.0%	1.5%		\$388	\$24.16	16.1	9%	1.9	2.5%	1.0%	KLAC	KLA-Tencor		1.0%	2.0%		\$176	\$10.04	17.5	11%	1.6	1.9%	-0.3%
RTX	Raytheon Technologi	ies	1.0%	1.5%	1.0%	\$65	\$3.33	19.4	-6%	-3.3	2.9%	-25.6%	MSFT	Microsoft		3.5%	3.5%	3.5%	\$183	\$5.96	30.7	15%	2.1	1.1%	16.8%
SERV	ServiceMaster		1.0%		1.0%	\$33	\$0.52	63.2	0%	####	0.0%	-14.9%	NVDA	NVDIA		1.0%		1.0%	\$355	\$7.92	44.8	19%	2.4	0.2%	50.9%
UBER	Uber Technologies		1.0%		1.0%	\$36	(\$3.29)	n/m	n/m	n/m	0.0%	22.1%	OLED	Universal Display		1.0%		1.5%	\$147	\$2.65	55.4	29%	1.9	0.4%	-28.8%
VRSK	Verisk		1.0%		2.0%	\$173	\$4.76	36.3	9%	3.9	0.6%	15.8%	PANW	Palo Alto Networks		1.0%		1.0%	\$235	\$5.20	45.2	22%	2.0	0.0%	1.7%
WAB	Westinghouse Air Br	ake	1.0%		1.0%	\$61	\$3.63	16.8	8%	2.1	0.8%	-21.2%	PYPL	Paypal		1.0%		1.5%	\$155	\$3.33	46.5	22%	2.1	0.0%	43.3%
WM	Waste Management		1.0%	1.5%		\$107	\$3.66	29.2	3%	9.7	2.0%	-5.8%	V	Visa		1.5%		2.5%	\$195	\$5.24	37.3	13%	2.9	0.6%	4.2%
WSO	Watsco		1.0%	1.0%	1.5%	\$178	\$5.31	33.5	10%	3.4	4.0%	0.6%	Materia	<u>ls</u>	2.5%	1.0%	2.0%	0.0%							
Inform	ation Technology 2	6.2%	24.8%	25.0%	23.0%								AMCR	Amcor PLC		1.0%	2.0%		\$10	\$0.66	15.4	8%	1.9	4.5%	-3.7%
AAPL	Apple		3.5%	3.5%	3.5%	\$318	\$12.95	24.6	11%	2.3	1.0%	8.8%	Real Est	ate	2.8%	2.0%	4.0%	3.0%							
ACN	Accenture PLC		1.0%	2.5%	2.0%	\$202	\$7.80	25.8	7%	3.5	1.6%	-3.5%	AMT	American Tower		1.0%	2.0%	1.5%	\$258	\$8.17	31.6	14%	2.3	1.6%	12.8%
ADBE	Adobe		1.0%		1.0%	\$387	\$9.84	39.3	16%	2.5	0.0%	17.2%	EQIX	Equinix		1.0%	2.0%	1.5%	\$698	\$24.32	28.7	10%	3.0	1.5%	20.4%
ADI	Analog Devices		1.0%	2.0%		\$113	\$4.38	25.8	9%	2.9	2.2%	-3.9%	Utilities		3.2%	3.0%	3.5%	2.0%							
ADP	Automatic Data Proc		1.0%	2.5%		\$146	\$5.72	25.6	12%	2.1	2.5%	-13.5%	D	Dominion Resources	s	1.5%	1.5%		\$85	\$4.36	19.5	5%	4.0	4.4%	3.8%
AKAM	Akamai		1.0%		2.0%	\$106	\$4.93	21.5	9%	2.3	0.0%	22.5%	NEE	NextEra Energy		1.5%	2.0%	2.0%	\$256	\$9.09	28.1	9%	3.1	2.2%	6.1%

	<u>Cash /</u>	<u>Unallocated</u>	4.2%	3.7%	4.0%							
		Core Average			30	.3	9.0%	5.0	1.8%	-1.6%		
		Equity Income Sleeve			24	.9	6.9%	4.2	2.5%	-4.6%		
		Growth Sleeve					33	.1	9.6%	5.4	1.5%	-0.7%
Source: FactSet , WMRI	SP50	S&P 500			3,04	4 \$12	3 24	.9	8%	3.1	1.9%	-5.0%

# **Portfolio Valuation**

	Units	Unit Cost	Total Cost	Price	Market Value	Weight	Unit Income	Annual Income	Current Yield	
Cash										
out on the second secon										
Cash and Equivalents										
Fidelity Government Portfolio	241,683.620	1.00	241,683.62	1.00	241,689.45	1.7	.00	372.68	.154	
Total for Cash and Equivalents			241,683.62		241,689.45	1.7		372.68	.154	
Total: Cash			241,683.62		241,689.45	1.7		372.68	.154	
Equities										
Consumer Discretionary										
Amazon.com Inc	130.000	927.24	120,541.05	2,600.86	338,111.80	2.4	.00	.00	.000	
Home Depot Inc/The	241.000	156.03	37,603.51	256.76	62,240.66	.4	6.00	1,446.00	2.337	
TJX Cos Inc/The	1,392.000	39.40	54,843.18	56.24	78,286.08	.6	.69	960.48	1.227	
Westinghouse Air Brake Technologies Corp	1,250.000	52.10	65,119.88	69.12	86,400.00	.6	.48	600.00	.694	
Aptiv PLC	1,204.000	59.89	72,102.13	75.91	91,395.64	.6	.66	794.64	.869	
Total for Consumer Discretionary			350,209.75		656,434.18	4.6		3,801.12	.579	
Consumer Staples										
Costco Wholesale Corp	214.000	179.33	38,375.84	305.55	65,387.70	.5	2.80	599.20	.916	
Estee Lauder Cos Inc/The	1,500.000	70.33	105,489.36	200.72	301,080.00	2.1	1.39	2,085.00	.693	
Mondelez International Inc	2,604.000	42.91	111,730.09	52.95	137,881.80	1.0	1.14	2,968.56	2.153	
Total for Consumer Staples			255,595.29		504,349.50	3.6		5,652.76	1.121	
Financials										
Bank of America Corp	6,479.000	17.69	114,640.56	28.22	184,003.60	1.3	.72	4,664.88	2.551	
BlackRock Inc	172.000	396.74	68,239.97	558.06	96,610.68	.7	14.52	2,497.44	2.602	
JPMorgan Chase & Co	1,893.000	59.24	112,143.54	110.54	209,252.22	1.5	3.60	6,814.80	3.257	
S&P Global Inc	200.000	245.83	49,166.10	327.61	65,656.00	.5	2.68	536.00	.818	
Truist Financial Corp	1,369.000	48.96	67,023.79	44.68	61,166.92	.4	1.80	2,464.20	4.029	
Total for Financials			411,213.96		616,689.42	4.4		16,977.32	2.762	



					Market		Unit	Annual	Current	
	Units	Unit Cost	Total Cost	Price	Value	Weight	Income	Income	Yield	
Healthcare										
Becton Dickinson and Co	296.000	178.59	52,862.89	237.28	70,468.72	.5	3.16	935.36	1.332	
CVS Health Corp	609.000	72.06	43,883.87	69.37	42,246.33	.3	2.00	1,218.00	2.883	
Cerner Corp	1,530.000	59.45	90,964.74	71.88	110,251.80	.8	.72	1,101.60	1.002	
IQVIA Holdings Inc	863.000	92.04	79,429.14	146.80	126,688.40	.9	.00	.00	.000	
Stryker Corp	400.000	176.64	70,657.68	200.70	80,280.00	.6	2.30	920.00	1.146	
Thermo Fisher Scientific Inc	800.000	129.63	103,701.15	347.65	278,120.00	2.0	.88	704.00	.253	
Zimmer Biomet Holdings Inc	388.000	129.19	50,126.58	134.14	52,046.32	.4	.96	372.48	.716	
Total for Healthcare			491,626.05		760,101.57	5.4		5,251.44	.691	
Industrials										
HEICO Corp	1,300.000	73.92	96,093.01	97.03	126,139.00	.9	.16	208.00	.165	
Honeywell International Inc	282.000	127.77	36,032.44	158.10	44,584.20	.3	3.60	1,015.20	2.277	
IAA Inc	2,294.000	39.62	90,895.12	44.34	101,715.96	.7	.00	.00	.000	
Raytheon Technologies Corp	1,456.000	73.18	106,550.48	70.54	103,397.84	.7	1.90	2,766.40	2.694	
ServiceMaster Global Holdings Inc	2,500.000	25.96	64,906.00	33.08	82,700.00	.6	.00	.00	.000	
Verisk Analytics Inc	1,500.000	114.49	171,742.20	169.33	253,995.00	1.8	1.08	1,620.00	.638	
Watsco Inc	917.000	102.45	93,947.71	181.56	166,490.52	1.2	7.10	6,510.70	3.911	
Total for Industrials			660,166.96		879,022.52	6.2		12,120.30	1.380	
Information Technology										
Adobe Inc	300.000	317.09	95,127.72	397.16	119,148.00	.8	.00	.00	.000	
Akamai Technologies Inc	1,523.000	68.80	104,775.55	102.73	156,457.79	1.1	.00	.00	.000	
Apple Inc	1,000.000	179.62	179,615.63	343.99	343,990.00	2.4	3.28	3,280.00	.954	
Broadcom Inc	745.000	302.19	225,131.28	315.32	234,913.40	1.7	13.00	9,685.00	4.123	
Microsoft Corp	1,511.000	64.52	97,487.32	189.80	287,558.41	2.0	2.04	3,082.44	1.075	
NVIDIA Corp	507.000	206.43	104,657.63	361.84	183,534.00	1.3	.64	324.48	.177	
Palo Alto Networks Inc	559.000	201.21	112,474.82	233.56	130,560.04	.9	.00	.00	.000	
PayPal Holdings Inc	2,100.000	34.98	73,460.81	156.86	329,406.00	2.3	.00	.00	.000	
Salesforce.com Inc	710.000	157.09	111,531.77	174.56	123,937.60	.9	.00	.00	.000	
Universal Display Corp	309.000	128.49	39,703.14	165.10	51,015.90	.4	.60	185.40	.363	
Visa Inc	1,400.000	59.33	83,057.74	199.08	278,712.00	2.0	1.20	1,680.00	.603	
Accenture PLC	767.000	124.22	95,276.04	207.34	159,029.78	1.1	3.20	2,454.40	1.543	
Total for Information Technology			1,322,299.45		2,398,262.92	17.0		20,691.72	.863	



	11.5		<b>T</b> ( ) <b>O</b> (	<b>D</b> :	Market		Unit	Annual	Current
	Units	Unit Cost	Total Cost	Price	Value	Weight	Income	Income	Yield
Real Estate									
American Tower Corp	350.000	138.11	48,338.17	265.76	93,016.00	.7	4.14	1,449.00	1.558
Equinix Inc	150.000	503.55	75,533.04	691.22	104,082.00	.7	10.64	1,596.00	1.539
Total for Real Estate			123,871.21		197,098.00	1.4		3,045.00	1.548
Communication Services									
AT&T Inc	822.000	40.81	33,543.48	32.62	26,813.64	.2	2.08	1,709.76	6.376
Activision Blizzard Inc	1,565.000	70.17	109,819.18	72.00	112,680.00	.8	.41	641.65	.569
Alibaba Group Holding Ltd	813.000	89.02	72,373.78	220.72	179,445.36	1.3	.00	.00	.000
Alphabet Inc	165.000	638.67	105,381.03	1,452.08	239,593.20	1.7	.00	.00	.000
Comcast Corp	2,431.000	46.76	113,669.67	42.15	102,466.65	.7	.92	2,236.52	2.183
Facebook Inc	1,100.000	119.12	131,030.76	238.67	262,537.00	1.9	.00	.00	.000
Verizon Communications Inc	2,331.000	56.68	132,115.45	57.86	134,871.66	1.0	2.46	5,734.26	4.252
Total for Communication Services			697,933.35		1,058,407.51	7.5		10,322.19	.975
Utilities									
NextEra Energy Inc	249.000	131.05	32,631.58	258.67	64,757.43	.5	5.60	1,394.40	2.165
Total for Utilities			32,631.58		64,757.43	.5		1,394.40	2.165
Large Cap MF-ETF									
SPDR S&P 500 ETF Trust	5,533.000	193.76	1,072,086.19	320.79	1,774,931.07	12.6	5.79	32,041.60	1.805
Total for Large Cap MF-ETF			1,072,086.19		1,774,931.07	12.6		32,041.60	1.805
Mid Cap MF-ETF									
ISHARES RUSSELL MID-CAP ETF	26,738.000	39.95	1,068,165.23	56.46	1,509,627.48	10.7	.93	24,946.55	1.652
SPDR S&P MidCap 400 ETF Trust	750.000	285.67	214,249.84	347.77	260,827.50	1.8	5.27	3,951.00	1.515
Total for Mid Cap MF-ETF			1,282,415.07		1,770,454.98	12.5		28,897.55	1.632
Small Cap MF-ETF									
iShares Russell 2000 ETF	2,887.000	117.19	338,339.34	150.26	433,800.62	3.1	2.09	6,045.38	1.394
Total for Small Cap MF-ETF			338,339.34		433,800.62	3.1		6,045.38	1.394



	Units	Unit Cost	Total Cost	Price	Market Value	Weight	Unit	Annual Income	Current Yield	
	Units	Unit COSt	Total Cost	Flice	value	weight	Income	Income	rieiu	
Real Estate MF-ETF										
Third Avenue Real Estate Value Fund/US	5,000.000	30.83	154,170.60	21.56	107,800.00	.8	.33	1,665.00	1.545	
Total for Real Estate MF-ETF			154,170.60		107,800.00	.8		1,665.00	1.545	
Developed MF-ETF										
iShares MSCI EAFE ETF	2,760.000	70.19	193,724.40	63.81	176,115.60	1.2	2.15	5,939.52	3.373	
Total for Developed MF-ETF			193,724.40		176,115.60	1.2		5,939.52	3.373	
Emg Mkt Eq MF-ETF										
iShares Core MSCI Emerging Markets ETF	1,852.000	55.39	102,582.28	48.89	90,544.28	.6	1.40	2,590.95	2.862	
Total for Emg Mkt Eq MF-ETF			102,582.28		90,544.28	.6		2,590.95	2.862	
Total: Equities			7,488,865.48		11,488,769.60	81.3		156,436.25	1.362	
Fixed Income										
Corporate										
Bank of New York Mellon Corp/The 2.2% 16 2.200% 08/16/2023	150,000.000	100.37	150,558.00	104.65	158,018.72	1.1	2.20	3,300.00	2.102	
Toronto-Dominion Bank/The 2.25% 16 Apr 2 2.250% 04/16/2023	50,000.000	100.22	50,110.00	100.80	50,570.75	.4	2.25	1,125.00	2.232	
Wells Fargo & Co 2.1% 26 Jul 2021 2.100% 07/26/2021	150,000.000	100.43	150,645.00	101.51	153,443.14	1.1	2.10	3,150.00	2.069	
Total for Corporate			351,313.00		362,032.61	2.6		7,575.00	2.106	
Taxable FI MF-ETF										
iShares Intermediate Government/Credit B	3,423.000	110.65	378,758.76	117.09	400,799.07	2.8	1.99	6,822.04	1.702	
Metropolitan West Total Return Bond Fund	40,000.000	10.90	435,997.41	11.47	458,987.83	3.2	.27	10,760.00	2.345	
Vanguard Intermediate-Term Investment-Gr	32,000.000	9.94	318,080.00	10.44	334,299.65	2.4	.30	9,472.00	2.835	
Total for Taxable FI MF-ETF	,		1,132,836.17		1,194,086.55	8.5		27,054.04	2.266	
Non-Traditional MF-ETF FI										
BlackRock Strategic Income Opportunities	39,000.000	10.36	404,040.00	9.86	384,747.27	2.7	.31	12,051.00	3.134	



# **Portfolio Valuation**

					Market		Unit	Annual	Current	
	Units	Unit Cost	Total Cost	Price	Value	Weight	Income	Income	Yield	
JPMorgan Strategic Income Opportunities	18,000.000	11.94	214,920.00	11.37	204,660.00	1.4	.26	4,626.00	2.260	
PIMCO Income Fund	22,000.000	12.07	265,575.04	11.55	254,466.30	1.8	.67	14,652.00	5.766	
Total for Non-Traditional MF-ETF FI			884,535.04		843,873.57	6.0		31,329.00	3.715	
Total: Fixed Income			2,368,684.21		2,399,992.73	17.0		65,958.04	2.752	
Total			10,099,233.31		14,130,451.78	100.0		222,766.97	1.577	

