

Our merger is approved! Here's what it means for you.

April 22, 2019

Dear Optima Bank & Trust Client,

We are pleased to inform you that the previously announced merger between Optima Bank & Trust (Optima) and Cambridge Bancorp (NASDAQ: CATC), parent company of Cambridge Trust, closed on April 17, 2019.

Both Optima's Board of Directors and management team believe joining forces with Cambridge Trust preserves the strengths of Optima Bank, while providing an enhanced private banking and wealth management experience for both personal and business clients. In addition to the full suite of deposit and lending services that you currently enjoy, you will benefit from:

- **A full range of wealth management capabilities**, including wealth planning, investment management, and trust and estate services
- **More capabilities for business clients**, such as a higher lending capability of \$30 million (up from \$5 million), per relationship, and a robust suite of treasury management services
- **Access to additional banking offices and ATM locations** in Greater Boston later this year

Rest assured that all Optima locations will remain open. You will continue to receive exceptional personal attention for your banking needs from our locally based teams who you know and trust. Our commitment to the local communities we serve will not change.

In mid-July, your Optima account(s) will transition to Cambridge Trust. You will receive a personalized mailing in mid-June with detailed information about the transition of your account(s), online and mobile banking access, debit cards, and other important information. In the meantime, please find some frequently asked questions on the reverse side of this page.

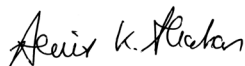
For all merger-related questions, you can call the Cambridge Trust Client Resource Center at **844-251-4244** or visit **welcome.cambridgetrust.com** for the most up-to-date information on the transition. As always, your Optima representative is available to answer any questions you may have.

We value our relationship with you and will continue to work diligently to ensure a seamless transition.

Sincerely,



Daniel R. Morrison
Chairman & Chief Executive Officer
Optima Bank & Trust



Denis K. Sheahan
Chairman & Chief Executive Officer
Cambridge Trust

Important Details

- Keep banking as you normally do.
- Your Optima account(s) will transition to Cambridge Trust over the weekend of **July 19, 2019**.
- You will receive more detailed information in **mid-June**.

Learn More



welcome.cambridgetrust.com



844-251-4244

Frequently Asked Questions

Q: Why is Optima Bank & Trust merging with Cambridge Trust?

A: Joining forces with Cambridge Trust preserves the strengths of Optima, while bringing additional private banking and wealth management services to meet our clients' needs. Cambridge Trust has been providing wealth management services in New Hampshire since 1992 and manages over \$1 billion in wealth assets in New Hampshire. Among the many benefits, this combination provides:

- **A full range of wealth management capabilities**, including wealth planning, investment management, and trust and estate services
- **More capabilities for business clients**, such as a higher lending capability of \$30 million (up from \$5 million), per relationship, and a robust suite of treasury management services
- **Access to additional banking offices and ATM locations** in Greater Boston later this year

Q: Who is Cambridge Trust?

A: Founded in 1890, Cambridge Trust is a stable, financially strong institution and one of New England's leaders in private banking and wealth management. Since 1992, Cambridge Trust has been providing wealth management services from its three locations in New Hampshire and manages over \$1 billion in client assets in New Hampshire. As of December 31, 2018, Cambridge Trust had \$2.1 billion in total assets and \$2.8 billion of wealth management assets under management. Cambridge Trust is publicly traded on NASDAQ under the symbol CATC.

Q: Where is Cambridge Trust located?

A: Cambridge Trust has ten private banking offices and ATMs in Greater Boston and four wealth management offices in Boston, Massachusetts; and Concord, Manchester, and Portsmouth, New Hampshire. Like Optima, Cambridge Trust believes that exceptional client service and local decision-making are key differentiators that will continue post-merger.

Q: What will the new bank be called?

A: The Optima Bank & Trust brand will become Cambridge Trust to enable the combined organization to serve clients under one name, one brand.

Q: What changes will I see as a result of the merger?

A: In addition to the name change, we will be transitioning Optima accounts to Cambridge Trust's systems over the weekend of July 19, 2019. You will receive additional information about this transition as well as other important information by mail in mid-June.

Q: What's not changing?

A: A primary goal of the merger is to build upon Optima's past success. All of Optima's six offices will continue to be staffed by the same familiar banking professionals you have come to know and trust. And our commitment to the local communities we serve will not change.

Q: Where can I learn more about the merger?

A: In mid-June, you will receive a personalized mailing about your specific account(s), online and mobile banking access, debit cards, and other information. For merger-related information, please visit **welcome.cambridgetrust.com** where you can find updates about our progress or call Cambridge Trust's Client Resource Center at **844-251-4244**.

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