

The background of the slide features a large, semi-transparent watermark of the Cambridge Trust Company seal. The seal is circular and contains the text 'CAMBRIDGE TRUST COMPANY' around the top edge. In the center, there is a depiction of a building under construction, a tree, and a landscape. The seal is rendered in a dark red color that matches the background.

Cambridge Bancorp

Investor Presentation

November 15, 2017

NASDAQ: CATC

Parent of Cambridge Trust Company

Forward Looking Statements

This presentation contains forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. Such forward-looking statements about Cambridge Bancorp (together with its bank subsidiary unless the context otherwise requires, the “Company”) and its industry involve substantial risks and uncertainties. Statements other than statements of current or historical fact, including statements regarding the Company’s future financial condition, results of operations, business plans, liquidity, cash flows, projected costs, and the impact of any laws or regulations applicable to the Company, are forward-looking statements. Words such as “anticipates,” “believes,” “estimates,” “expects,” “forecasts,” “intends,” “plans,” “projects,” “may,” “will,” “should,” and other similar expressions are intended to identify these forward-looking statements. Such statements are subject to factors that could cause actual results to differ materially from anticipated results. Such factors are described within the Company’s filings with the Securities & Exchange Commission.

The Company does not undertake, and specifically disclaims any obligation, to publicly release the result of any revisions which may be made to any forward-looking statements to reflect the occurrence of anticipated or unanticipated events or circumstances after the date of such statements. You are cautioned not to place undue reliance on these forward-looking statements.

Company Profile

(as of September 30, 2017)

- Banking subsidiary: Cambridge Trust Company, founded 1890:
 - Total assets: \$1.9 billion
 - Loans: \$1.4 billion
 - Deposits: \$1.7 billion
 - Non-interest income: 35% of total revenue
 - Wealth Management assets: \$2.9 billion

- Headquartered in Harvard Square, the heart of Cambridge Massachusetts
 - 11 full-service banking offices located in Middlesex and Suffolk counties of Massachusetts
 - Wealth Management offices located in Boston's financial district, and Concord, Manchester and Portsmouth, New Hampshire

Why Cambridge Trust?

Continued focus on client service while investing for growth

Business Model

- Attractive geographic markets
- Focused private banking business model
- Affluent client base
- Investing for future growth

Culture

- Client-centric service culture
- Loyal client base
- Experienced, conservative leadership
- Commitment to our community

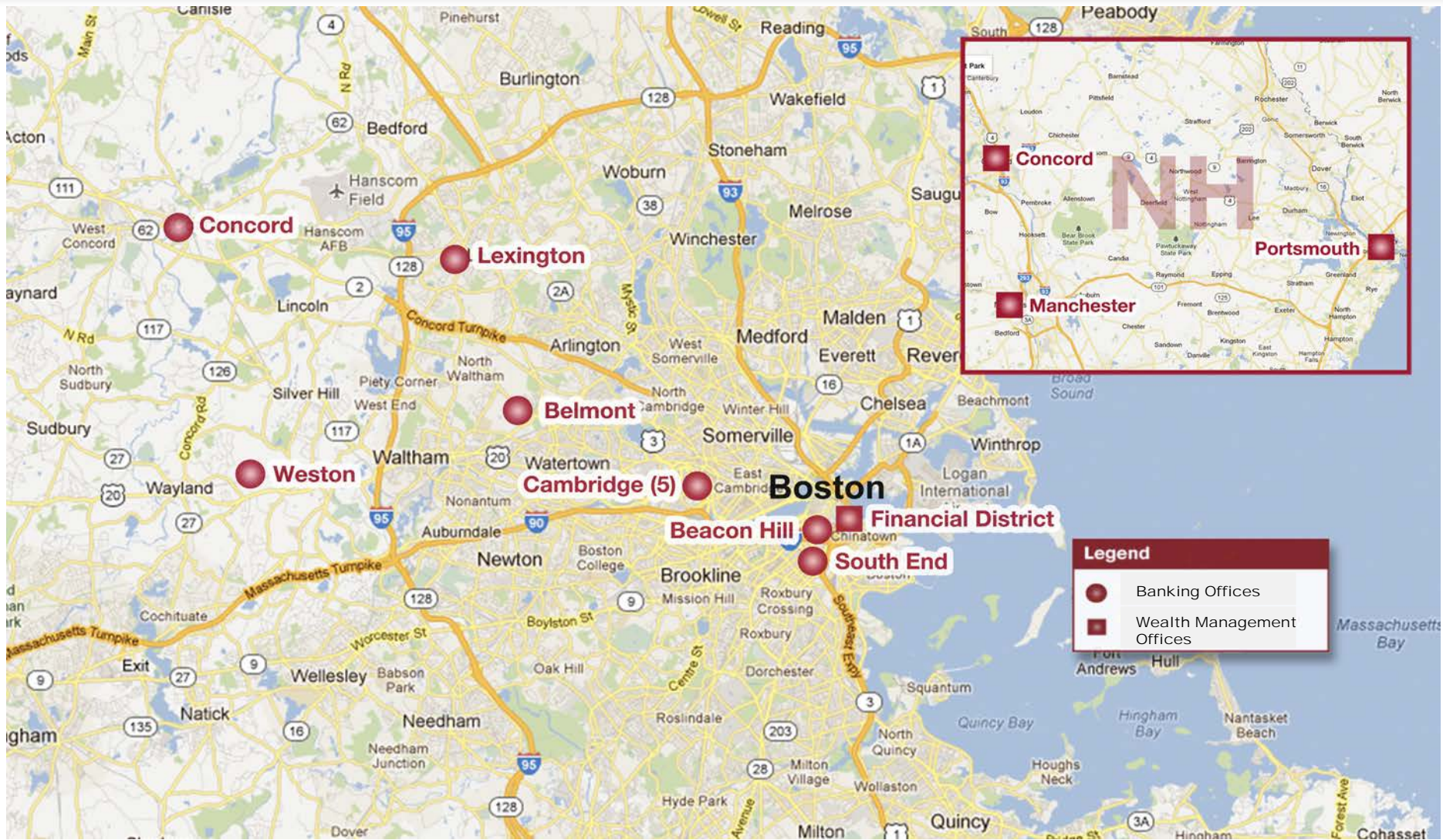
Performance

- Consistently profitable
- Core deposit-funded
- Well-capitalized

Credit

- Strong asset quality
- Sound underwriting acumen and risk management practices

Geographic Footprint



Greater Boston Market Overview

	US	Boston MSA
Demographics		
Population (2017)	325.1M	4.8M
Proj. Population Growth ('17-'23)	3.94%	3.80%
Median Household Income (2017)	\$57,462	\$80,000
Proj. HH Income Change ('17-'23)	15.65%	18.94%
Bachelor's Degree or Higher	39.3%	54.3% ¹
Economics		
Unemployment Rate (Sept 2017)	4.2%	3.3%
Real GDP Growth ('15-'16)	0.8%	1.5%
Banking		
Deposits (June 2017)	\$10,609B	\$223.5B
Top 3 Combined Deposit Mkt Share	35.7%	52.9%
High Net Worth Individuals		
High Net Worth Individuals ²	4,457,600	162,000
# of Residents per HNW Individual ²	72	29

Note: Boston MSA defined as Boston-Cambridge-Newton, MA-NH per SNL Financial Sources: SNL Financial; US Census Bureau; US Bureau of Economic Analysis, US Bureau of Labor Statistics, Boston Globe, Capgemini, Spiky Venture Capital

¹ All of Massachusetts, 2010

² High net worth individuals defined as individuals with \$1MM or more in investable assets, excluding primary residence, collectibles, consumables, and consumer durables as of 2014

- Diverse industry mix including healthcare, technology, financial services and education
- Approximately 68,000 professional service firms operate in the Boston MSA
- Massachusetts ranked in top four states in venture capital with roughly 9.5% of the nation's overall share

Boston High Net Worth Individual Demographics

Boston HNWI Population

- 162,000 high net worth individuals¹ in Boston, ranking 7th in the nation²
- 42 out of every 10,000 Massachusetts residents earn \$1million or more annually, ranking 4th in the nation³
- **\$618 billion in high net worth individual investable wealth, ranking 7th in the nation²**
- From 2011 to 2015, the number of Boston residents making at least \$1 million a year increased by nearly 50 percent⁴

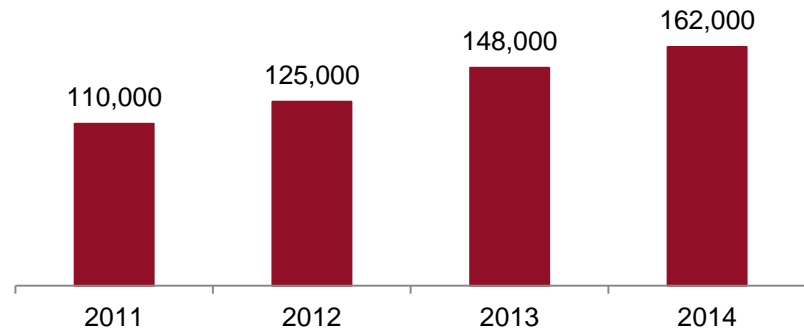
¹ Defined as an individual with \$1MM or more in investable assets, excluding primary residence, collectibles, consumables, and consumer durables

² Capgemini 2015 Study

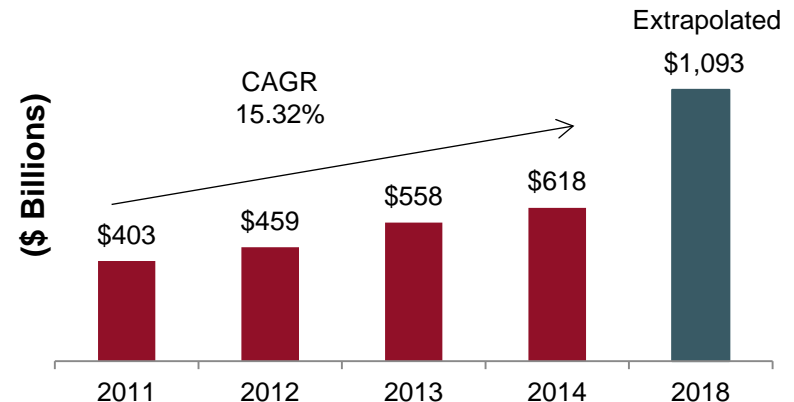
³ Boston Globe

⁴ Boston Business Journal

Boston HNWI Population



Boston HNWI Wealth



Compelling Local Markets

	Median HH Income*
United States	\$57,462
Massachusetts	\$72,859
Middlesex County	\$90,117

	Median HH Income*	CTC Households in Top 10 Affluent Segments**
CTC Locations in Middlesex County:		
Cambridge	\$81,811	49.2%
Belmont	\$110,583	61.7%
Concord	\$140,549	80.9%
Lexington	\$144,564	85.0%
Weston	\$197,181	89.1%

* Source: SNL Financial 2017 median HH Income

** Based on Nielsen P\$YCLE Segmentation as of August 2017

Middlesex County is the most attractive county in Massachusetts. Cambridge Trust Company ranks #12 in deposit market share within the County. Overall, the median household income for all of Middlesex County is 24% higher than that of Massachusetts.

Strategic Focus

- Be recognized as the premier private bank in the Greater Boston & New Hampshire region
- Increase brand awareness
- Expand Wealth Management assets under management
- Grow and diversify Commercial Banking relationships
- Deepen client relationships to grow deposit base

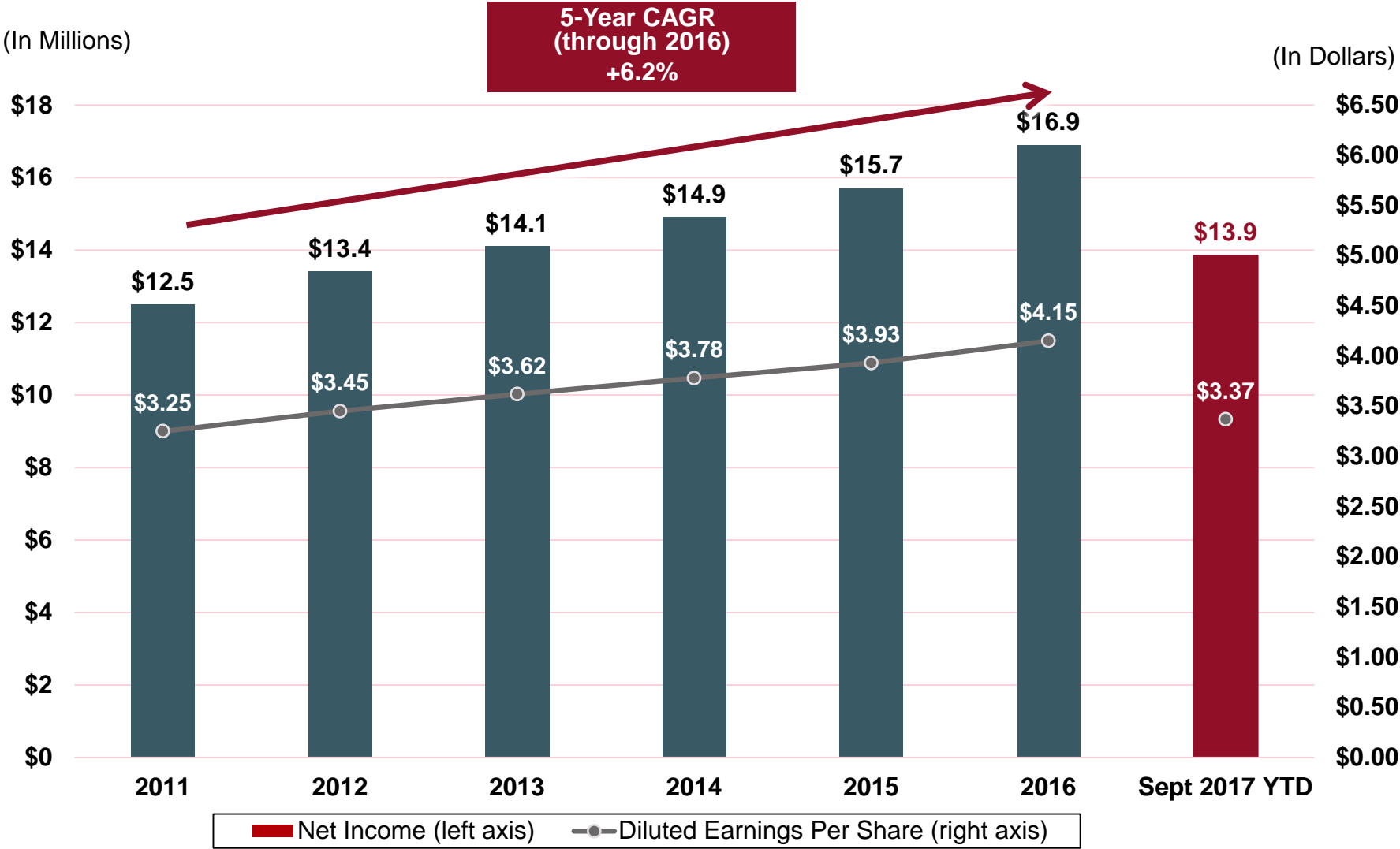
Targeted Operating Model

- A premier local bank offering a broad range of integrated banking and Wealth Management capabilities
- Technology enabled client centric operating model
- Relationship management with “One Bank” team approach



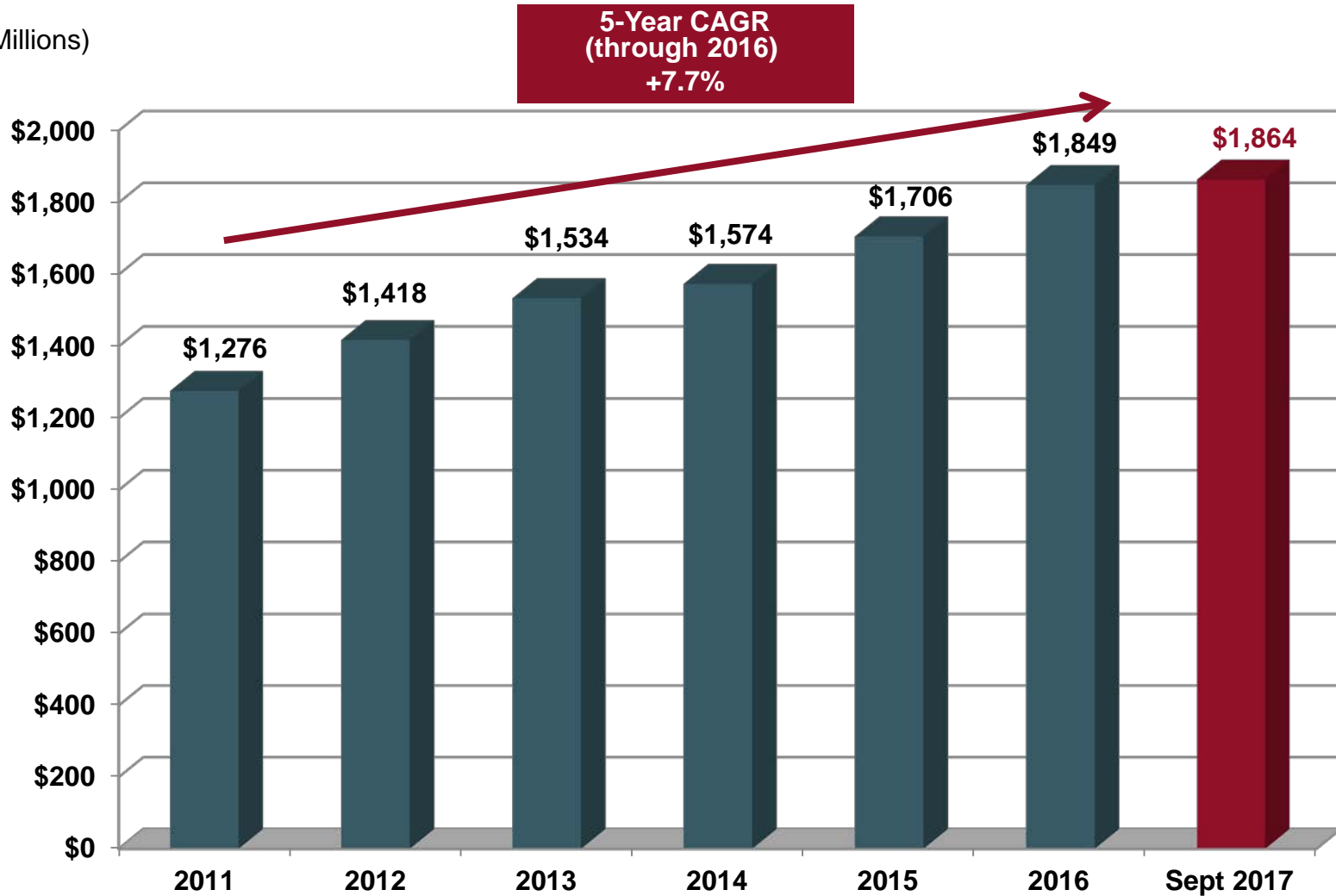
Strong Financial Performance:

Net Income and Diluted Earnings Per Share



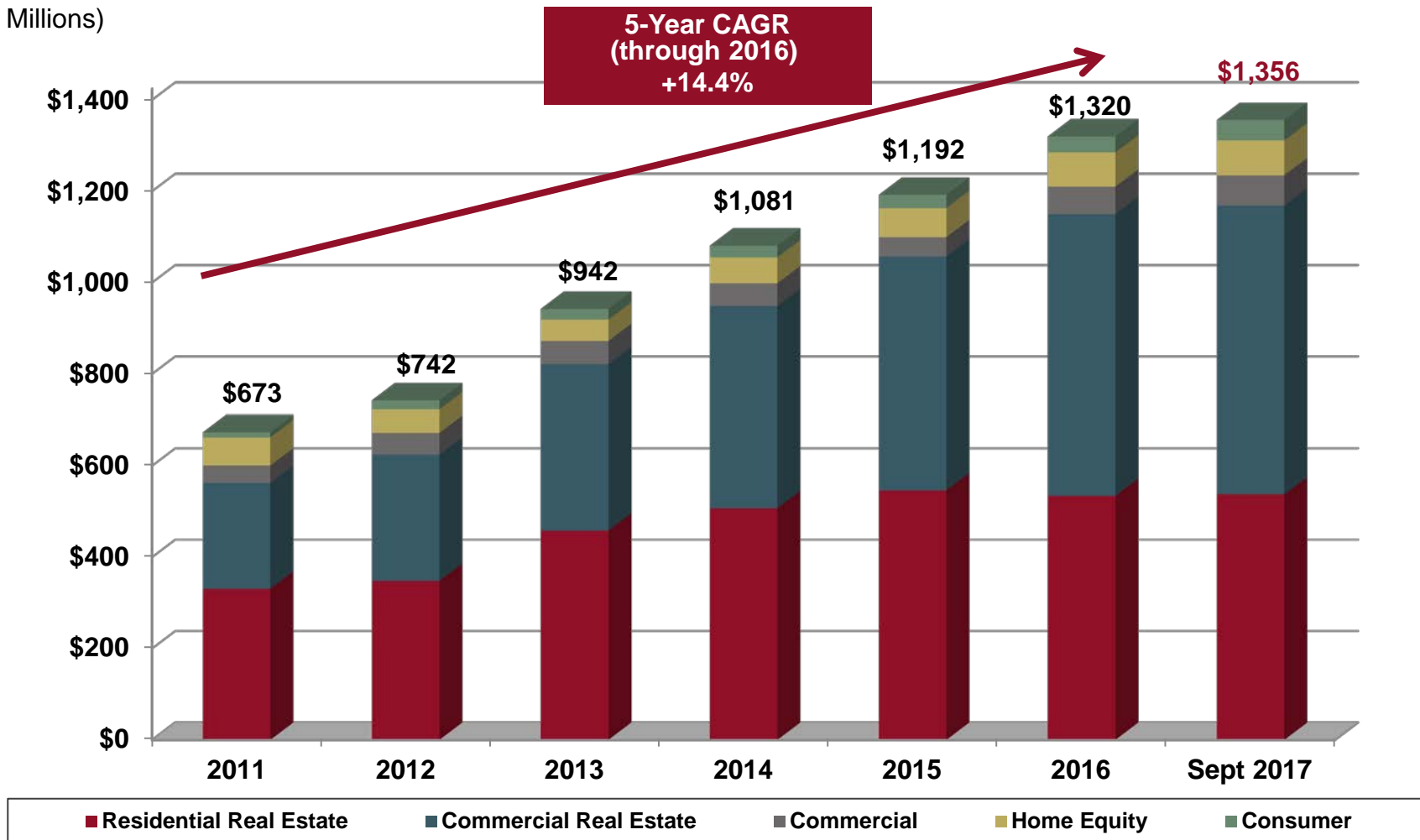
Total Assets

(In Millions)

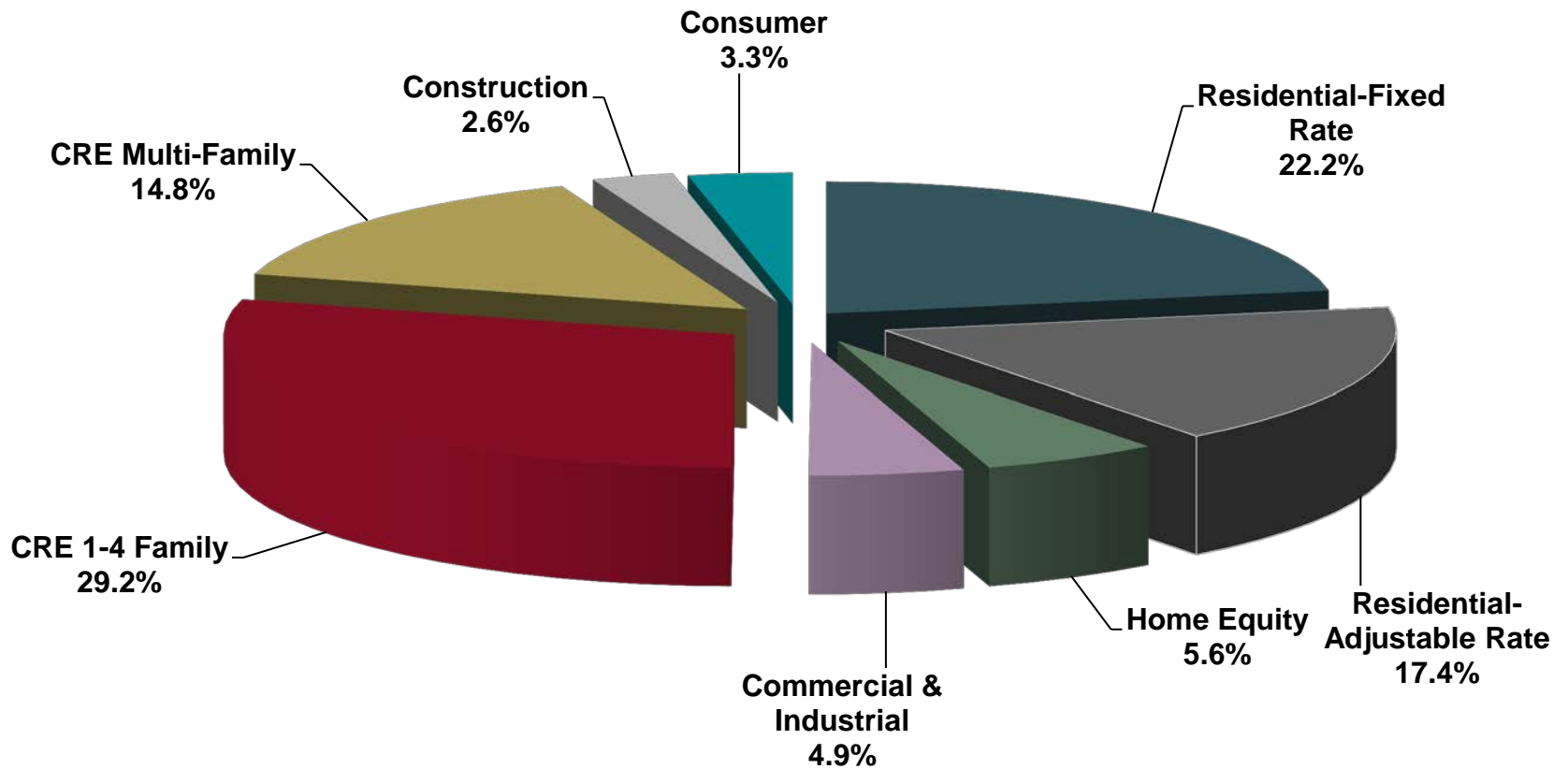


Total Loans

(In Millions)



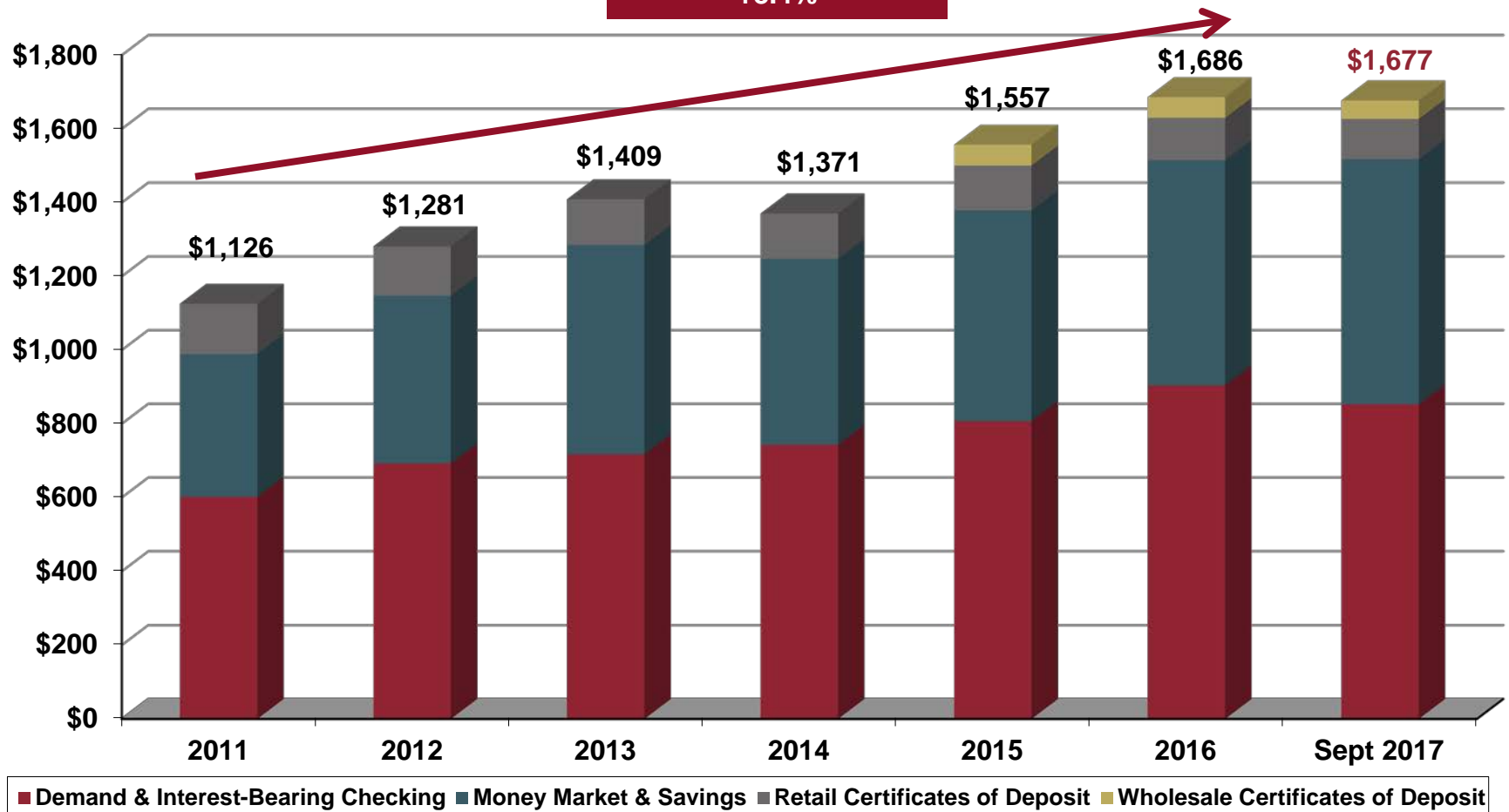
Loan Portfolio (as of September 30, 2017)



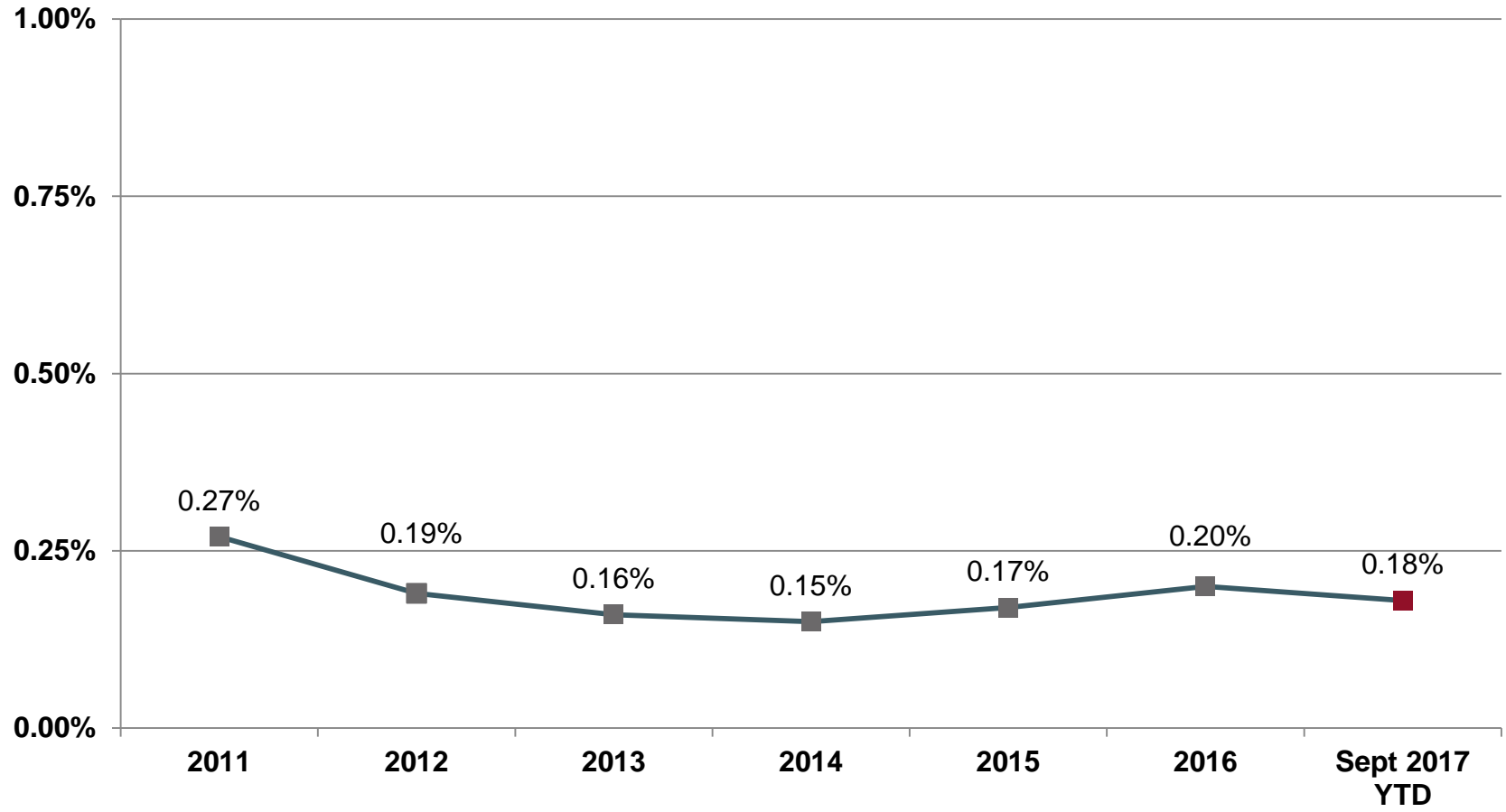
Total Deposits

(In Millions)

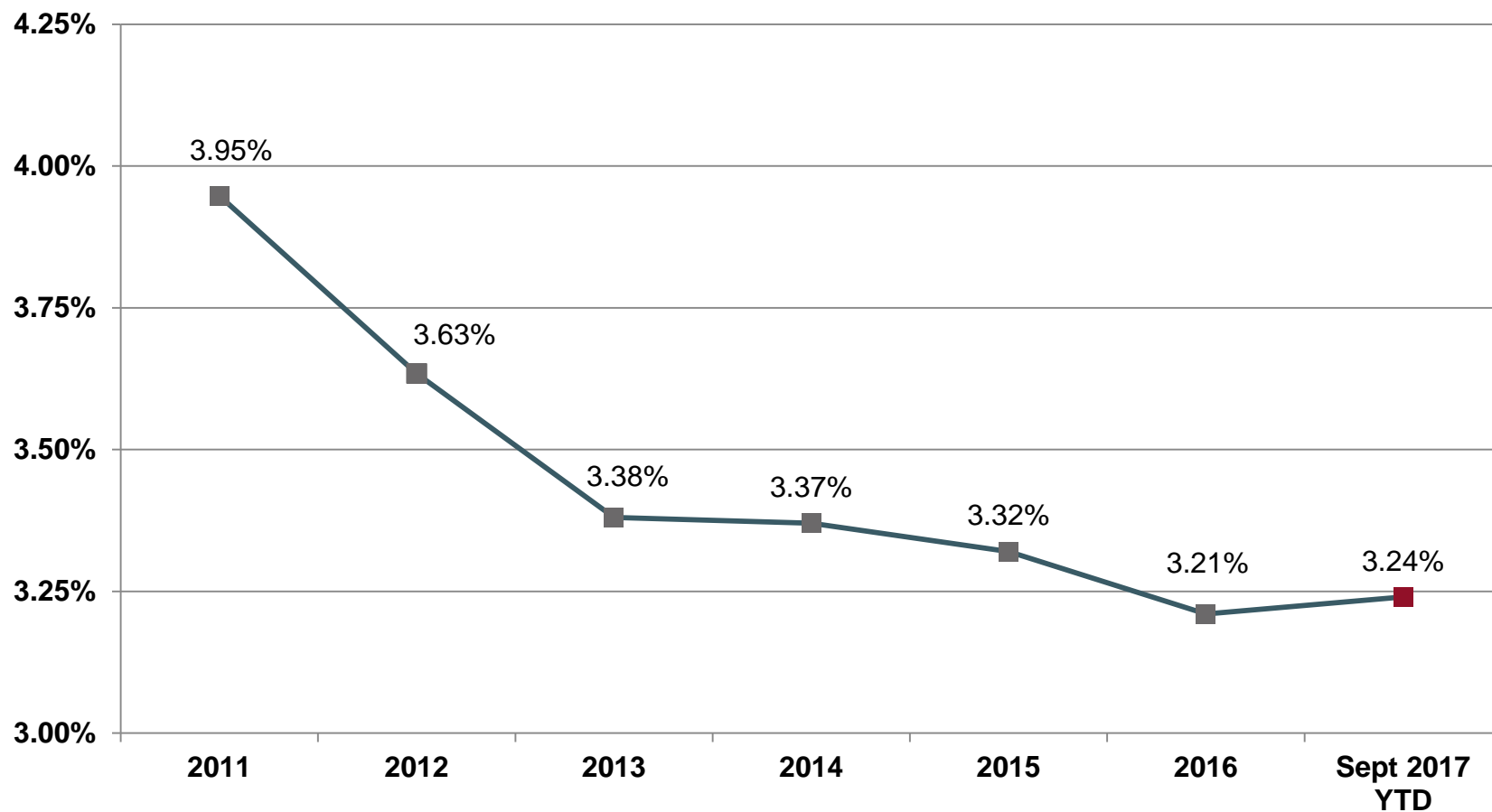
5-Year CAGR
(through 2016)
+8.4%



Cost of Total Deposits

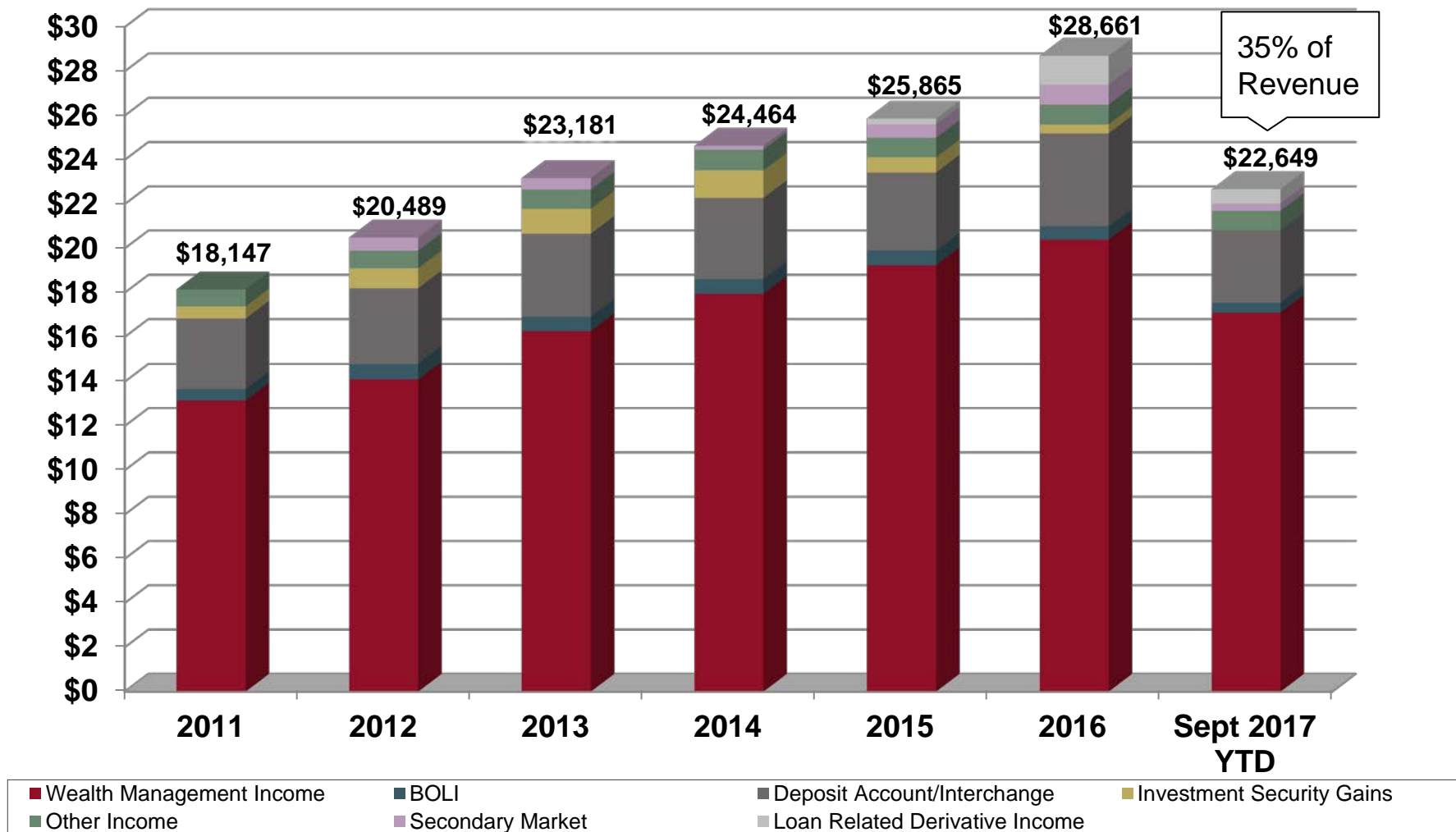


Net Interest Margin (Fully Taxable Equivalent)



Non-Interest Income

(In Millions)

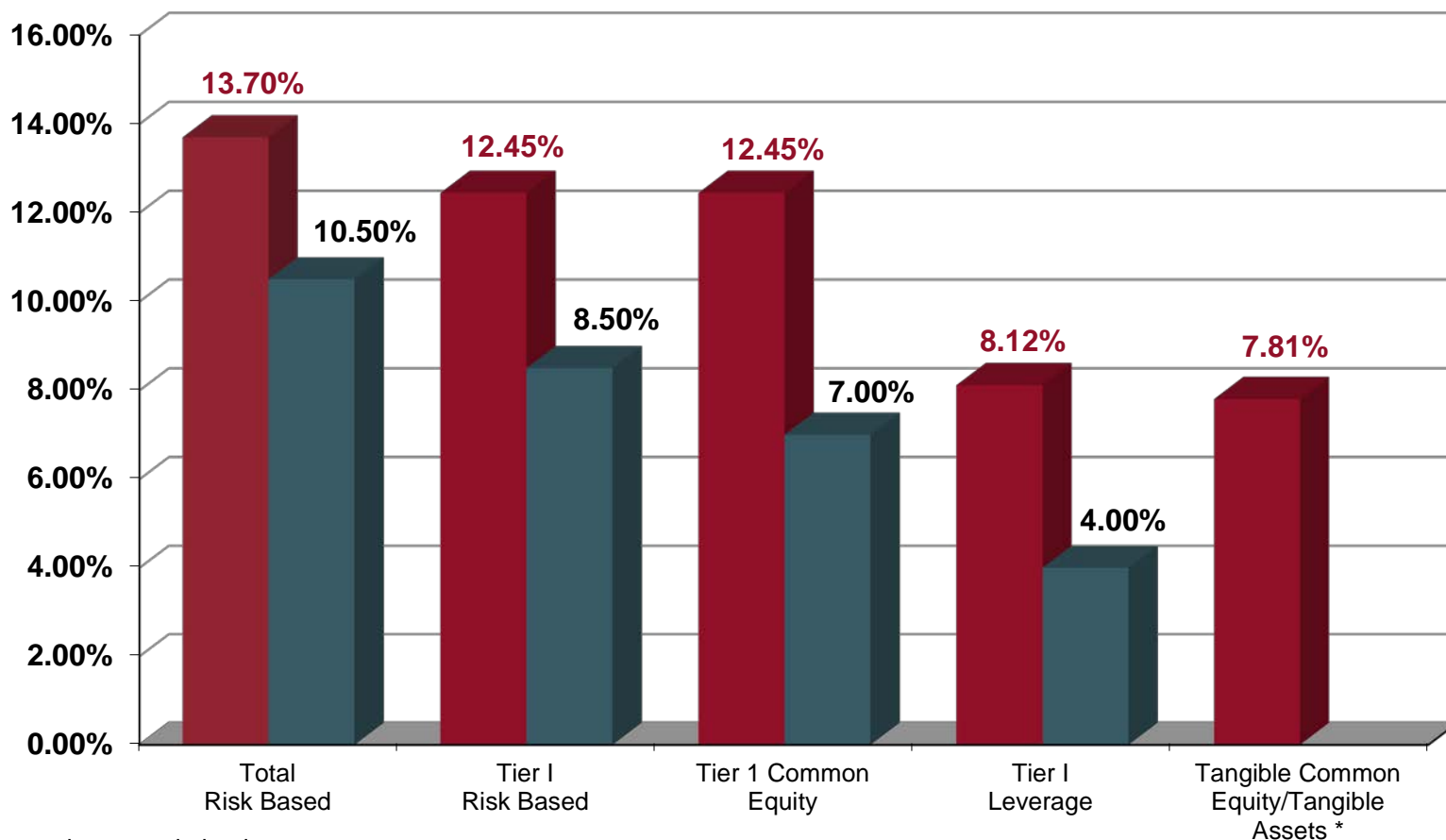


Other Key Performance Measures

	<u>2016</u>	<u>Sept 2017 YTD</u>
Return on Average Assets	0.95%	0.99%
Return on Average Equity	12.77%	13.25%
Non-Performing Loans/Loans	0.13%	0.13%
Net Loan Charge-Offs/Loans	0.00%	0.00%
Allowance for Loan Losses/Loans	1.16%	1.15%

Regulatory Capital Ratios

(As of September 30, 2017)



*Not a regulatory capital ratio

■ CATC

■ Fully phased in Basel III requirement (including capital conservation buffer)

Growing the Franchise – Wealth Management

2017 YTD Results:

- Wealth assets increased by 10% to \$2.9 billion, driven by strong market performance and new business generation.
- Continued growth in New Hampshire markets. New Hampshire assets under management grew to \$1.0 billion, or 36% of total managed assets.

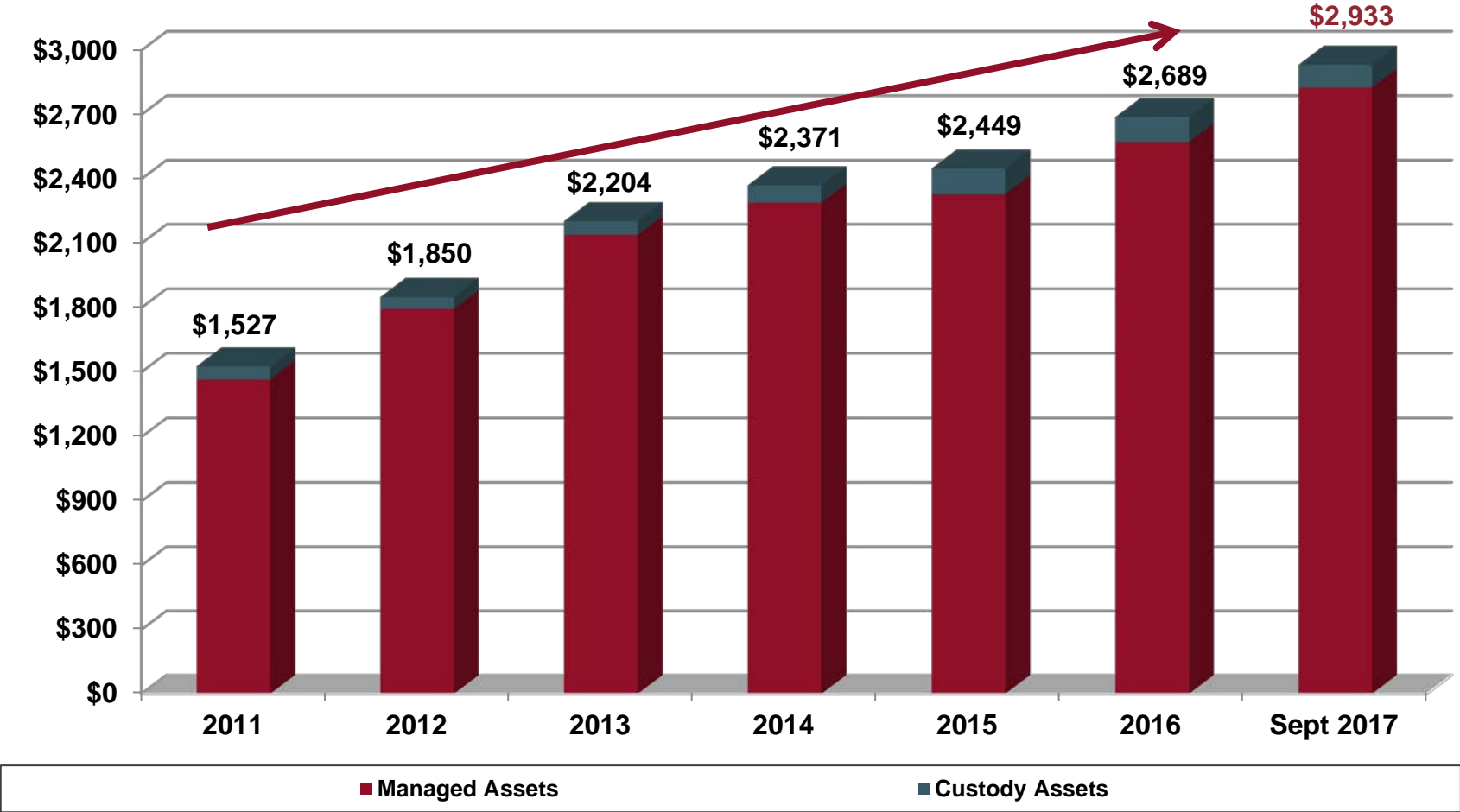
Investments & Growth Opportunities:

- Investment in Business Development Officers in 2018 & 2019
- Increase internal referrals

Wealth Management Assets

5-Year CAGR
(through 2016)
+12.0%

(In Millions)

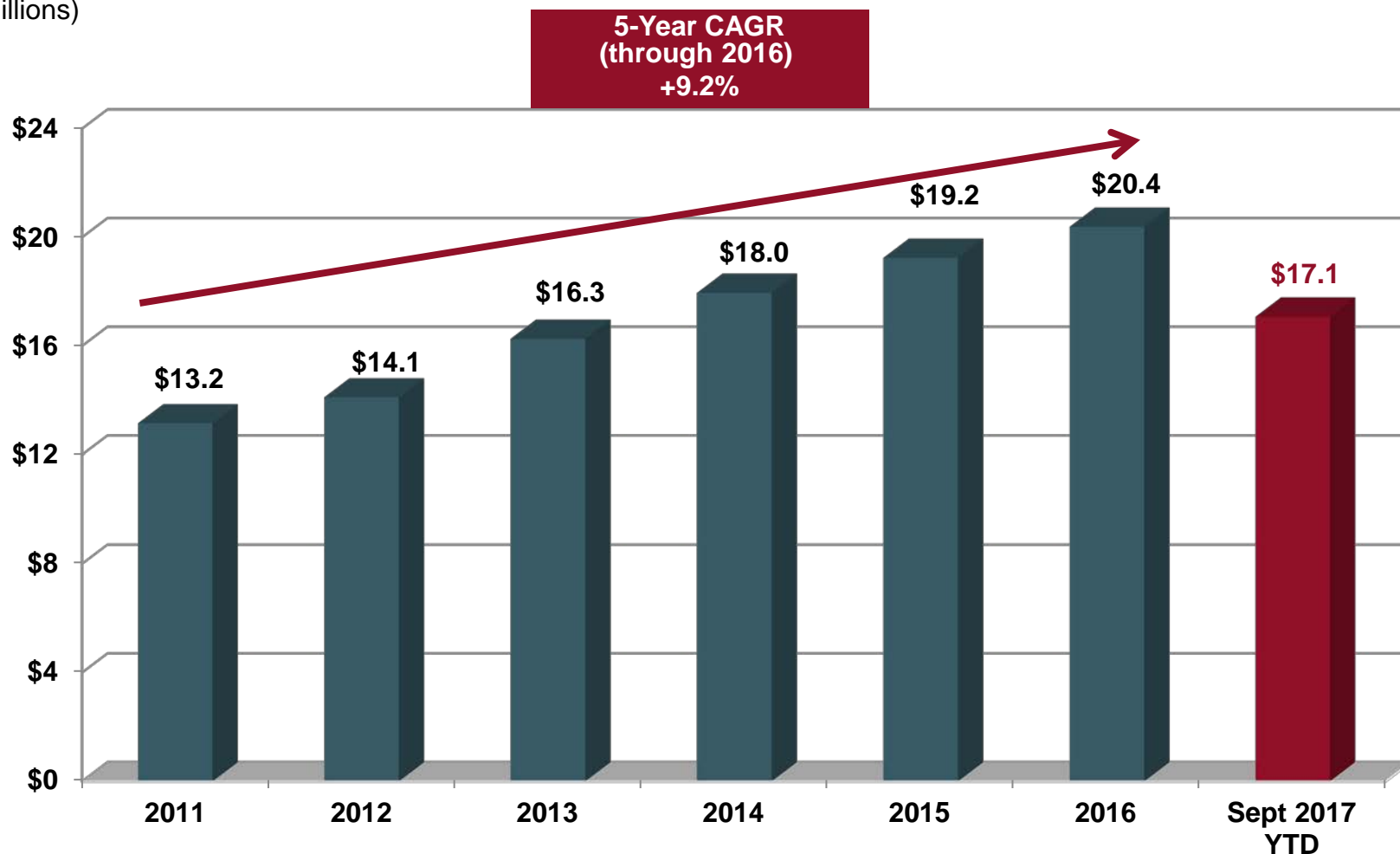


Net Client Flows

	September 30 th YTD 2017	FY 2016	FY 2015
Starting Assets Under Management	\$2,572,760	\$2,329,208	\$2,290,227
Net Inflows	37,402	193,569	7,334
Appreciation & Income Net of Fees	216,822	49,983	31,647
Ending Assets Under Management	\$2,826,984	\$2,572,760	2,329,208
Custody Assets	105,742	116,343	119,931
Total Wealth Management Assets	\$2,932,726	\$2,689,103	\$2,449,139

Wealth Management Revenue

(In Millions)



Growing the Franchise – Commercial Banking

2017 YTD Results:

- Total commercial loan growth of \$22M or 3%
- Commercial & industrial loan growth of \$6M or 10%
- Business deposit growth of \$43M or 7%, representing 40% of total deposits

Investments & Growth Opportunities:

- Investment in specialty lending in 2018
- Asset-based lending

Asset Quality

10 year average net charge-off rate of 0.01%

(Dollars in Thousands)	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>Sept 2017</u>
Non-Performing Loans	\$1,204	\$1,570	\$1,703	\$1,629	\$1,481	\$1,676	\$1,702
NPLs/Total Loans	0.18%	0.21%	0.18%	0.15%	0.12%	0.13%	0.13%
Net Charge-Offs/ (Recoveries)	(\$274) (4 bps)	\$11 0 bps	(\$260) (3 bps)	(\$11) (0 bps)	\$153 1 bps	\$62 0 bps	\$1 0 bps
Allowance/ Total Loans	1.51%	1.47%	1.35%	1.32%	1.27%	1.16%	1.15%

Growing the Franchise – Consumer Banking

2017 YTD Results:

Kendall Square branch relocated in May 2017 as part of MIT's ambitious development on Main Street.

- Opportunity to test new branch model better suited to highly innovative and young community
- Branch to be used as a laboratory in which to try out new ideas

Investments & Growth Opportunities:

- Identify existing clients without full private banking offering to deepen client relationships
- Selectively evaluate markets for office expansion

Demonstrating Our Commitment to the Community

Diversity and Inclusion:

Greater Boston's 15 companies with the most racially and gender diverse corporate boards (March 2017)

Community Development:

Affirmative Housing LLC – Financed renovation of 83 affordable housing units in Roxbury, MA.

Hildebrand – Line of credit facility and loan for a family shelter

Financial Support:

To over 147 non-profit and community organizations

Community Service:

Community Servings, Jamaica Plains, Boston (September 2017)

Harvard Square Clean-Up Day

Get Konnected!
The premier networking event for urban professionals

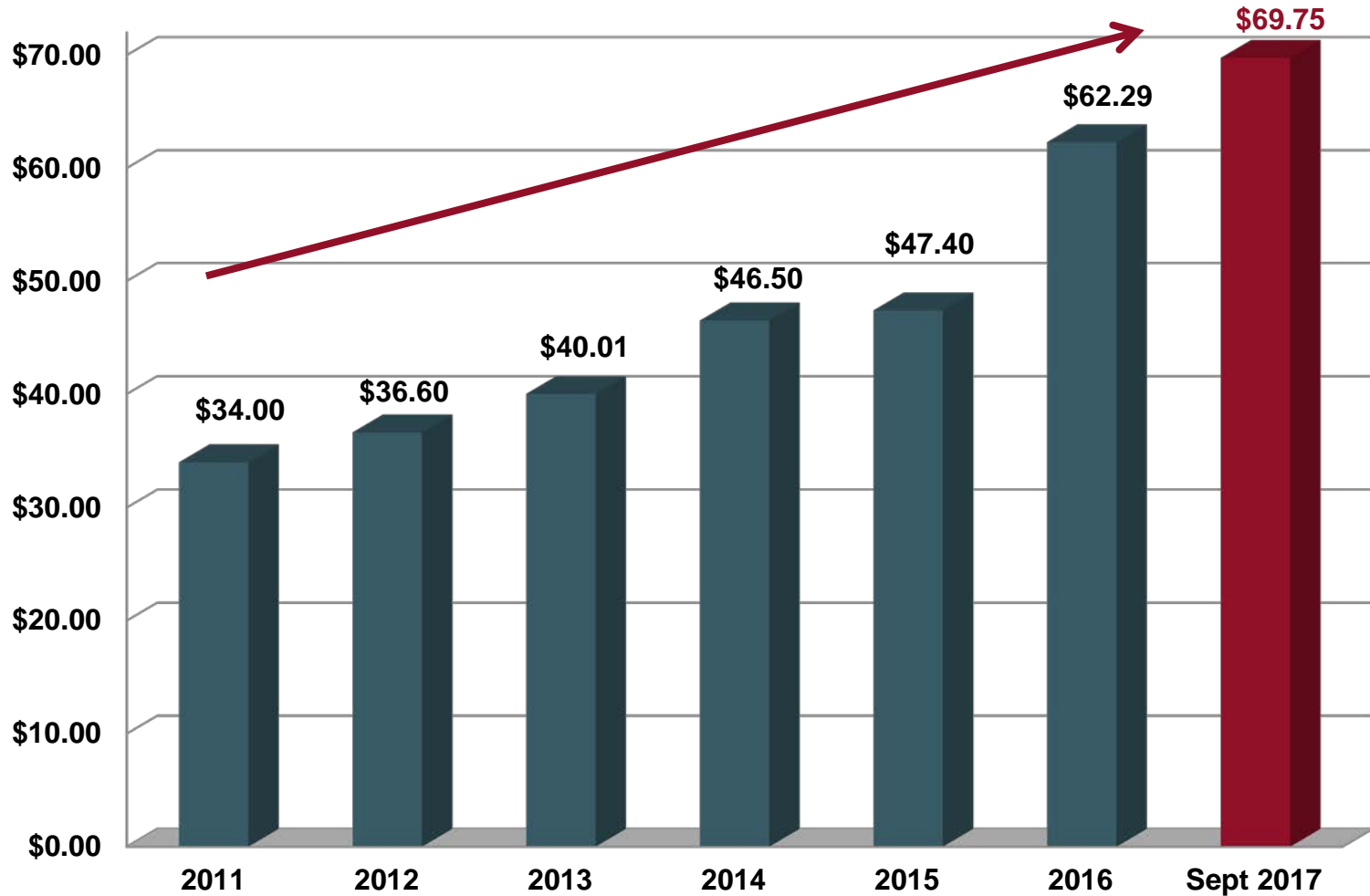
Hildebrand
Family Self-Help Center, Inc.



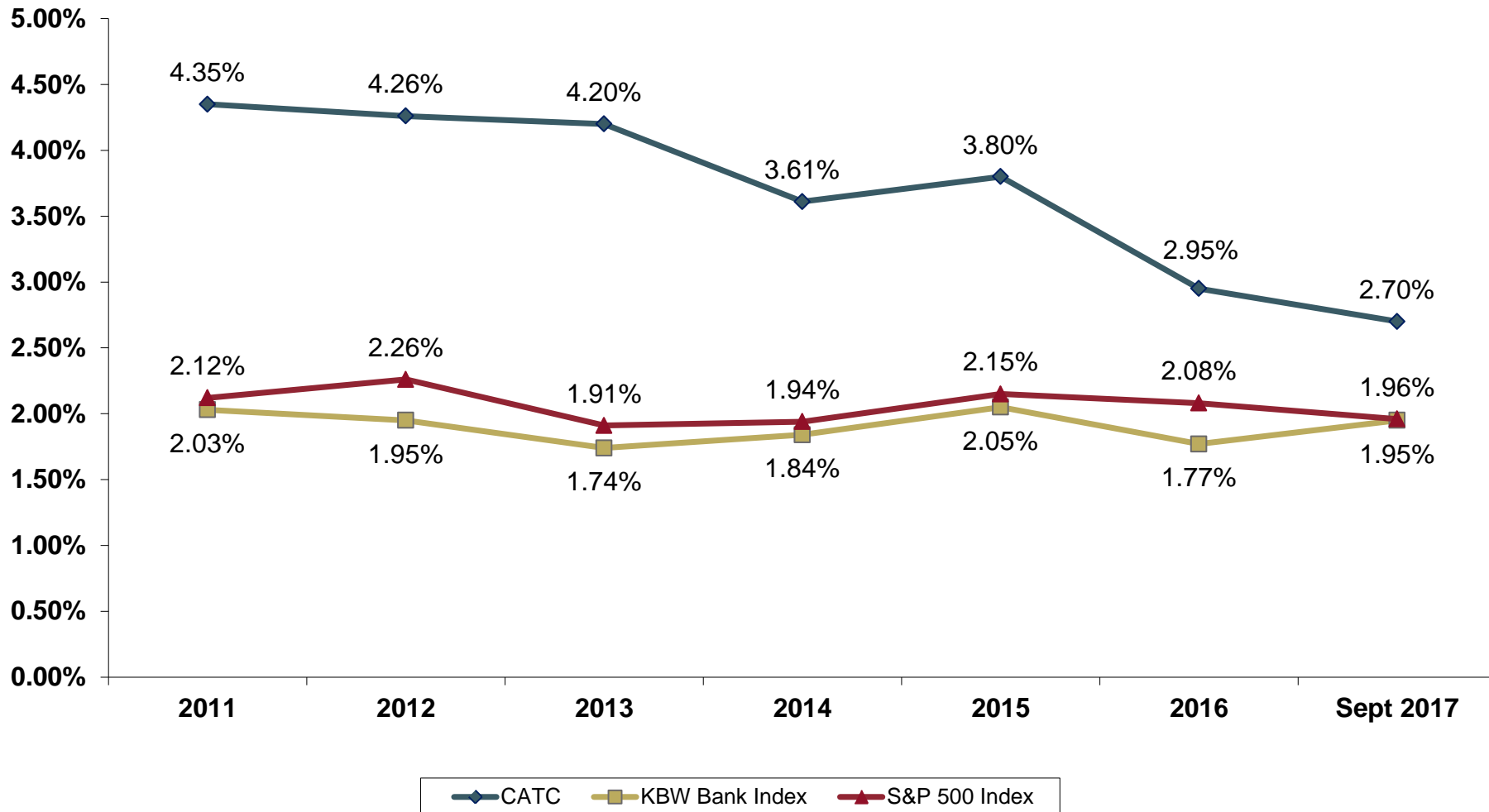
Focus on Shareholder Value:

Stock Price Performance (Period-end stock price)

5-Year CAGR
(through 2016)
+12.9%



Dividend Yield vs. Market Benchmarks



Summary

Private Banking Business Model

- Diverse revenue stream (Non-interest income, 35% of Revenue)

Solid financial performance

- Top quartile return on average equity as compared to peer

Sound risk manager with excellent asset quality track record

Core Deposit funded

- Demand deposits represent 28% of total deposits (September 2017)

Attractive Geographic Market

- Boston-Cambridge unemployment rate of 3.3%*
- Diverse economy with world renowned innovative industries

* Bureau of Labor Statistics September 2017 (Preliminary)

Cambridge Bancorp

Parent of Cambridge Trust Company

Denis K. Sheahan

Chairman and
Chief Executive Officer

617-441-1533

Michael F. Carotenuto

Senior Vice President and
Chief Financial Officer

617-520-5543

Mark D. Thompson

President

617-441-1505