

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 private banking offices in Massachusetts. The Wealth Management Division has \$3.2 billion in client assets under management and administration as of September 30, 2018 and maintains offices in Massachusetts and New Hampshire.

September 2018 YTD Financial Highlights

Net income was \$18.6 million for the nine months ended September 30, 2018, representing an increase of \$4.7 million, or 34.1%, compared to net income of \$13.9 million for the nine months ended September 30, 2017. Diluted earnings per share (EPS) were \$4.49 for the nine months ended September 30, 2018, a 33.2% increase over diluted earnings per share of \$3.37 for the nine months ended September 30, 2017.

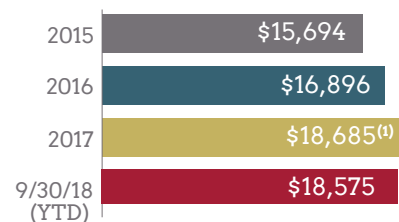
YTD September 2018 Highlights Compared to YTD September 2017:

- ▶ Wealth Management Assets under Management and Administration now at \$3.2 billion, an increase of 8.1%
- ▶ Revenue of \$72.1 million, an increase of 10.2%
- ▶ Loan growth of \$95.9 million, or 7.1%

Noninterest income increased by \$2.3 million, or 10.2%, to \$25.0 million for the nine months ended September 30, 2018, as compared to \$22.6 million for the nine months ended September 30, 2017. This is primarily a result of higher Wealth Management revenue and higher loan related derivative income. Noninterest income was 34.6% of total revenue for the nine months ended September 30, 2018. Wealth Management revenue increased by \$2.0 million, or 11.5%, for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017.

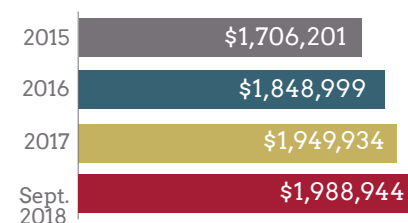
Net Income (Core)

(in thousands)

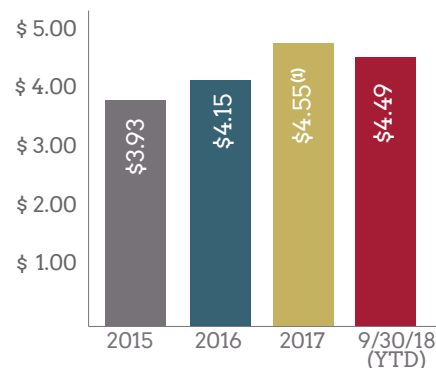


Total Assets

(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 9/30/2018)

Total Assets	\$2.0 billion
Net Income (YTD)	\$18.6 million
Assets Under Management and Administration	\$3.2 billion

Stock Information (as of 9/30/2018)

Total Loans	\$1.5 billion
Total Deposits	\$1.7 billion
Noninterest Income (YTD)	\$25.0 million

NASDAQ	CATC
Stock Price	\$89.99
Market Cap	\$369.5 million
Shares Outstanding	4.1 million

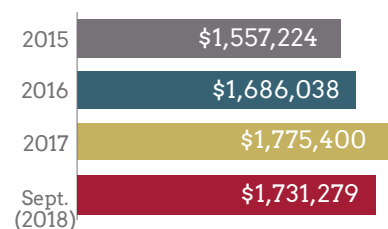
Drivers of Success

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

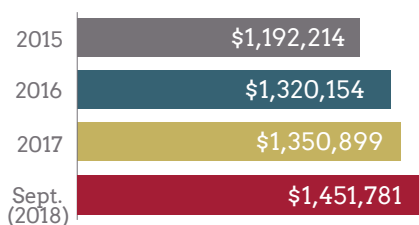
Total Deposits

(in thousands)



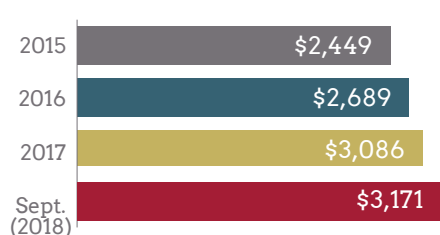
Total Loans

(in thousands)

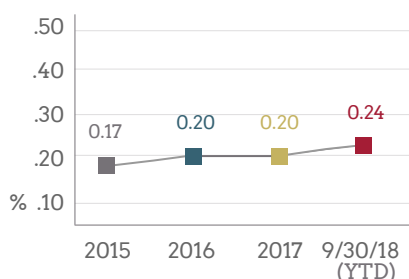


Assets Under Management and Administration

(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

	September 30, 2018	September 30, 2017	December 31, 2017
	(dollars in thousands)		
Net Income (GAAP)	\$ 18,575	\$ 13,852	\$ 14,816
Impact of tax reform	—	—	3,869
Adjusted Net Income (Core YTD)	\$ 18,575	\$ 13,852	\$ 18,685

Tax Reform Impact on Diluted EPS

	September 30, 2018	September 30, 2017	December 31, 2017
Net Income (GAAP)	\$ 4.49	\$ 3.37	\$ 3.61
Impact of tax reform	—	—	0.94
Adjusted Diluted EPS (Core YTD)	\$ 4.49	\$ 3.37	\$ 4.55

Leadership Team

Denis K. Sheahan
Chief Executive Officer

Mark D. Thompson
President

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

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Cambridge, MA 02138
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Office Locations

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

Wealth Management

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

