

CAMBRIDGE BANCORP

Earnings Release Supplement

January 26, 2021

NASDAQ: CATC
Parent of Cambridge Trust Company

Forward Looking Statements and Non-GAAP Measures

Certain statements herein may constitute "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. Such forward-looking statements about 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, the impact of any laws or regulations applicable to the Company, and measures being taken in response to the COVID-19 pandemic and the impact of the COVID-19 pandemic on the Company's business 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 include, but are not limited to, the following: the current global economic uncertainty and economic conditions being less favorable than expected, disruptions to the credit and financial markets, changes in the Company's accounting policies or in accounting standards, weakness in the real estate market, legislative, regulatory or accounting changes that adversely affect the Company's business and/or competitive position, the Dodd-Frank Act's consumer protection regulations, the duration and scope of the COVID-19 pandemic and its impact on levels of consumer confidence, actions governments, businesses and individuals take in response to the COVID-19 pandemic, the impact of the COVID-19 pandemic and actions taken in response to the pandemic on global and regional economies and economic activity, the pace of recovery when the COVID-19 pandemic subsides, challenges from the integration of the Company and Optima and Wellesley resulting in the combined business not operating as effectively as expected, disruptions in the Company's ability to access the capital markets, the cost savings of the Wellesley merger may not be fully realized or may take longer to realize than expected, operating costs, customer loss and business disruption following the Wellesley merger, including adverse effects on relationships with employees, may be greater than expected, and other factors that are described in the Company's filings with the Securities and Exchange Commission, including the Annual Report on Form 10-K for the year end December 31, 2019, which the Company filed on March 17, 2020. 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.

This supplement contains financial information determined by methods other than in accordance with accounting principles generally accepted in the United States of America ("GAAP"). This information includes operating net income and operating diluted earnings per share, tangible book value per share and the tangible common equity ratio, return on average assets, return on tangible common equity, efficiency ratio on an operating basis, operating pre-tax pre-provision income, and operating return on average assets.

Operating net income and operating diluted earnings per share exclude items that management believes are unrelated to its core banking business such as merger, acquisition, and capital raise expenses, gain (loss) on disposition of investment securities, and other items. The Company's management uses operating net income and operating diluted earnings per share to measure the strength of the Company's core banking business and to identify trends that may to some extent be obscured by such excluded gains or losses.

Management also supplements its evaluation of financial performance with analysis of tangible book value per share (which is computed by dividing shareholders' equity less goodwill and acquisition related intangible assets, or "tangible common equity," by common shares outstanding), the tangible common equity ratio (which is computed by dividing tangible common equity by tangible assets, defined as total assets less goodwill and acquisition related intangibles), analysis of return on average assets and return on tangible common equity on an operating basis, the operating efficiency ratio (which is computed by dividing noninterest expense adjusted for non-operating expenses and total revenue adjusted for gain/(loss) on disposition of investment securities), analysis of operating pre-tax pre-provision income over average assets (which is computed by dividing income before taxes adjusted by provision for (release of) credit losses, non-operating expenses, and gain/(loss) on disposition of investment securities over average assets). The Company has included information on tangible book value per share, the tangible common equity ratio, and return on average assets and return on tangible common equity on an operating basis because management believes that investors may find it useful to have access to the same analytical tool used by management. As a result of merger and acquisition activity, the Company has recognized goodwill and other intangible assets in conjunction with business combination accounting principles. Excluding the impact of goodwill and other intangibles in measuring asset and capital values for the ratios provided, along with other bank standard capital ratios, provides a framework to compare the capital adequacy of the Company to other companies in the financial services industry.

These non-GAAP measures should not be viewed as a substitute for operating results and other financial measures determined in accordance with GAAP. An item which management deems to be nonoperating and excludes when computing these non-GAAP measures can be of substantial importance to the Company's results for any particular quarter or year. The Company's non-GAAP performance measures, including operating net income, operating diluted earnings per share, tangible book value per share, the tangible common equity ratio, and return on average assets, return on average equity, and efficiency ratio on an operating basis are not necessarily comparable to non-GAAP performance measures which may be presented by other companies.

Reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures are presented under "GAAP to Non-GAAP Reconciliations."

2020 Performance Highlights

2020
Operating
EPS
\$6.90

2020
Operating
ROAA
1.25%

2020
Operating
PTPP ROAA
1.96%

Q1 2020	Q2 2020	Q3 2020	Q4 2020	Full Year 2020
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Dollars in thousands, except per share data

Earnings & Profitability¹

Net Income (Loss)	\$7,232	(\$1,716)	\$13,429	\$13,014	\$31,959
Operating Net Income	7,422	7,778	14,317	14,353	43,870
Operating PTPP Income	11,546	16,471	21,618	19,581	69,216
Operating EPS	1.36	1.31	2.06	2.05	6.90
Net Interest Margin, GAAP	3.39%	3.77%	3.73%	3.67%	3.65%
Operating Efficiency Ratio	63.01%	56.30%	52.90%	56.37%	56.66%
Operating ROAA	1.05%	0.95%	1.43%	1.45%	1.25%
Operating PTPP ROAA	1.63%	2.01%	2.16%	1.97%	1.96%
Operating ROTCE	11.63%	10.91%	17.12%	16.70%	14.38%

2020 Performance Highlights continued

TBVPS
\$50.07

NPAs to
Assets
0.27%

ACL Ratio
1.19%

Q1
2020

Q2
2020

Q3
2020

Q4
2020

Full Year
2020

Dollars in thousands, except per share data

Balance Sheet & Capital

Total Loans	\$2,255,802	\$3,332,884	\$3,284,286	\$3,153,648	\$3,153,648
Total Loans excluding PPP	2,255,802	3,143,578	3,094,370	3,029,447	3,029,447
Total Deposits	2,390,359	3,275,843	3,331,942	3,403,083	3,403,083
Wealth Management Assets	3,071,266	3,731,226	3,948,478	4,167,903	4,167,903
Tangible Book Value per Share	48.60	47.34	48.80	50.07	50.07
TCE Ratio	9.34%	8.27%	8.60%	8.91%	8.91%

Asset Quality

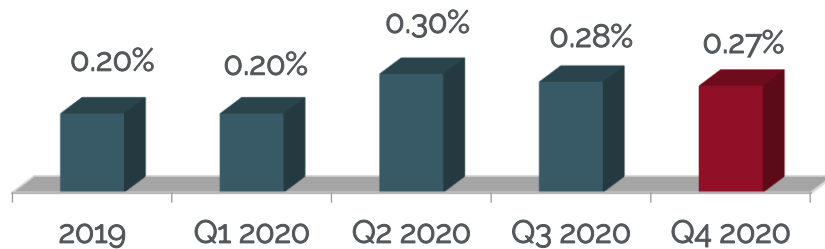
NPAs to Total Assets	0.20%	0.30%	0.28%	0.27%	0.27%
Delinquent Loans 30-89 Days/ Total Loans	0.76%	0.22%	0.40%	0.72%	0.72%
ACL Ratio (excluding PPP loans)	0.89%	1.08%	1.16%	1.19%	1.19%
Net Charge offs (Recoveries)/ Total Loans (Annualized)	0.05%	0.02%	0.03%	(0.02%)	0.01%



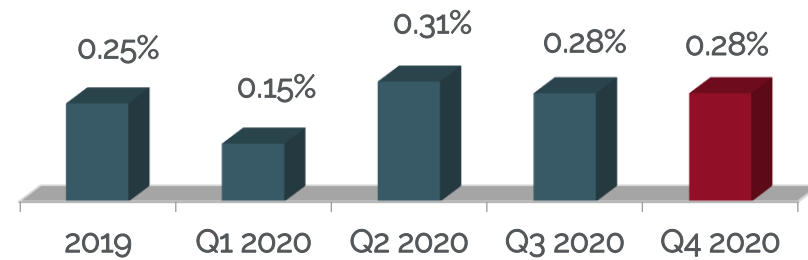
Asset Quality & Allowance for Credit Losses

Asset Quality Highlights

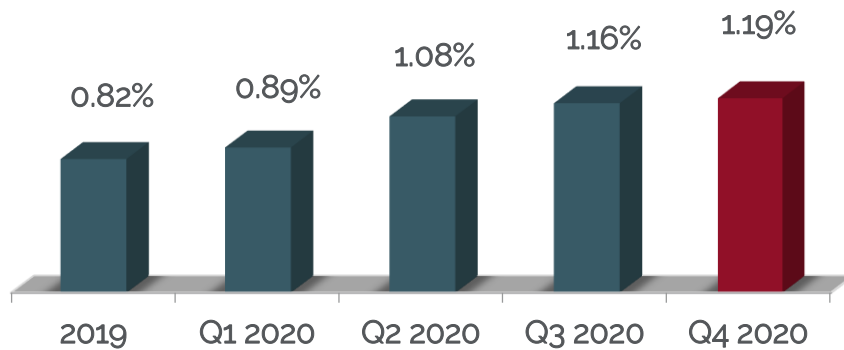
NPAs / Assets (%)



NPLs / Loans (%)

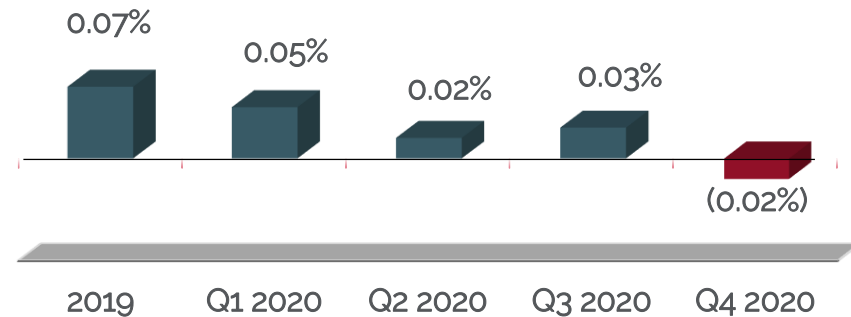


Reserves / Loans (%) (1)



Annualized Net Charge Offs (Recoveries)/Loans (%)

13 year average NCOs of 0.02%

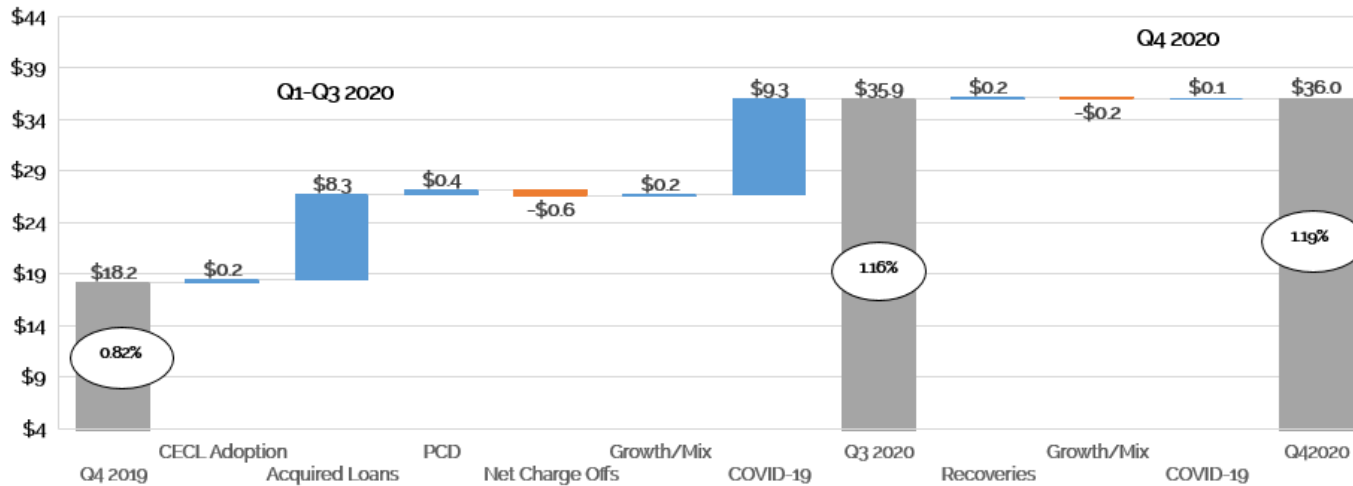


(1) The Company adopted CECL in Q1 2020. As a result of the COVID-19 pandemic, the Company increased the allowance for credit losses in 2020. The Reserve to Loan level in 2020 excludes PPP Loans.

Allowance for Credit Losses (ACL)

Dollars in millions

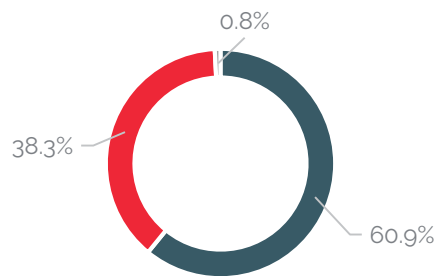
Allowance for Credit Losses:



Commercial Loans ACL Ratio Q4: 1.38%*

Consumer Loans ACL Ratio Q4: 0.97%

ACL Key Attributes:



■ Quantitative ■ Qualitative ■ PCD

- Starting Unemployment Rate: 6.3%
- Forecast Period: 2 Quarters
- Reversion Period 2 Quarters
- Ending Unemployment Rate 5.8%

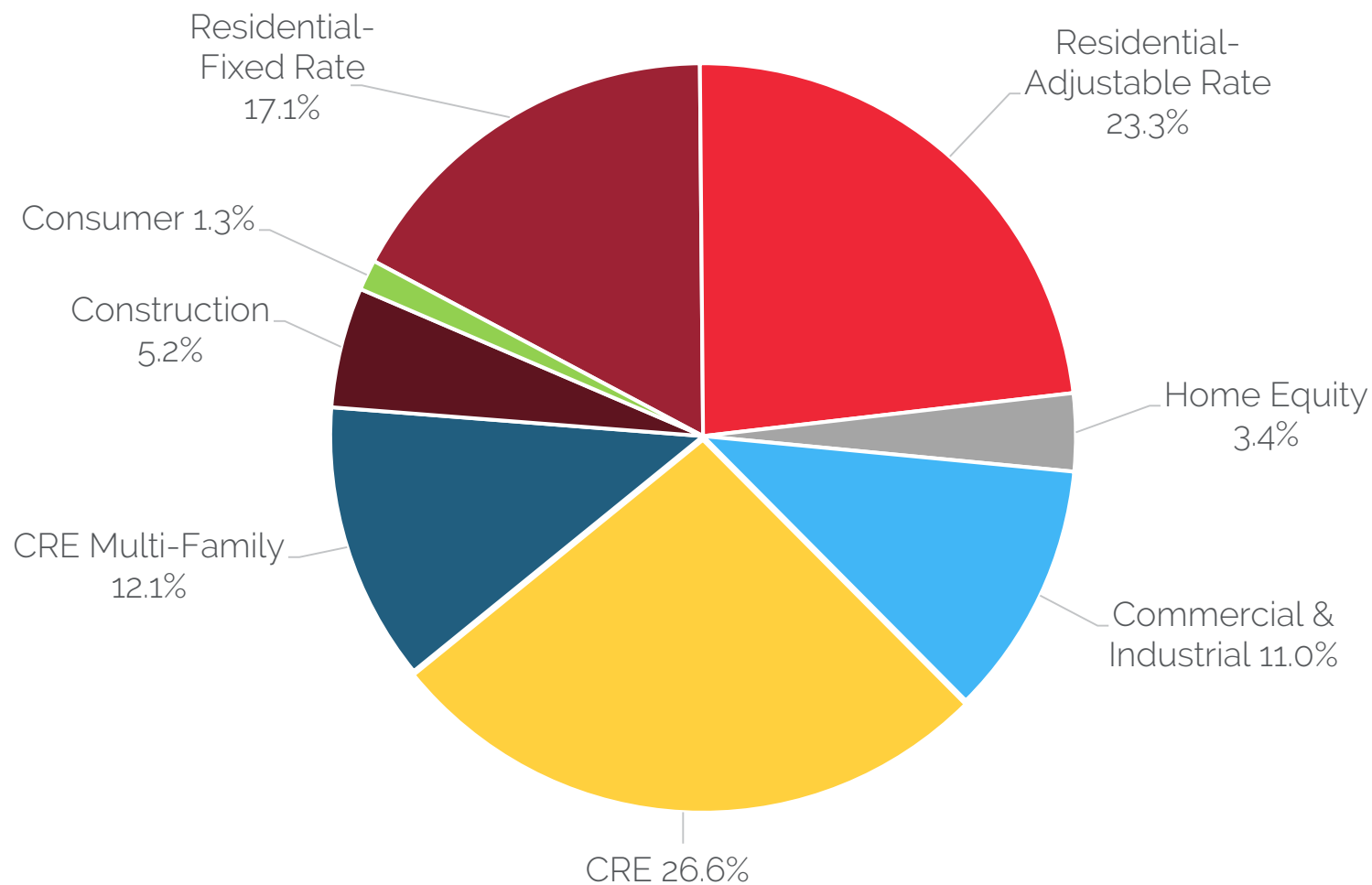
Key Methodology Attributes:

- Sophisticated model uses loan level probability of default loss given default discounted cash-flows as the primary basis for the quantitative loss estimation.
- Methodology includes the impact of the merger with Wellesley Bancorp, Inc. which required the company to de-recognize the ALLL from the acquired entity and re-recognize an ACL for the acquired portfolio based on second quarter CECL assumptions.
- Unemployment assumptions used within the quantitative model reflect forward looking estimates from multiple sources including the Federal Reserve, Bloomberg and Moody's, among others.
- The pace of the recovery and unemployment forecasts remain "extraordinarily uncertain" and we expect to reevaluate our estimates and period of forecast/reversion quarterly.



Loan Portfolio and COVID Related Deferral Details

Total Loan Portfolio



\$3.2B outstanding as of December 31, 2020

54.1% Commercial
45.9% Consumer

3.84% Q4 2020 average yield
excluding fair value accretion

COVID-19 Loan Deferrals

Dollars in thousands

Deferrals by Loan Category (as of December 31, 2020)

Loan Category	Portfolio Total	# of Loans *	P&I *	Interest Only *	Total *	% of Total
Residential Mortgage	\$1,298,868	26	\$9,197	-	\$9,197	0.7%
Commercial Mortgage	1,358,962	5	6,042	1,857	7,899	0.6%
Home Equity	106,194	1	300	-	300	0.3%
Commercial & Industrial	347,855	10	-	5,718	5,718	1.6%
Consumer	41,769	-	-	-	-	-
Total	\$3,153,648	42	\$15,539	\$7,575	\$23,114	0.7%

Deferrals by Loan Type

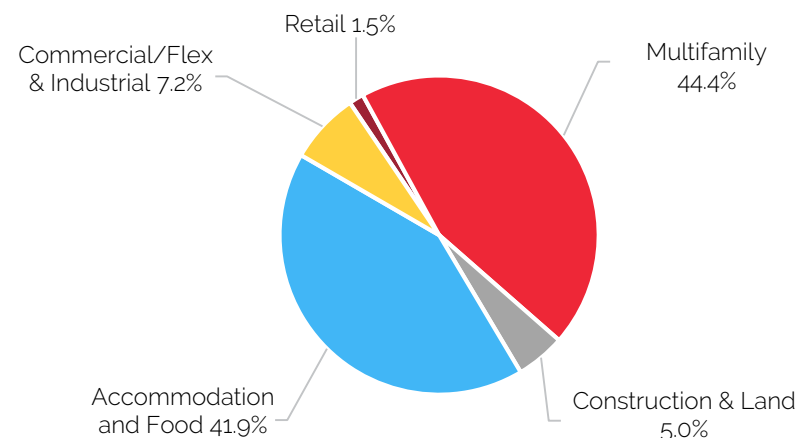
As of December 31, 2020

Type of Loan	# of Loans	Total	% of Total
Commercial	15	\$13,617	0.8%
Consumer	27	9,497	0.7%
Total	42	\$23,114	0.7%

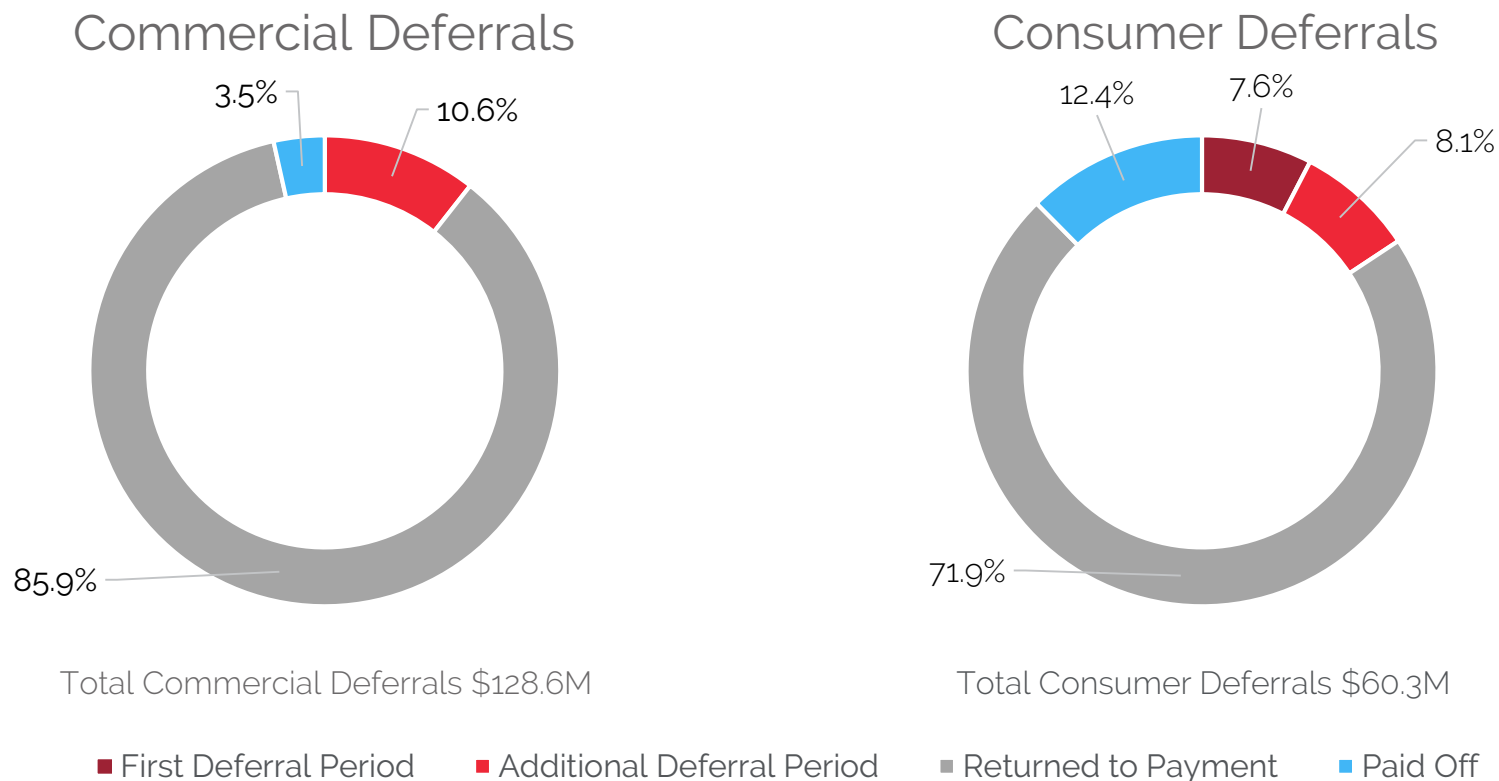
As of September 30, 2020

Type of Loan	# of Loans	Total	% of Total
Commercial	49	\$65,214	3.6%
Consumer	91	38,910	2.6%
Total	140	\$104,124	3.2%

Commercial Deferrals by Sector/Industry *



COVID-19 Loan Deferrals Continued



- Total portfolio deferral ratio was 0.7% at December 31, 2020, improving from 3.2% at September 30, 2020. Initial deferrals represented just over 5% of total loan portfolio as of June 30, 2020.
- Additional deferral periods were made available to impacted commercial clients with demonstrated need (inclusive of thorough credit review).
- Impact generally remains high for restaurants, seasonal accommodations and retail based Commercial Real Estate.

Paycheck Protection Program (PPP)

We processed almost 900 PPP loans for clients

Dollars in thousands

PPP Loans Originated in 2020

	Total	# of Loans	% of count	% of amount
below \$100K	\$19,613	476	53%	10%
\$100K to \$500k	67,040	318	36%	35%
\$500K to \$1 million	38,717	58	7%	20%
above \$1 million	68,396	40	4%	35%
Total	\$193,766	892		

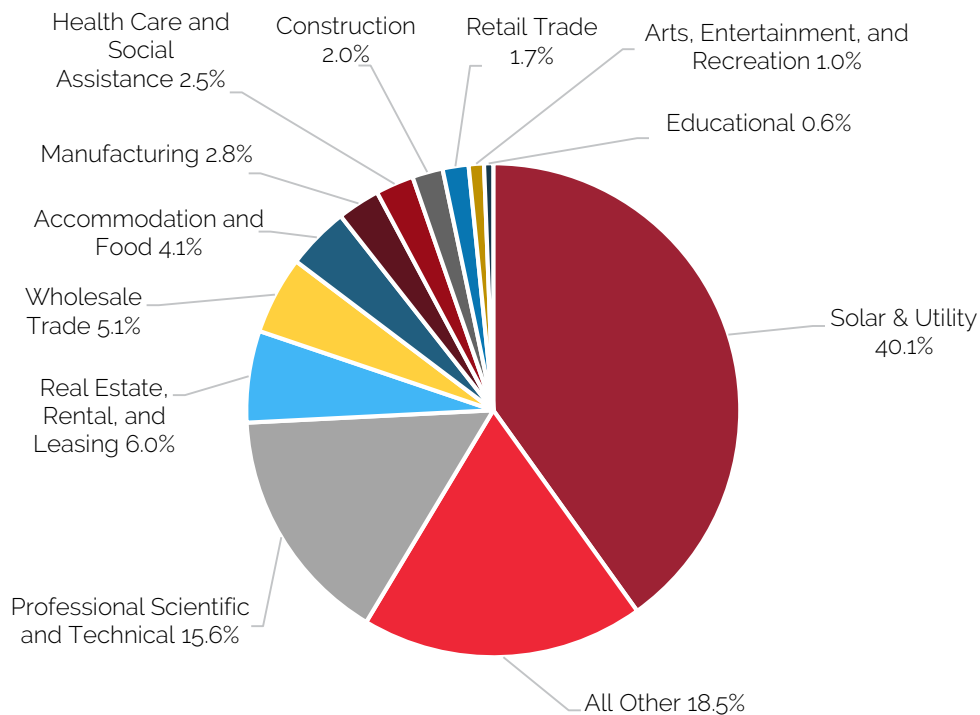
PPP Loan Detail as of December 31, 2020

	Total	# of Loans	% of count	% of amount
below \$100K	\$12,705	323	55%	10%
\$100K to \$500k	41,521	205	35%	33%
\$500K to \$1 million	21,684	33	6%	17%
above \$1 million	50,317	26	4%	40%
Total	\$126,227	587		
Deferred costs net of unearned fees	(2,026)			
Total net of unearned fees	\$124,201			

As of December 31, 2020, we have 76 pending applications totaling \$25.9M submitted to the SBA for forgiveness.

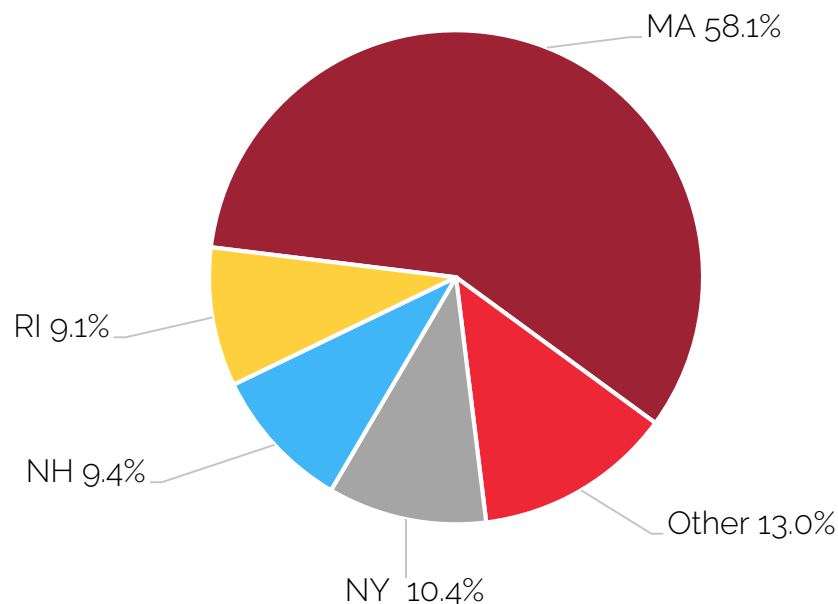
Commercial & Industrial Loan Portfolio

By Industry



Industry breakout excludes PPP loans

By Geography



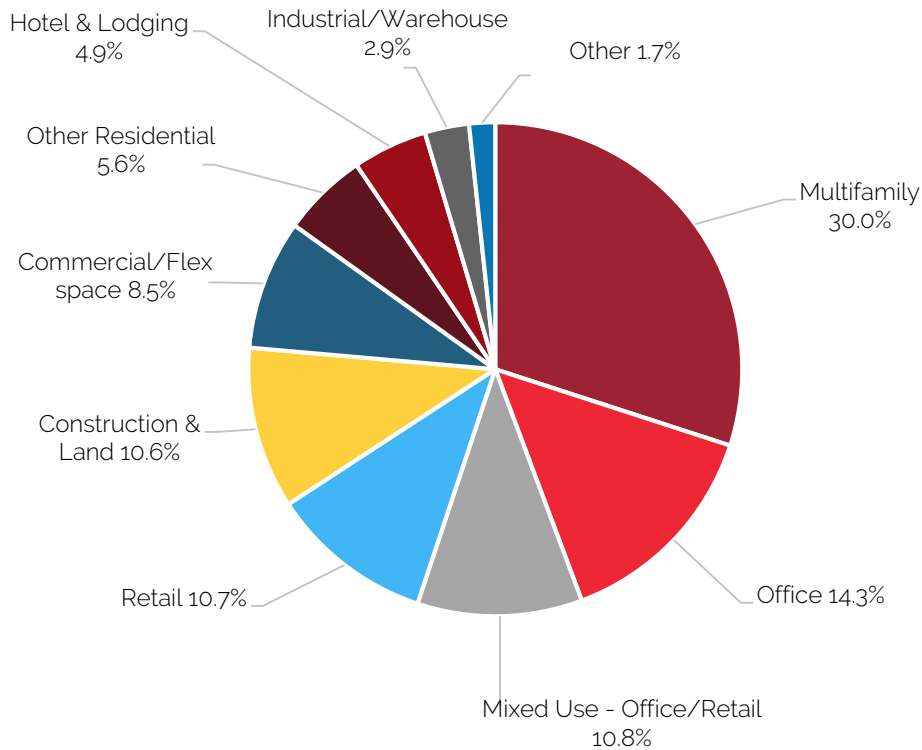
Geography breakout excludes PPP loans

Portfolio Details:

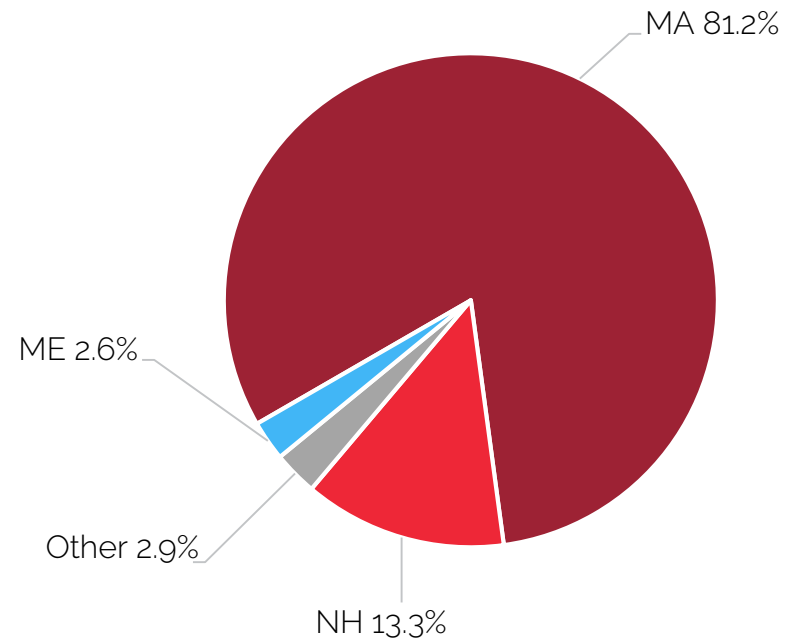
- \$348M outstanding as of December 31, 2020; \$224M outstanding excluding PPP loans
- 1,127 total loans including PPP loans; 540 total loans excluding PPP loans
- \$309k average loan including PPP loans; \$414k average loan excluding PPP loans

Commercial Real Estate Loan Portfolio

By Sector



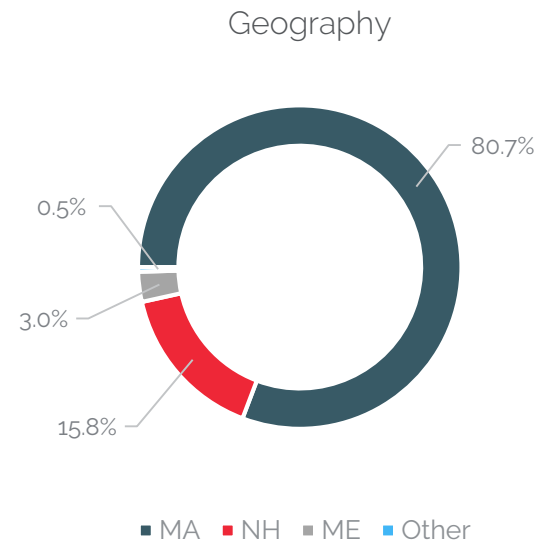
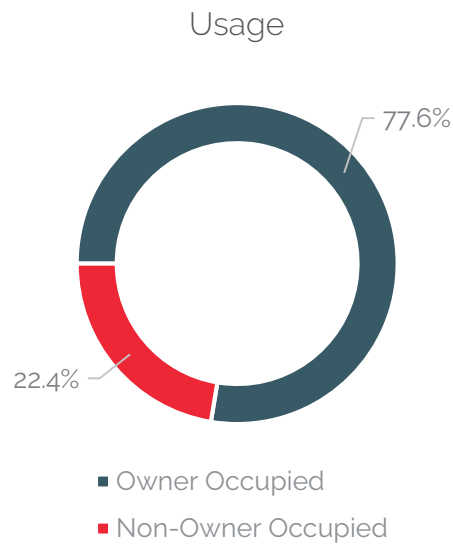
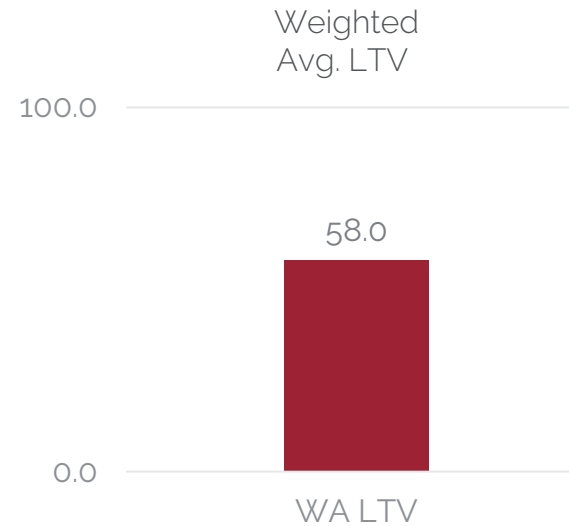
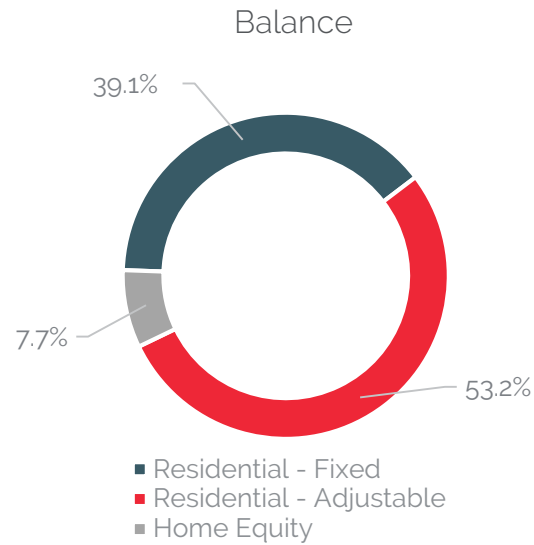
By Geography



Portfolio Details:

- \$1.4B outstanding as of December 31, 2020
- 868 total loans
- \$1.6M average loan size

Consumer Loan Portfolio



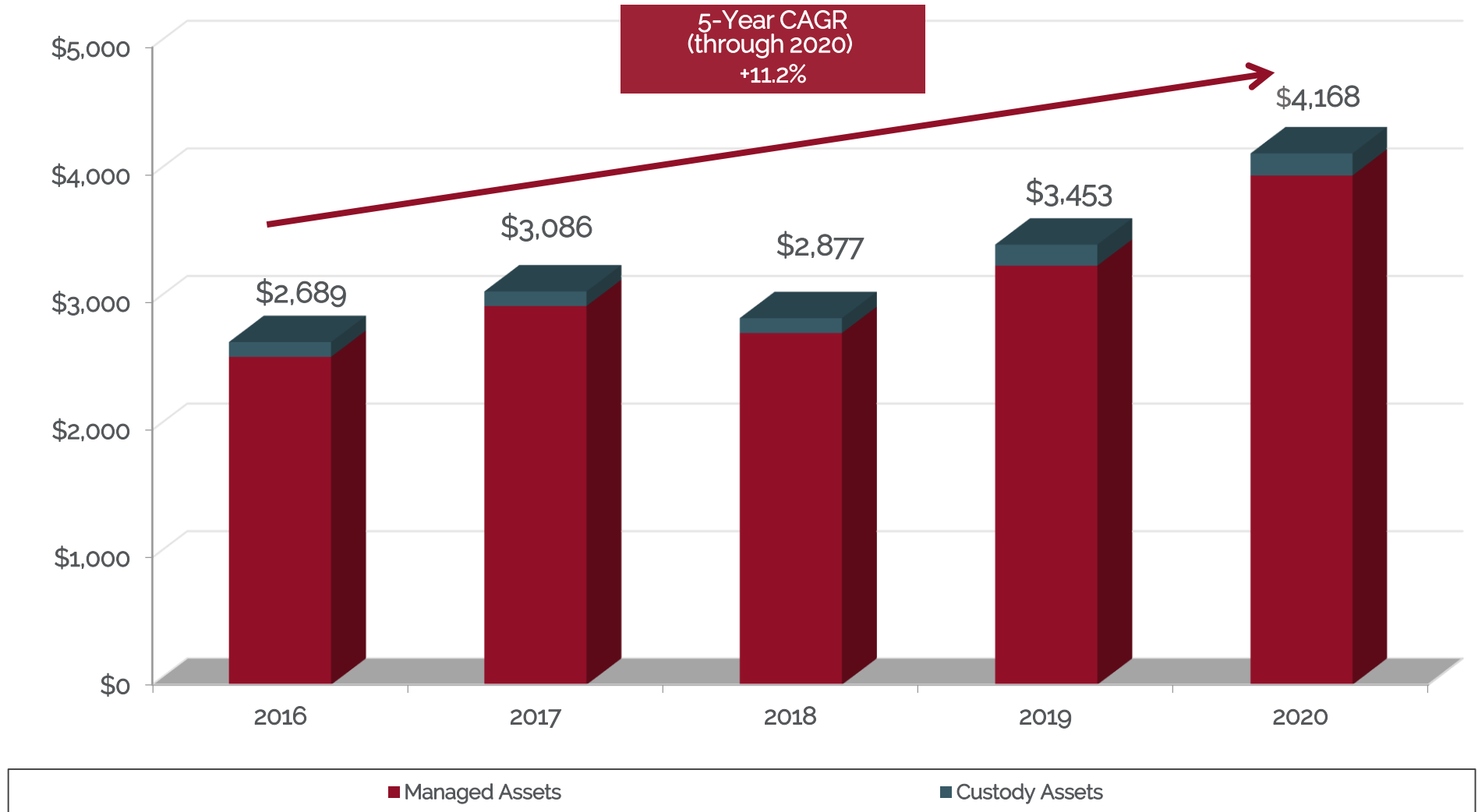
\$1.4B outstanding as of December 31, 2020



Other Financial Information

Client Wealth Management Assets

Dollars in millions

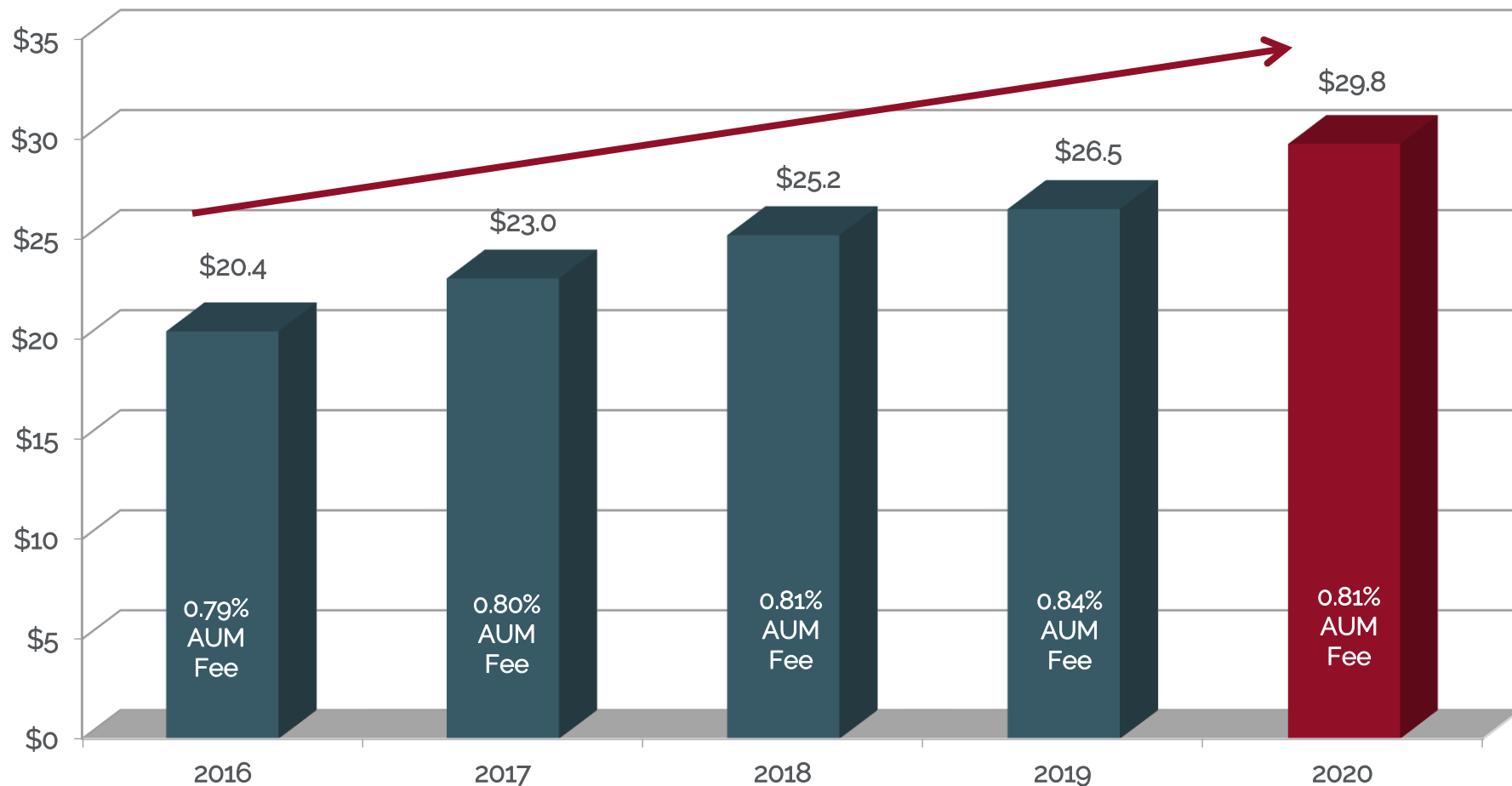


Listed as the 19th largest Independent Investment Advisor in Massachusetts by the Boston Business Journal in 2020.

Wealth Management Revenue

Dollars in millions

5-Year CAGR
(through 2020)
+9.1%



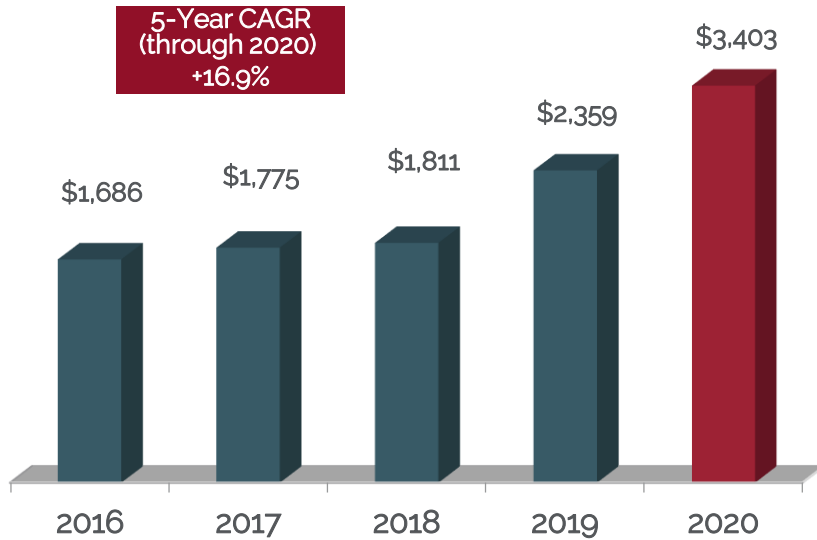
Net Client Flows

Dollars In millions

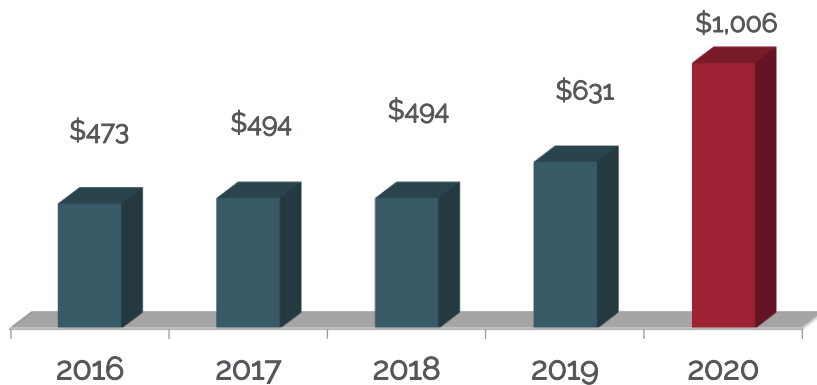
	<u>FY 2016</u>	<u>FY 2017</u>	<u>FY 2018 *</u>	<u>FY 2019</u>	<u>FY 2020</u>
Starting AUM	\$2,329	\$2,573	\$2,971	\$2,760	\$3,287
Acquired AUM**					339
Net Flows	194	74	(176)	(5)	(69)
Appreciation & Income Net of Fees	50	324	(35)	532	437
Ending AUM	\$2,573	\$2,971	\$2,760	\$3,287	\$3,994
Custody Assets	116	115	117	165	174
Total WM Assets	\$2,689	\$3,086	\$2,877	\$3,453	\$4,168

Deposit Profile

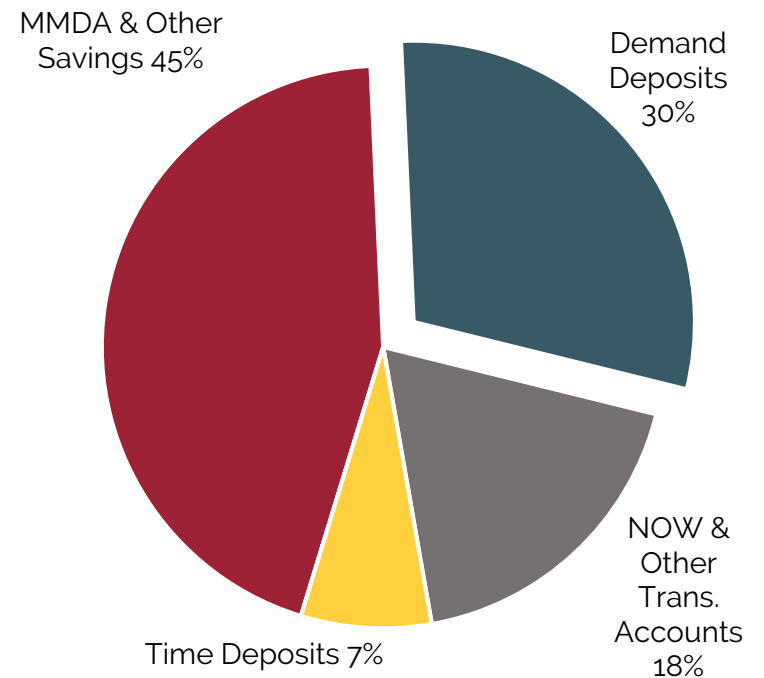
Total Deposits (\$M)



Non-Interest Bearing Deposits (\$M)



Deposit Composition

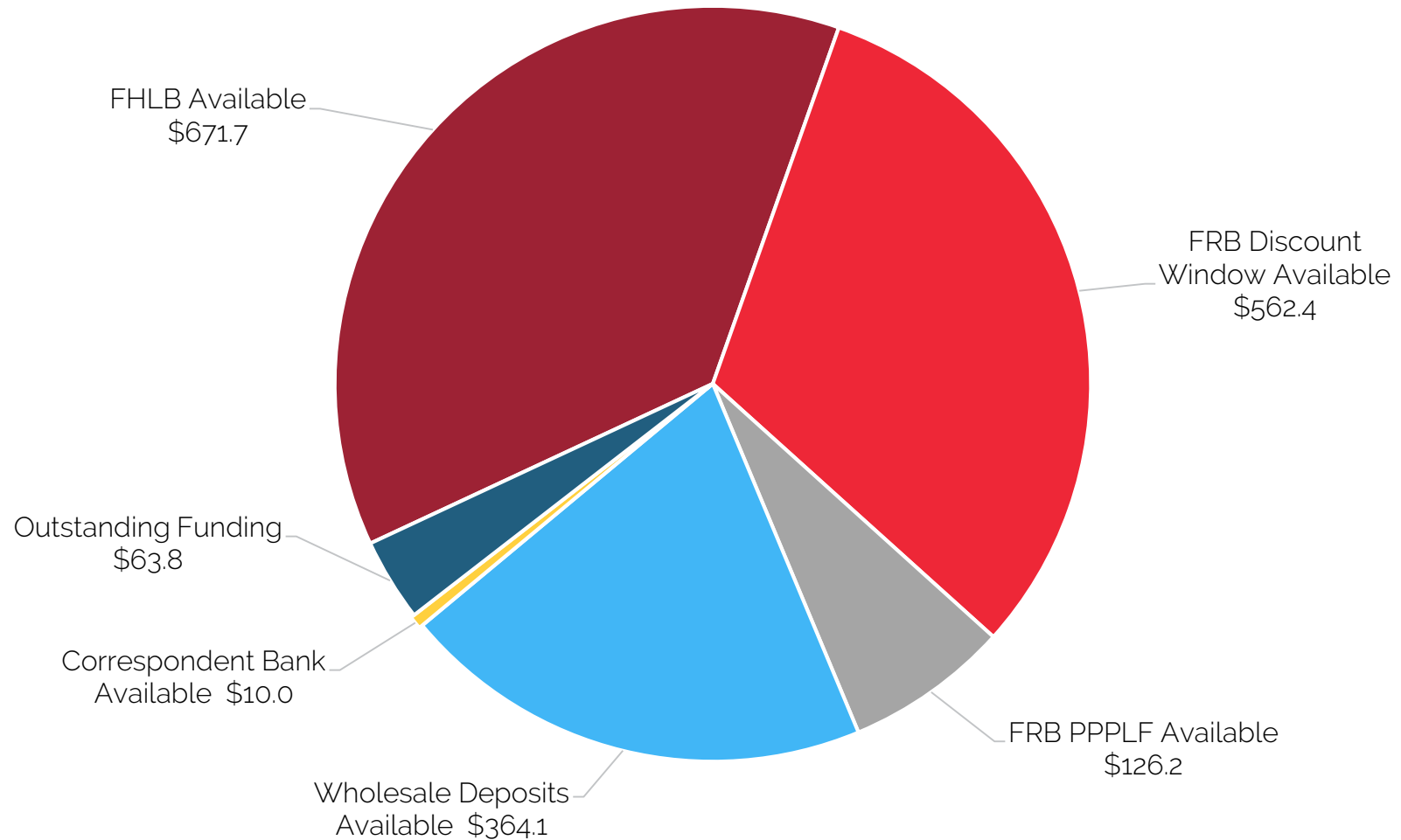


Total Deposits \$3.4 billion
 Core Deposits 93%
 Q4 2020 Avg. Cost of Deposits 0.17%
 December 31, 2020 Spot Cost of Deposits: 0.18%

Strong Liquidity Position

As of December 31, 2020

Dollars in millions





Appendix

Appendix- Organic Loan and Deposit Growth Table

Dollars In thousands

	Dec 31, 2020	Dec 31, 2019	Balance Acquired	December 2020 vs December 2019	
				Organic Growth/ (Decline) \$	Organic Growth/ (Decline) %
Loans					
Residential mortgage	\$ 1,298,868	\$ 917,566	\$ 403,855	\$ (22,553)	(2.5%)
Commercial mortgage	1,358,962	1,060,574	290,909	7,479	0.7%
Home equity	106,194	80,675	36,213	(10,694)	(13.3%)
Commercial & Industrial	223,654	133,236	106,664	(16,246)	(12.2%)
Consumer	41,769	34,677	103	6,989	20.2%
Total loans excluding PPP loans	<u>\$ 3,029,447</u>	<u>\$ 2,226,728</u>	<u>\$ 837,744</u>	<u>\$ (35,025)</u>	<u>(1.6%)</u>
PPP Loans (1)	124,201	-	32,289	91,912	—
Total loans	<u>\$ 3,153,648</u>	<u>\$ 2,226,728</u>	<u>\$ 870,033</u>	<u>\$ 56,887</u>	<u>2.6%</u>
Deposits					
Demand	\$ 1,006,132	\$ 630,593	\$ 175,912	\$ 199,627	31.7%
Interest bearing checking	625,650	450,098	49,944	125,608	27.9%
Money market	532,218	181,406	250,226	100,586	55.4%
Savings	984,262	914,499	72,700	(2,937)	(0.3%)
Core deposits	3,148,262	2,176,596	548,782	422,884	19.4%
Certificates of deposit	254,821	182,282	212,096	(139,557)	(76.6%)
Total deposits	<u>\$ 3,403,083</u>	<u>\$ 2,358,878</u>	<u>\$ 760,878</u>	<u>\$ 283,327</u>	<u>12.0%</u>



Appendix: GAAP to Non-GAAP Reconciliations

Appendix – GAAP to Non-GAAP Reconciliations

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.

<u>Operating Net Income / Operating Diluted Earnings Per Share</u>	<u>Three Months Ended</u>					<u>Twelve Months Ended</u>	
	<u>Dec 31, 2020</u>	<u>Sep 30, 2020</u>	<u>Jun 30, 2020</u>	<u>Mar 31, 2020</u>	<u>Dec 31, 2019</u>	<u>Dec 31, 2020</u>	<u>Dec 31, 2019</u>
	(in thousands, except share data)						
Net (Loss) Income (a GAAP measure)	\$ 13,014	\$ 13,429	\$ (1,716)	\$ 7,232	\$ 7,109	\$ 31,959	\$ 25,257
Add: Merger and Capital issuance expenses	581	1,168	4,366	253	841	6,368	4,721
Add: (Gain) Loss on disposition of investment securities	—	—	(69)	—	—	(69)	79
Add: Provision established for acquired Wellesley loans	—	—	8,638	—	—	8,638	—
Add: Branch and office closure expenses	1,244	—	—	—	—	1,244	—
Tax effect of non-operating adjustments ⁽¹⁾	(486)	(280)	(3,441)	(63)	(28)	(4,270)	(901)
Operating Net Income (a non-GAAP measure)	\$ 14,353	\$ 14,317	\$ 7,778	\$ 7,422	\$ 7,922	43,870	29,156
Less: Dividends and Undistributed Earnings Allocated to Participating Securities (GAAP)	(63)	(19)	(4)	(16)	(57)	(64)	(243)
Operating Income Applicable to Common Shareholders (a non-GAAP measure)	\$ 14,290	\$ 14,298	\$ 7,774	\$ 7,406	\$ 7,865	\$ 43,806	\$ 28,913
Weighted Average Diluted Shares	6,970,542	6,954,324	5,912,889	5,432,099	4,980,439	6,344,409	4,661,720
Operating Diluted Earnings Per Share (a non-GAAP measure)	\$ 2.05	\$ 2.06	\$ 1.31	\$ 1.36	\$ 1.58	\$ 6.90	\$ 6.20

(1) The net tax benefit associated with nonoperating items is determined by assessing whether each nonoperating item is included or excluded from net taxable income and applying the Company's combined marginal tax rate to only those items included in net taxable income. The tax effect for quarters ending March, June, and September 2020 have been updated to reflect the final tax deductibility for the year.

Appendix – GAAP to Non-GAAP Reconciliations

	Three Months Ended			Twelve Months Ended	
	Dec 31, 2020	Sep 30, 2020	Dec 31, 2019	Dec 31, 2020	Dec 31, 2019
	(in thousands, except share data)				
Efficiency Ratio: (1)					
Noninterest expense	\$ 27,127	\$ 25,445	\$ 21,428	\$ 98,085	\$ 78,175
Net interest and dividend income	34,081	34,962	21,608	120,233	78,696
Total noninterest income	10,802	10,933	9,933	39,525	36,401
Total revenue	\$ 44,883	\$ 45,895	\$ 31,541	\$ 159,758	\$ 115,097
Efficiency Ratio	60.44%	55.44%	67.94%	61.40%	67.92%

Operating Efficiency Ratio: (2)

Noninterest expense	\$ 27,127	\$ 25,445	\$ 21,428	\$ 98,085	\$ 78,175
Merger and capital issuance expenses (Pretax)	(581)	(1,168)	(841)	(6,368)	(4,721)
Branch and office closure expenses	(1,244)	—	—	(1,244)	—
Operating expense (a non-GAAP measure)	25,302	24,277	20,587	90,473	73,454
Total revenue	\$ 44,883	\$ 45,895	\$ 31,541	\$ 159,758	\$ 115,097
Add: (Gain) Loss on disposition of investment securities	—	—	—	(69)	79
Operating revenue (a non-GAAP measure)	\$ 44,883	\$ 45,895	\$ 31,541	\$ 159,689	\$ 115,176
Operating Efficiency Ratio (a non-GAAP measure)	56.37%	52.90%	65.27%	56.66%	63.78%

	Three Months Ended				Twelve Months Ended	
	Dec 31, 2020	Sep 30, 2020	Jun 30, 2020	Mar 31, 2020	Dec 31, 2019	Dec 31, 2019
	(in thousands, except share data)					
Operating Return on Tangible Common Equity: (3)						
Operating Net Income (a non-GAAP measure)	\$ 14,353	\$ 14,317	\$ 7,778	\$ 7,422	\$ 7,922	\$ 43,870
Average common equity	\$ 396,807	\$ 387,723	\$ 328,065	\$ 291,203	\$ 254,543	\$ 351,477
Average Goodwill and merger related intangibles	(54,941)	(55,030)	(41,240)	(34,508)	(34,597)	(46,476)
Average tangible common equity	\$ 341,866	\$ 332,693	\$ 286,825	\$ 256,695	\$ 219,946	\$ 305,001
Operating Return on Tangible Common Equity (a non-GAAP measure)	16.70%	17.12%	10.91%	11.63%	14.29%	14.38%

Operating Return on Average Assets: (4)

Operating Net Income (a non-GAAP measure)	\$ 14,353	\$ 14,317	\$ 7,778	\$ 7,422	\$ 7,922	\$ 43,870	\$ 29,156
Average assets	\$ 3,947,041	\$ 3,990,764	\$ 3,296,082	\$ 2,848,101	\$ 2,868,156	\$ 3,523,249	\$ 2,600,316
Operating Return on Average Assets (a non-GAAP measure)	1.45%	1.43%	0.95%	1.05%	1.10%	1.25%	1.12%

(1) The efficiency ratio represents noninterest expense as a percentage of the sum of net interest income and noninterest income. (2) Operating efficiency ratio represents operating expense as a percentage of operating income. (3) Operating return on tangible common equity represents operating net income as a percentage of average tangible common equity. Operating income for the quarters ending March, June, and September 2020 have been updated to reflect the final tax deductibility for the year. (4) Operating return on average assets represents operating net income as a percentage of average assets. Operating income for the quarters ending March, June, and September 2020 have been updated to reflect the final tax deductibility for the year.

Appendix – GAAP to Non-GAAP Reconciliations

	<u>Dec 31, 2020</u>	<u>Sep 30, 2020</u>	<u>Dec 31, 2019</u>
	(in thousands, except share data)		
<u>Tangible Common Equity:</u>			
Shareholders' equity (GAAP)	\$ 401,732	\$ 393,073	\$ 286,561
Less: Goodwill and acquisition related intangibles (GAAP)	(54,889)	(54,980)	(34,544)
Tangible Common Equity (a non-GAAP measure)	346,843	338,093	252,017
Total assets (GAAP)	3,949,297	3,987,109	2,855,563
Less: Goodwill and acquisition related intangibles (GAAP)	(54,889)	(54,980)	(34,544)
Tangible assets (a non-GAAP measure)	<u>\$3,894,408</u>	<u>\$3,932,129</u>	<u>\$2,821,019</u>
Tangible Common Equity Ratio (a non-GAAP measure)	8.91%	8.60%	8.93%
<u>Tangible Book Value Per Share:</u>			
Tangible Common Equity (a non-GAAP measure)	\$ 346,843	\$ 338,093	\$ 252,017
Common shares outstanding	6,926,728	6,928,288	5,400,868
Tangible Book Value Per Share (a non-GAAP measure)	\$ 50.07	\$ 48.80	\$ 46.66

	<u>Three Months Ended</u>			<u>Twelve Months Ended</u>	
	<u>Dec 31, 2020</u>	<u>Sep 30, 2020</u>	<u>Dec 31, 2019</u>	<u>Dec 31, 2020</u>	<u>Dec 31, 2019</u>
	(in thousands)				
<u>Operating Pre-Tax Pre-Provision (PTPP) Income (5)</u>					
Income before income taxes (GAAP)	\$ 17,876	\$ 18,450	\$ 9,782	\$ 43,363	\$ 33,918
Add: (Release of) Provision for Credit Losses (GAAP)	(120)	2,000	331	18,310	3,004
Add: Nonoperating expenses (GAAP)	1,825	1,168	841	7,612	4,721
Add: (Gain) Loss on disposition of investment securities (GAAP)	—	—	—	(69)	79
Operating PTPP Income (a non-GAAP measure)	\$ 19,581	\$ 21,618	\$ 10,954	\$ 69,216	\$ 41,722
Average assets	3,947,041	3,990,764	2,868,156	3,523,249	2,600,316
Operating PTPP Return on Average Assets (a non-GAAP measure)	1.97%	2.16%	1.52%	1.96%	1.60%



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