

CAMBRIDGE BANCORP

Parent of Cambridge Trust Company

Cambridge Bancorp (the "Company"), the parent company of Cambridge Trust Company, is based in Cambridge, Massachusetts. Cambridge Trust Company is a 129-year-old Massachusetts chartered commercial bank with approximately \$2.9 billion in assets and a total of 16 banking offices in Massachusetts and New Hampshire. Cambridge Trust Company is one of New England's leaders in private banking and wealth management with \$3.5 billion in client assets under management and administration. The Wealth Management group maintains offices in Boston, Massachusetts; Concord, Manchester, and Portsmouth, New Hampshire.

During 2019, the Company successfully completed its merger with Optima Bank & Trust Company, and on December 5, 2019, Cambridge Bancorp and Wellesley Bancorp, Inc. ("Wellesley") entered into an agreement to merge in an all stock transaction, which is anticipated to close during the second quarter of 2020.

2019 Financial Highlights

For the year ended December 31, 2019, net income of \$25.3 million increased by \$1.4 million, or 6%, as compared to net income of \$23.9 million for the year ended December 31, 2018. Operating net income was \$29.2 million, or \$6.20 per share for the year ended December 31, 2019, an increase of \$5.1 million, or 21%, as compared to \$24.0 million, or \$5.80 per share for the year ended December 31, 2018.

2019 Highlights Compared to 2018:

- Revenue of \$115.1 million, an increase of 19%
- Wealth Management AUM & AUA growth of \$576.2 million, or 20%
- Organic loan growth of \$191.6 million, or 12%
- Organic core deposit growth of \$172.0 million, or 10%

Net interest and dividend income before provision for loan losses increased by \$15.1 million, or 24%, to \$78.7 million, as compared to \$63.6 million for the year ended December 31, 2018. Noninterest income was 32% of total revenue for the year ended December 31, 2019. Wealth Management revenue increased by \$1.3 million, or 5.2%, for the year ended December 31, 2019, as compared to the year ended December 31, 2018, due to higher average assets under management during the period. Wealth management assets under management and administration were \$3.5 billion as of December 31, 2019, as compared to \$2.9 billion as of December 31, 2018.

Operating Net Income ^(*) (in thousands)

2016	\$16,896
2017	\$18,685 ^(*)
2018	\$24,024 ^(*)
2019	\$29,156 ^(*)

Total Assets (in thousands)

2016	\$1,848,999
2017	\$1,949,934
2018	\$2,101,384
2019	\$2,855,563

Operating Diluted Earnings Per Share ^(*)

2016	\$4.15
2017	\$4.55 ^(*)
2018	\$5.80 ^(*)
2019	\$6.20 ^(*)

* See GAAP to Non-GAAP Reconciliation

Select Financial Information (as of 12/31/2019)

Total Assets	\$2.9 billion
Operating Net Income	\$29.2 million ^(*)
Assets Under Management and Administration	\$3.5 billion
Total Loans	\$2.2 billion
Total Deposits	\$2.4 billion
Noninterest Income	32% of total revenue

Stock Information (as of 12/31/2019)

NASDAQ	CATC
Stock Price	\$80.15
Market Cap	\$432.9 million
Shares Outstanding	5.4 million

Leadership Team

Denis K. Sheahan

Chairman
Chief Executive Officer

Mark D. Thompson

President

Daniel R. Morrison

CEO, NH Market

Michael F. Carotenuto

Senior Vice President,
Chief Financial Officer &
Corporate Secretary

Martin B. Millane, Jr.

Executive Vice President
Chief Lending Officer

Kerri A. Mooney

Senior Vice President
Director of Private Banking Offices

Puneet Nevatia

Senior Vice President
Chief Information Officer

Jennifer A. Pline

Executive Vice President
Head of Wealth Management

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, MA	Portsmouth, NH (2)
Boston, MA (2)	North Hampton, NH
Cambridge, MA (4)	Stratham, NH
Concord, MA	Bedford, NH
Lexington, MA	Dover, NH
Weston, MA	

Wealth Management

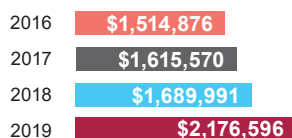
Boston, MA (2)
Concord, NH
Manchester, NH
Portsmouth, NH

Drivers of Success

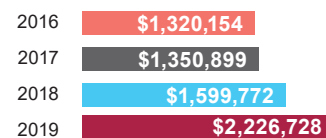
Cambridge Bancorp has a track record of increased earnings and building franchise value over the long term. Our key attributes include:

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

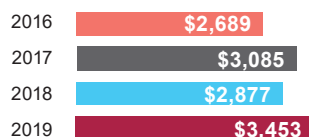
Core Deposits (in thousands)



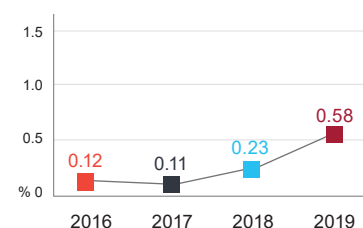
Total Loans (in thousands)



Assets Under Management and Administration (in millions)



Cost of Core Deposits



GAAP to Non-GAAP

Use of Non-GAAP Financial Measures (Dollars in thousands except per share data)

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.

	For the Year Ended December 31,	
	2019	2018
Net Income (a GAAP measure)	\$ 25,257	\$ 23,881
Add: Merger Expenses (Pretax)	4,721	201
Add: (Gain)/loss on disposition of investment securities	79	(2)
Tax effect of Merger and Capital Raise Expenses, and Gain (loss) on disposition of investment securities ⁽¹⁾	(901)	(56)
Operating Net Income (a non-GAAP measure)	\$ 29,156	\$24,024
Less Dividends and Undistributed Earnings Allocated to Participating Securities (GAAP)	(243)	(239)
Operating Income Applicable to Common Shareholders (a non-GAAP measure)	\$ 28,913	\$ 23,785
Weighted Average Diluted Shares	4,661,720	4,098,633
Operating Diluted earnings per share (a non-GAAP measure)	\$ 6.20	\$ 5.80

(1) The net tax benefit associated with noncore items is determined by assessing whether each noncore 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.