

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 \$1.9 billion in total assets and maintains 10 Massachusetts private banking offices. The Wealth Management Division has \$3.1 billion in client assets under management and administration for the year ended December 31, 2017 and maintains offices in Massachusetts and New Hampshire.

2017 Financial Highlights ⁽¹⁾

Net income was \$18.7 million⁽¹⁾ for the year ended December 31, 2017, representing an increase of \$1.8 million, or 10.6%, compared to net income of \$16.9 million for the year ended December 31, 2016. Diluted earnings per share (EPS) were \$4.55⁽¹⁾ for the year ended December 31, 2017, a 9.6% increase over diluted earnings per share of \$4.15 for 2016.

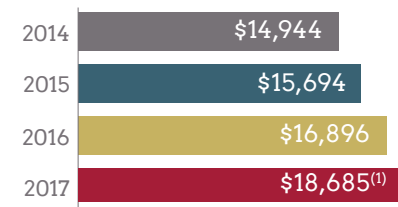
2017 highlights compared to 2016:

- ▶ Wealth Management Assets under Management and Administration now at \$3.1 billion, an increase of 14.7%
- ▶ Revenue of \$87.8 million, an increase of 6.7%
- ▶ Core deposit growth of \$100.7 million, or 6.6%

Total noninterest income increased by \$1.6 million, or 5.5%, to \$30.2 million for the year ended December 31, 2017, as compared to \$28.7 million for 2016, primarily as a result of higher Wealth Management revenue. Noninterest income was 34.4% of total revenue for the year ended December 31, 2017. Wealth Management revenue increased by \$2.6 million, or 12.9%, for the year ended December 31, 2017, as compared to 2016 due to a combination of market appreciation and net new business.

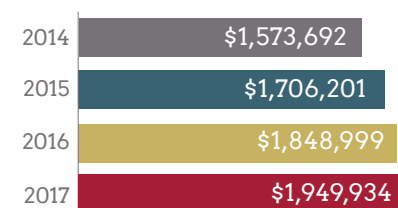
Net Income (Core)

(in thousands)

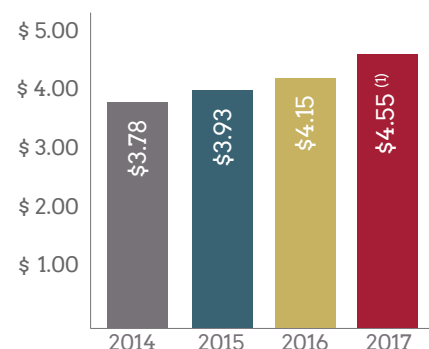


Total Assets

(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 12/31/2017)

Total Assets	\$1.9 billion
Net Income ⁽¹⁾	\$18.7 million
Assets Under Management and Administration	\$3.1 billion

Total Loans	\$1.4 billion
Total Deposits	\$1.8 billion
Noninterest Income	\$30.2 million

Stock Information (as of 12/31/2017)

NASDAQ	CATC
Stock Price	\$79.80
Market Cap	\$325.8 million
Shares Outstanding	4.1 million

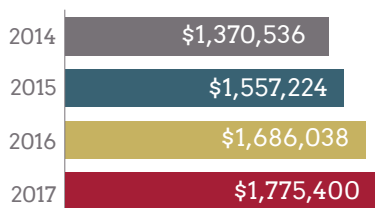
Drivers of Success

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

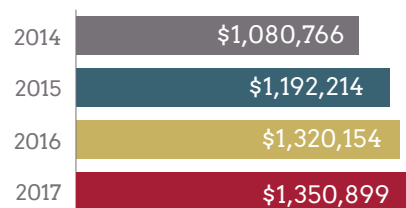
Total Deposits

(in thousands)



Total Loans

(in thousands)

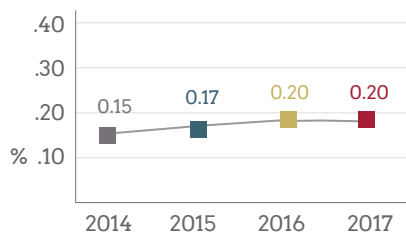


Assets Under Management and Administration

(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 For the Year Ended

	2017	2016
(Dollars in thousands)		
Net Income (GAAP)	\$ 14,816	\$ 16,896
Impact of tax reform	3,869	-
Net Income (Core)	\$ 18,685	\$ 16,896

Tax Reform Impact on Net Income For the Year Ended

	2017	2016
Diluted EPS (GAAP)	\$ 3.61	\$ 4.15
Impact of tax reform	0.94	-
Diluted EPS (Core)	\$ 4.55	\$ 4.15

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

Thomas A. Johnson
Executive Vice President
Consumer Banking Director

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

Jennifer A. Pline
Executive Vice President
Head of Wealth Management

Pilar Pueyo
Senior Vice President
Director of Human Resources

Jennifer M. Willis
Senior Vice President
Chief Marketing Officer

Investor Relations

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Office Locations

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Boston (2)
Cambridge (4)
Concord
Lexington
Weston

Wealth Management

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Concord, NH
Manchester, NH
Portsmouth, NH

