

# Cambridge Bancorp

Parent of Cambridge Trust Company

Cambridge Bancorp (NASDAQ: CATC), the parent company of Cambridge Trust Company, is a Massachusetts chartered commercial bank with \$2.0 billion in total assets and 10 Massachusetts private banking offices. The Wealth Management Division has \$3.1 billion in client assets under management and administration as of June 30, 2018 and maintains offices in Massachusetts and New Hampshire.

## June 2018 YTD Financial Highlights

Net income was \$11.9 million for the six months ended June 30, 2018, representing an increase of \$3.1 million, or 34.8%, compared to net income of \$8.8 million for the six months ended June 30, 2017. Diluted earnings per share (EPS) were \$2.89 for the six months ended June 30, 2018, a 33.8% increase over diluted earnings per share of \$2.16 for the six months ended June 30, 2017.

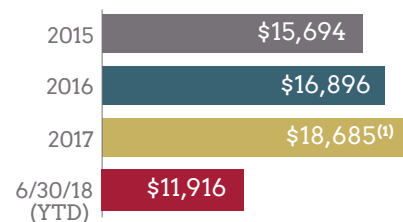
## YTD June 2018 Highlights Compared to YTD June 2017:

- ▶ Wealth Management Assets under Management and Administration now at \$3.1 billion, an increase of 9.8%
- ▶ Revenue of \$47.0 million, an increase of 9.7%
- ▶ Loan growth of \$72.7 million, or 5.5%
- ▶ Deposit growth of \$172.3 million, or 10.7%

Noninterest income increased by \$1.4 million, or 9.2%, to \$16.0 million for the six months ended June 30, 2018, as compared to \$14.7 million for the six months ended June 30, 2017, primarily as a result of higher Wealth Management revenue. Noninterest income was 34.1% of total revenue for the six months ended June 30, 2018. Wealth Management revenue increased by \$1.3 million, or 12.1% for the six months ended June 30, 2018, as compared to the six months ended June 30, 2017, primarily due to market appreciation.

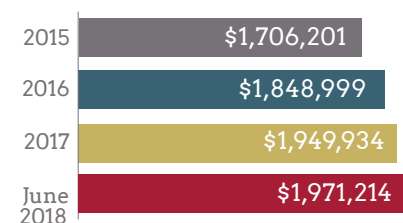
## Net Income (Core)

(in thousands)

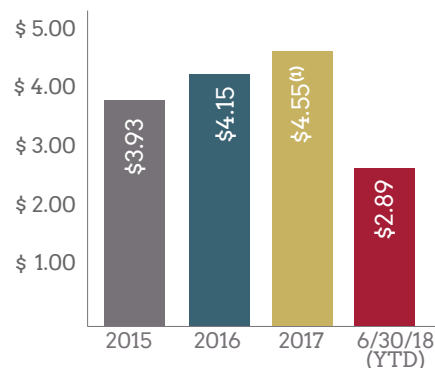


## Total Assets

(in thousands)



## Diluted EPS (Core)



(1) Net income and diluted EPS as adjusted to exclude the tax charge is a non-GAAP financial measure. See "Use of Non-GAAP Financial Measures" for additional information.

## Select Financial Information (as of 6/30/2018)

Total Assets	\$2.0 billion
Net Income (YTD)	\$11.9 million
Assets Under Management and Administration	\$3.1 billion

Total Loans	\$1.4 billion
Total Deposits	\$1.8 billion
Noninterest Income (YTD)	\$16.0 million

## Stock Information (as of 6/30/2018)

NASDAQ	CATC
Stock Price	\$86.54
Market Cap	\$355.2 million
Shares Outstanding	4.1 million

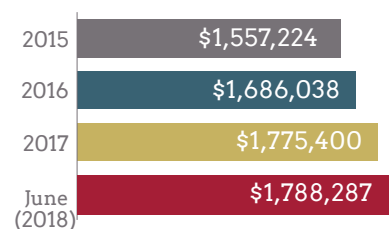
## Drivers of Success

Cambridge Bancorp has a track record of increased earnings and building franchise value over the long term. Our key attributes include:

- ▶ Stable core deposit base
- ▶ Diversified and high quality revenue mix with a sizable Wealth Management business
- ▶ Strong asset quality
- ▶ Attractive client demographics and geographic footprint

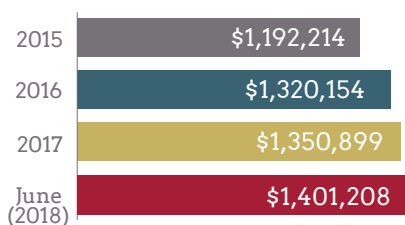
### Total Deposits

(in thousands)



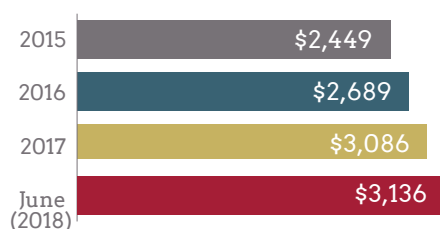
### Total Loans

(in thousands)

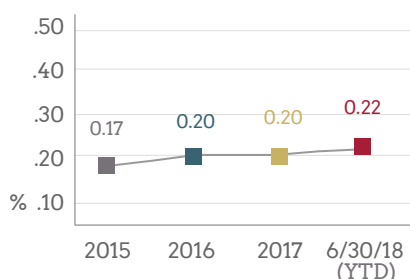


### Assets Under Management and Administration

(in millions)



### Cost of Funds



### GAAP to Non-GAAP Reconciliation

#### Use of Non-GAAP Financial Measures

Statement on Non-GAAP Measures: The Company believes the presentation of the following non-GAAP financial measures provides useful supplemental information that is essential to an investor's proper understanding of the results of operations and financial condition of the Company. Management uses non-GAAP financial measures in its analysis of the Company's performance. These non-GAAP measures should not be viewed as substitutes for the financial measures determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies. Please see the following tables for a reconciliation of such non-GAAP financial measures to the most directly comparable GAAP measure.

	Tax Reform Impact on Net Income		
	June 30, 2018	June 30, 2017	December 31, 2017
	(dollars in thousands)		
Net Income	\$ 11,916	\$ 8,842	\$ 14,816
Impact of tax reform	—	—	3,869
Adjusted Net Income (YTD)	\$ 11,916	\$ 8,842	\$ 18,685

	Tax Reform Impact on Diluted EPS		
	June 30, 2018	June 30, 2017	December 31, 2017
Net Income (GAAP)	\$ 2.89	\$ 2.16	\$ 3.61
Impact of tax reform	—	—	0.94
Adjusted Diluted EPS (YTD)	\$ 2.89	\$ 2.16	\$ 4.55

### Leadership Team

**Denis K. Sheahan**  
Chief Executive Officer

**Mark D. Thompson**  
President

**Lynne M. Burrow**  
Executive Vice President  
Chief Information Officer &  
Director of Strategy & Planning

**Michael F. Carotenuto**  
Senior Vice President  
Chief Financial Officer &  
Corporate Secretary

**Martin B. Millane, Jr.**  
Executive Vice President  
Chief Lending Officer

**Jennifer A. Pline**  
Executive Vice President  
Head of Wealth Management

**Kerri A. Mooney**  
Senior Vice President  
Director of Private Banking Offices

**Pilar Pueyo**  
Senior Vice President  
Director of Human Resources

**John J. Sullivan**  
Senior Vice President  
Director of Personal Lending

**Jennifer M. Willis**  
Senior Vice President  
Chief Marketing Officer

### Investor Relations

**Michael F. Carotenuto**  
617-520-5520

### Headquarters

1336 Massachusetts Avenue  
Cambridge, MA 02138  
617-876-5500

### Office Locations

Belmont  
Boston (2)  
Cambridge (4)  
Concord  
Lexington  
Weston

### Wealth Management

Boston, MA  
Concord, NH  
Manchester, NH  
Portsmouth, NH

