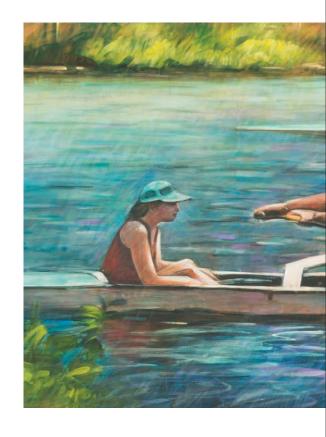


The Power of Teamwork

Enterprise Bancorp, Inc.

parent company of Enterprise Bank

2014 Annual Report

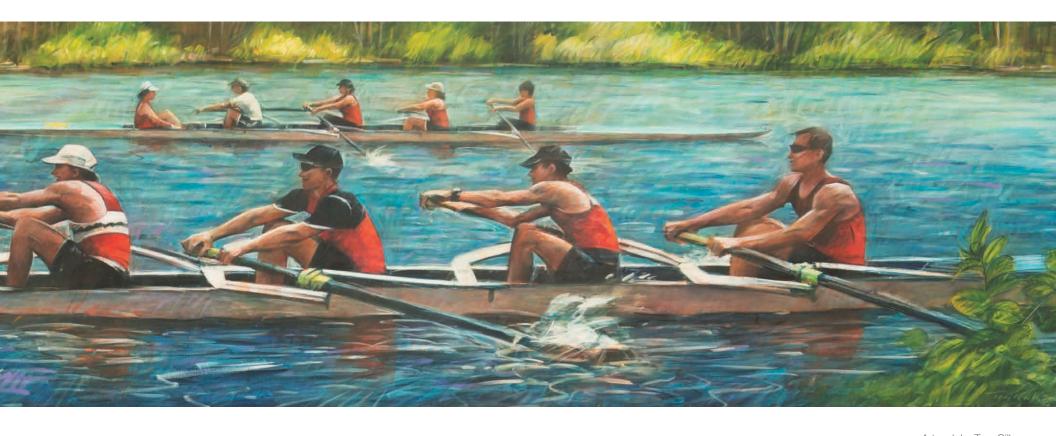


#### About the Artwork

As part of Enterprise Bank's passionate commitment to the cultural and arts community, we have purchased or commissioned dozens of pieces of artwork from local artists to provide stunning visual interpretations of our mission and purpose statement in our corporate office and branches. We commissioned local artist Tom Gill to create a painting representing teamwork, one of our core values at Enterprise Bank. According to the artist, "Scull Boats on the Merrimack" (pictured at right) embodies the "energy and power of people united and working together towards a common goal."

#### About Our Team

We care deeply about and take great pride in our Enterprise Bankers, whose energy, desire, talent, and respect and caring for each other are the keys to our success. We work as a family, drawing together on our strength and respect for one another, enabling us to differentiate ourselves through our customer service, energy, passion, and leadership. Being an Enterprise Bank family member means being united by our core values and principles, having a deep sense of compassion and trust for each other, and making a difference in the lives of our customers, our communities, and our shareholders.



Artwork by Tom Gill

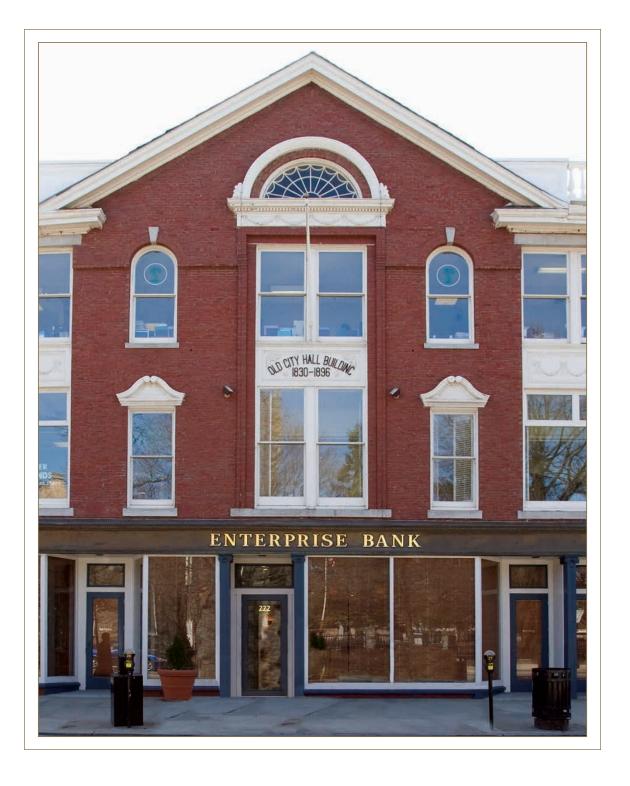
"Where is the spiritual value of rowing?...The losing of self entirely to the cooperative effort of the crew as a whole."

-The Boys In the Boat

George Yeoman Pocock was a leading designer and builder of racing shells in the 20th Century. Pocock-built shells began to win U.S. Intercollegiate Rowing Association championships in 1923. He achieved international recognition by providing the eight-oared racing shells which won gold medals in the 1936 Summer Olympics with a crew from the University of Washington.

## Table of Contents

Letter from the Chairman, CEO, and President	3
Selected Financial Data	7
Celebration of Excellence	8
Our Stories	9
Life Alive	10
The Happy Chocolatier	12
Lowell Community Charter Public School	14
Chelmsford Housing Authority	16
Silverio Insurance	18
Merrimack Valley YMCA	20
American Laboratory Products Company	22
Simply Khmer	24
Keystone Builders	26
PRG (Persian Rug Gallery)	28
Fitchburg Art Museum	30
Branch Locations & Board of Directors	32



## Dear Friends

While we have made remarkable advances since Enterprise Bank was founded, our foundation has remained the same—our core values, pride and pursuit of excellence, long-term focus, and deep sense of mission and purpose. Throughout our 26-year history, we have consistently outperformed the banking industry, which we believe is a direct result of our passion and dedication for putting our employees, customers, and communities first, creating tremendous value for these stakeholders and for our shareholders.

Enterprise Bank offers a differentiated value proposition to our customers in many ways. We offer products, technology, and services that are comparable to, and in many cases surpass, those of the large megabanks. Enterprise Bankers have authentic passion and purpose to provide solutions that meet each customer's unique needs. Most importantly, Enterprise Bank is a truly authentic community bank that cares deeply for our employees, customers, and communities.

Banking industry experts consider banks in the \$2 billion—\$10 billion asset size to be in the "sweet spot," the size where a progressive bank can have large bank products, services, and capabilities while also operating as a local community bank. The large regional, national, and international banks may have a strong product offering, but they fall short in their understanding of customer and

community needs and their ability to act quickly and effectively. While local banks may have a strong focus on the community, most have not developed their commercial lending, technology, mobile and electronic banking, wealth management and insurance offerings. At Enterprise Bank, unlike most banks, we excel at both. The combination of our state-of-the-art products, technology, and services, delivered at a high service level by bankers who truly care about their customers' and communities' well-being, truly separates Enterprise Bank from other banks and financial institutions.

## Exceptional Products, Technology, Services, and Customer Focus

Very few banks, of any size, have the capabilities that we have in commercial lending, mobile and digital banking, cash management, wealth management, trust services, insurance services, mortgage lending, and personal banking services. Our overall capabilities, as well as our relentless focus and investment in technology—including in mobile and digital banking products—give our customers banking options that are highly sophisticated and advanced.

We combine our state-of-the-art capabilities with customer focus and five-star service from our Enterprise Bankers, who excel in understanding both our products and our customers. We are committed to exceeding customer expectations by developing

strong and trustful relationships and creating memorable and personal experiences. We work diligently each day to earn our customers' trust. With all decisions being made locally, Enterprise Bank as a true community bank is highly nimble and responsive.

Our customers know that we truly value and care about them, and they recognize the level of personal attention, service, and accessibility they would not get elsewhere. Our focus on each customer's unique needs is demonstrated in the testimonials that are contained in this annual report.

# Unwavering Support for Our Community

We will always be a community bank. While some in the banking industry define a community bank as a bank with less than \$10 billion in assets or fewer than 75 branches, we believe that being a community bank has little to do with size and more to do with culture and how a bank operates. Businesses, non-profit organizations, and individuals want a bank that knows them, understands their needs, is responsive, communicates proactively, acts as a trusted advisor, and gives back to their communities.

As a truly authentic community bank, we take very seriously our pledge to make a positive difference in our communities; we would not be a community bank otherwise. Enterprise, as a bank, and our employees as individuals, are deeply entrenched

in the communities we serve, providing extensive participation and leadership in non-profit organizations, committing to a high level of charitable giving, and building positive and supportive business relationships with non-profit organizations. We give back significantly to our communities because it is the right thing to do and because we understand the vital importance of non-profit organizations to our communities' success. We are proud to say that we believe our communities are significantly enriched because of Enterprise Bank.

#### 2014 Financial Results

In 2014 we reported the following increases: net income increased by 8%; loans by 10%; deposits (excluding brokered deposits) by 6%; and total assets by 9%. Over the last 20 years, our compounded average annual asset growth rate has been in excess of 10% with most individual year's growth approximating 10%, which is extraordinary and highly consistent long-term organic growth.

#### Enterprise Today—and Tomorrow

As of December 31, 2014, we surpassed \$2 billion in assets and \$2.75 billion in total assets under management. We also celebrated our 101st consecutive quarter of profitability, reported our 25th consecutive profitable year, and increased our dividend for the 23rd consecutive year since we started paying a dividend in 1992. Since

Enterprise Bank was founded in 1988, we have reported a cumulative net income of \$150 million, paid \$43 million in dividends (of which \$15.3 million has been reinvested and \$27.7 million has been paid in cash), and we have originated more than \$6 billion in loans in our communities. Since we opened our doors our purpose to create success for businesses, non-profit organizations, communities, and people, and to play a vital role in stimulating our region's economy and communities has never wavered.

As we continue to grow, we will continue to better ourselves and always measure ourselves in terms of superlatives. We will always remain true to our founding purpose, mission and responsibility as a local, independent community bank.

#### Thank You

We are fortunate to have financial stability and a consistently growing company, and we are fortunate to be "just the right size." Most of all, we are fortunate to have an incredibly dedicated and passionate team of 480 Enterprise employees and directors. While we have made incredible strides and reached many significant milestones in our first 26 years, the future for Enterprise Bank has never been more exciting. On behalf of the Enterprise Bank team, we would like to express our deepest and most sincere appreciation to each of you—our shareholders, customers and communities—for the trust and confidence you have placed in us.

#### 2014 Highlights

- » Increased net income by 8%; loans by 10%; deposits (excluding brokered deposits) by 6%; and total assets by 9%.
- » Reached over \$2 billion in assets and recorded our 101st consecutive quarter of profitability as of December 31, 2014.
- » Increased personal mobile banking usage by 27%, from 41% in 2013 to 68% in 2014.

- » Deposited 12,959 checks through our mobile deposit application, up 56% from 2013.
- » Deposited over 1.1 million checks through our remote deposit scanners. Combined with the mobile app deposits, this accounts for 37% of all check deposits with the bank.
- » Awarded, for the third time, the SBA 504 Lender of the Year Award for the State of New Hampshire.
- » Recognized for the second consecutive year as one of the top-performing small-capitalization banks in the nation by investment banking firm Sandler O'Neill & Partners, achieving "All Star" status (among only 10 of 443, or the top 2.5% of banks evaluated).
- » Recognized by *The Boston Globe* as one of the 2014 Top Places to Work in Massachusetts (#6 among large-sized companies).

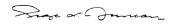


Richal W. man

Richard W. Main. President

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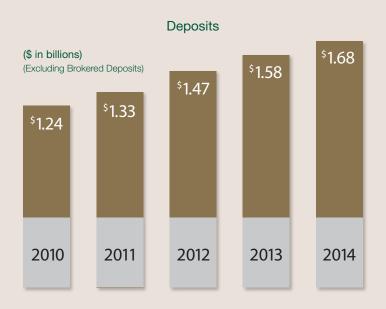
Jack Clancy, Chief Executive Officer

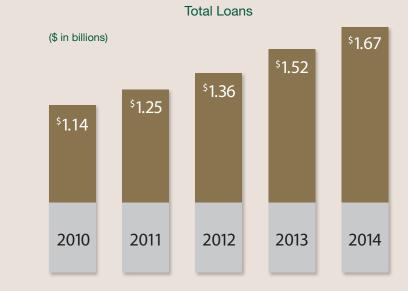


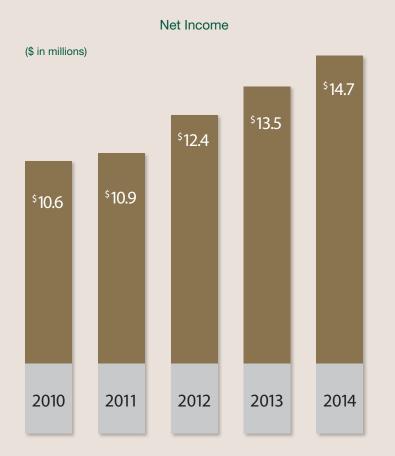
George L. Duncan, Founder and Chairman

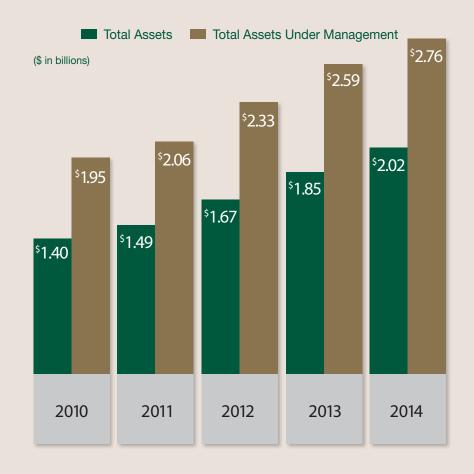
#### 2014 Highlights (continued)

- » Elected two highly respected business leaders to the Board of Directors: Mary Jane King of Nashua, NH, President of the Conway Management Company; and Luis M. Pedroso of Hampton, NH, Co-Founder, President, and CEO of Accutronics, Inc. and the Founder and former President and CEO of Qualitronics, Inc.
- » Expanded language options on select ATMs to include Khmer.
- » Hosted our 5th Celebration of Excellence with close to 2,000 people in attendance (see page 8).
- » Expanded our Lowell office headquarters with the addition of 20,000 square feet at 18 Palmer Street, including office space, training rooms, and a Community Room.
- » Implemented a direct stock purchase plan in which shares of Enterprise Bancorp, Inc. can be purchased directly from Enterprise.
- » Celebrated the 10th Anniversary of our Salem and Andover branches and the 15th Anniversary of our Westford branch.









#### Selected Financial Data

Years Ended December 31

Toda Endod Bodombol o I		2014		2013		2012		2011		2010
EARNINGS DATA				{dollars	in thousa	ands, except pe	r share o	data}		
Net interest income	\$	71,230	\$	65,791	\$	61,910	\$	58,326	\$	54,971
Provision for loan losses		1,395		3,279		2,750		5,197		5,137
Net interest income after provision for loan losses		69,835		62,512		59,160		53,129		49,834
Non-interest income		12,813		12,553		11,939		11,151		10,594
Net gains on sales of investment securities		1,619		1,239		236		791		875
Non-interest expense		62,031		55,824		52,612		48,966		45,589
Income before income taxes		22,236		20,480		18,723		16,105		15,714
Provision for income taxes		7,585		6,951		6,348		5,161		5,074
Net income	\$	14,651	\$	13,529	\$	12,375	\$	10,944	\$	10,640
COMMON SHARE DATA										
Basic earnings per share	\$	1.45	\$	1.37	\$	1.29	\$	1.16	\$	1.15
Diluted earnings per share		1.44		1.36		1.28		1.16		1.15
Book value per share at year end		16.35		15.14		14.42		13.45		12.56
Dividends paid per share	\$	0.48	\$	0.46	\$	0.44	\$	0.42	\$	0.40
Basic weighted average shares outstanding		10,118,762		9,862,678		9,586,783		9,401,714		9,216,524
Diluted weighted average shares outstanding		10,209,243		9,950,609		9,660,676		9,445,725		9,221,257
VEAR FAIR RALANCE CLIFFT AND OTLIFR DATA										
YEAR END BALANCE SHEET AND OTHER DATA	Φ	0.000.000	Φ	1 040 005	Φ	1 665 706	Φ	1 400 160	Φ	1 007 001
Total assets Loans serviced for others	\$	2,022,228 64,122	\$	1,849,925 72,711	\$	1,665,726 75,854	\$	1,489,163 67,367	\$	1,397,321 63,807
				667,330		75,654 592,355				493,078
Investment assets under management	\$	674,604 2,760,954	\$	2,589,966	\$	2,333,935	\$	505,163 2,061,693	\$	1,954,206
Total assets under management	Φ	2,760,954	Φ	2,009,900	Φ	2,333,930	Φ	2,001,093	Φ	1,954,206
Total loans	\$	1,672,604	\$	1,524,056	\$	1,359,655	\$	1,245,428	\$	1,136,938
Allowance for loan losses		27,121		26,967		24,254		23,160		19,415
Investment securities		245,065		215,369		184,464		140,405		142,060
Interest-earning deposits and fed funds		10,102		12,371		14,728		8,900		28,711
Deposits (including brokered deposits)		1,768,546		1,635,992		1,475,027		1,333,158		1,244,071
Borrowed funds		58,900		36,534		26,540		4,494		15,541
Junior subordinated debentures		10,825		10,825		10,825		10,825		10,825
Total stockholders' equity		166,950		151,334		139,549		127,448		116,673
RATIOS										
Return on average total assets		0.76%		0.78%		0.78%		0.75%		0.78%
Return on average stockholders' equity		9.20%		9.32%		9.27%		8.98%		9.42%
Allowance for loan losses to total loans		1.62%		1.77%		1.78%		1.86%		1.71%
Stockholders' equity to total assets		8.26%		8.18%		8.38%		8.56%		8.35%
Dividend payout ratio		33.10%		33.58%		34.11%		36.21%		34.78%
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# Enterprise Bank's Celebration of Excellence

On November 12, 2014, Enterprise Bank celebrated our fifth Celebration of Excellence, a special event to thank and honor those remarkable entrepreneurs, organizations, and community, education, and business leaders who make our world and communities a better and more vibrant place to live, work, and visit. The 2,000 guests who attended the ceremony at the Lowell Memorial Auditorium were inspired by stories of the honorees' dedication, perseverance, and triumph over adversity, and by the incredibly moving keynote address by Sal Giunta, the first living Medal of Honor recipient since Vietnam.

These honorees are not seeking recognition and they know that creating success is its own reward, but it is our honor and privilege to provide them with the public recognition they so richly deserve. It is just another way Enterprise Bank is supporting and giving back to the communities that we call home.

# We extend our sincere congratulations and appreciation to the 2014 Celebration of Excellence Award recipients.



Parlee Farms
Tyngsboro, MA

Corporate Philanthropy Howell Custom Building Group Lawrence, MA

#### Non-Profit of the Year Catie's Closet Dracut, MA

Groundwork Lawrence Lawrence, MA

Community Service
Dr. John Mulqueen
Gardner, MA

## Entrepreneur of the Year Nancy Chippendale

Nancy Chippendale's Dance Studios North Andover, MA

#### Educator of the Year Rebecca Duda

Justus C. Richardson Middle School Dracut, MA











#### George L. Duncan Award of Excellence

Joe Faro, Tuscan Brands, Salem, NH Dorcas Grigg-Saito, Lowell Community Health Center, Lowell, MA



At Enterprise Bank, we measure our success not by numbers and transactions, but by the success of our clients and by the long-lasting relationships we build, the communities and lives we influence, and the dreams we help fulfill.

In the following pages, we invite you to experience
Enterprise Bank through the stories of those who know us best: our clients

# An Entrepreneurial Spirit



Life Alive, an "Urban Oasis & Organic Café" founded in Lowell in 2004, has a mission to renew people's energy and connection to life by soulfully serving delicious, organic, healing food in an inspiring environment that honors local artisans, the community, and the global ecology. With the success of the Lowell location—which also sells organic body care, essential oils, and supplements, in addition to great food and drinks—owner Heidi Feinstein opened a second café in Cambridge in 2010 and a third in Salem, MA in 2012. Her vision for growth includes a plan to expand across the country, with Enterprise Bank by her side.





"From day one, Enterprise Bank has been on my side as an advisor and partner, enabling me to reach my business and personal goals. They care about me and they care about my success. I choose to bank with Enterprise because we are both mission-driven enterprises, with a vision to make a difference and have a positive social impact in the communities we serve."

Heidi Feinstein, Founder and CEO
 Life Alive, locations in Lowell,
 Cambridge, and Salem, MA

"From the first moment we heard the concept and vision for growth for Life Alive, Enterprise Bank has been there every step of the way, providing the commercial lending, cash management services, and financial advice to help Heidi develop and grow her business and achieve her dreams."

– Maria Lobao, Branch Relationship Manager, VPEnterprise Bank

# Champion of Small Business



The Happy Chocolatier, founded in 2011, is comprised of a retail shop, a corporate gift program, and a wholesale business. The retail shop in Acton, MA sells a variety of hand-crafted, fine chocolates and ice cream, and manufactures select confections on site. The corporate gift program provides a wide range of gifts to area businesses, from event favors to large gift baskets. The wholesale business makes its signature confections, Cubze, available to gift shops, florists, small grocery stores and pharmacies, and specialty food and wine shops. The company is known for its signature Cubze, unique truffles coated in chocolate and hand foiled with an inspirational message about happiness.

"At Enterprise Bank, it is an important part of our mission to provide responsive, efficient, and convenient banking services to the small businesses we serve, helping them to meet their goals and achieve success."

Wendy Baker, Branch Relationship Manager, VPEnterprise Bank





"We may be a small startup business, but at Enterprise Bank we are treated the same as a multi-million dollar account. Their professionalism and attention to detail give me a high level of confidence in their team."

—Paul McMahon, Co-FounderThe Happy Chocolatier, Acton, MA



# Celebrating Vision and Mission



The Lowell Community Charter Public School has a mission to graduate creative, confident and independent thinkers, global citizens, and leaders who give back to their community. The school serves 750 students from kindergarten to seventh grade, with a majority of low-income, minority students whose first language is not English. Since the state nearly closed the school four years ago due to low MCAS scores, the school has achieved a Level 1 status three years in a row, with MCAS scores meeting and exceeding those of peers across the state. The Level 1 designation is reserved for state schools that meet targeted goals, the highest classification level that only 26% of all schools reached this year.

"Our partnership with Enterprise Bank has been critical to our school's success. All banks deal with numbers and dollars, but Enterprise Bank grasps and celebrates the vision and mission our dollars are trying to fulfill. They know us, they visit the school regularly, and they consistently help us make good decisions to ensure our school's success and future."

Kathy Egmont, Head of SchoolLowell Community Charter Public School, Lowell, MA

"We understand and appreciate the importance of a generous and competitive benefits plan in attracting and retaining the highest quality teachers and staff. It is our responsibility and privilege to support the tremendous success of the Lowell Community Charter Public School by creating a specialized benefits package that maximizes their resources and achieves the best return on their investment."

Jim Moriarty, Senior Vice President
 Enterprise Insurance Services/HUB International New England, LLC





# Exceeding Expectations

The Chelmsford Housing Authority (CHA), and its affiliate non-profit CHOICE, Inc., is dedicated to meeting the needs of the elderly, veterans, disabled and families in need of affordable housing. Supportive services tailored to the needs of each group are considered of the utmost importance. Families are offered support to continuously improve themselves, achieve self-sufficiency, and eventually move towards homeownership. The disabled are directed to the appropriate local services in order to meet their individual needs. In addition to financial services, Enterprise Bank supports CHA through charitable donations, volunteering, and leadership support on CHA's Board of Commissioners.



Pictured: Connie Donahue, Deputy Director and David Hedison, Executive Director



"For more than a decade, Enterprise Bank has been a true partner in serving our community, going well beyond what many would consider traditional banking services to make sure we can fulfill our mission of providing a safe, affordable place for our families, veterans, and seniors to live."

David Hedison, Executive Director
 Chelmsford Housing Authority, Chelmsford, MA

"Enterprise Bank has been privileged to work with the Chelmsford Housing Authority for more than 15 years, providing the responsive and competitive commercial and construction lending services they need to best serve their clients and community."

Denise Marcaurelle, Regional Manager, SVPEnterprise Bank



Pictured: Julia Silverio, Principal; Evan Silverio, Marketing Director; and Dario Silverio, Vice President



# Leading-Edge Technology

Silverio Insurance is an independent insurance agency that has served the Lawrence community and the surrounding areas for more than 30 years, offering competitive rates customized for individual needs. In addition to Massachusetts, the agency is licensed to serve communities in Connecticut, New Hampshire and Rhode Island. Owner Julia Silverio, who founded the agency out of her home in 1984, has been honored in the community as an entrepreneur for outstanding growth and service to the Latino population.

"We work to provide Silverio Insurance with quality service, leading-edge technology, and flexible financing solutions to enable them to thrive in the fast-paced insurance industry."

—Andrew Santos, Commercial Lending Officer, AVP Enterprise Bank

"There is a real misconception that the bigger banks provide better technology. Enterprise Bank is constantly updating and enhancing their technology to be equal to or even better than what bigger banks are offering. This is incredibly valuable and convenient for us as a small business. And no one can beat Enterprise for their customer service."

Evan Silverio, Marketing Director
 Silverio Insurance, Lawrence, MA



#### Enterprise Bank

Richard Chávez, Commercial Lending Officer, VP Danissa Lembert, Branch Relationship Manager Andrew Santos, Commercial Lending Officer, AVP



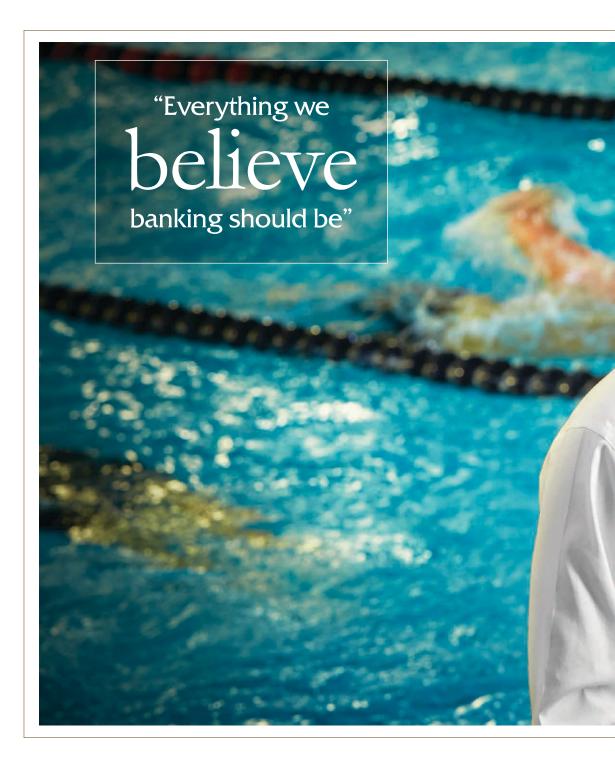
"We are proud to support the Merrimack Valley YMCA's vision by providing the commercial lending, cash management, and deposit services customized to meet their financing needs, both in the present and in the future."

—Arthur Santos, Senior Commercial Lending Officer, SVP Enterprise Bank

"Enterprise Bank is a trusted and trustworthy financial partner.

They represent everything we believe banking should be: flexible, creative solutions, a deeply personal relationship, and a strong commitment to community."

Stephen Ives, President & CEOMerrimack Valley YMCA





## Flexible, Creative Solutions

#### The Merrimack Valley YMCA—

comprised of facilities in Andover/North Andover, Lawrence, and Methuenstresses personal growth, teamwork, fair play, participation and fun in all YMCA programs. The Andover/North Andover YMCA, which serves 8,000 members, is currently undergoing a \$21 million expansion to double the existing facility space and feature a number of enhancements, including a new childcare development center, an expanded aquatics facility, active living center for older adults, expanded wellness center, an active learning center and a rehabilitation center operated by Lawrence General Hospital. The expansion is being financed through fundraising and tax-exempt bond financing provided by Enterprise Bank.



Pictured: Stephen Ives, President & CEO

"We choose Enterprise Bank because they are dependable, local, and they listen carefully to our needs and respond with meaningful solutions customized for us. They are a great partner for small business and consistently deliver on what they promise."

Richard Conley, Jr., CEOAmerican Laboratory Products Company Salem, NH

"Enterprise Bank is pleased to provide ALPCO with the cash management, deposit services, and lending solutions to help meet their short-term and long-term goals, from their day-to-day cash flow to their growth plan for the future."

—Dwight Feeney, Commercial Lending Officer, AVPEnterprise Bank



Pictured: Richard Conley, Jr., CEO and Sean Conley, President



# Delivering on Our Promise



# American Laboratory Products Company (ALPCO) in Salem, NH specializes in developing and producing high-quality immunoassay testing kits used for medical research in both biopharma and academic settings. Originally focused on just the endocrinology sector, the company has expanded to numerous other medical fields, including immunology and diabetes and obesity research. ALPCO, which represents more than 60 collaborating partners from around the globe, is in the process of acquiring a new facility in the Salem Industrial Park, to be financed by Enterprise Bank.

# Focus on the Customer

Simply Khmer Restaurant in Lowell offers the finest Cambodian cuisine in a cozy environment. Opened in 2008 by owners Sam Neang and Denise Ban, the restaurant features fresh ingredients from local Cambodian markets to produce the most flavorful and attractive dishes. Along with Enterprise Bank, Sam and Denise were among the first to step up to support families displaced by a tragic Branch Street fire in July 2014, preparing and delivering authentic Cambodian meals for the fire victims at their hotels.

"People who say all banks are the same don't know Enterprise Bank. We feel like we are part of a family."

Denise Ban and Sambath Neang, OwnersSimply Khmer, Lowell, MA





# Earning Our Customers' Loyalty



**Keystone Builders** is a diversified builder/developer of residential communities and commercial developments throughout New Hampshire and Massachusetts, earning a reputation for attention to detail and design over 30 years in the construction industry. Keystone has also earned a reputation for giving back to the community. Recently, owner Bob MacCormack and Keystone Builders provided probono renovations to a meeting house on the property of Ironstone Farm in Andover, MA a non-profit that Enterprise Bank supports and introduced to them.

"Enterprise Bank has earned my loyalty. Through every cycle of our business—the growth periods, success periods, down cycles—the one constant is Enterprise Bank, right there looking after my needs. From day-to-day operations to long-term growth, they are a loyal partner, a trusted friend, and a great example of how to succeed in business while giving back to the community."

Robert MacCormack, Owner and Founder Keystone Builders, Billerica, MA







- "By listening and understanding the specific needs of each project, we customize our diverse commercial and construction lending products to give Keystone Builders the exact lending solution that best fits those needs at that time."
- Mark Owen, Commercial Lending Officer, VPEnterprise Bank

Pictured: Steve MacCormack, Keystone Builders

# Exceptional Banking Services

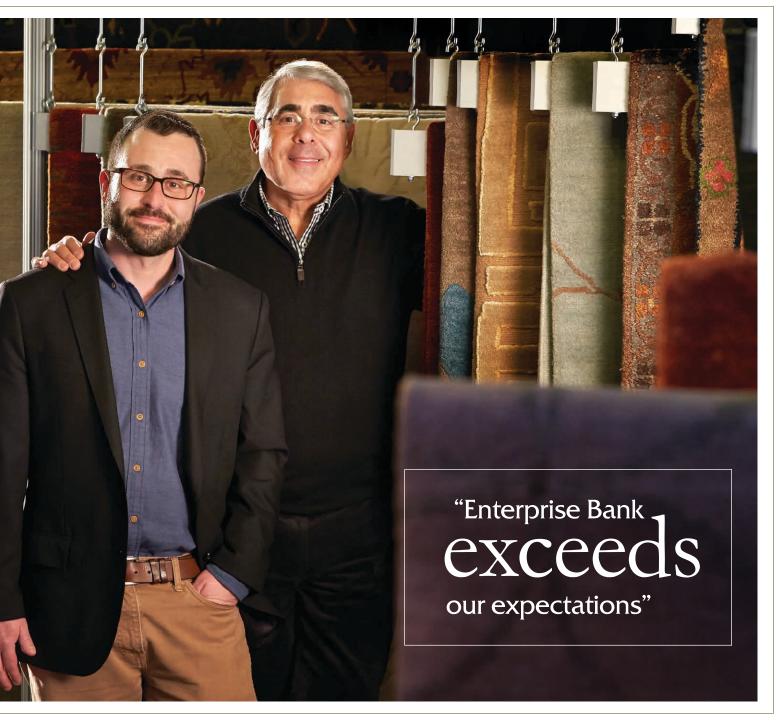


**PRG (formerly the Persian Rug Gallery)** in Nashua, NH manufactures, imports, sells, cleans, stores, repairs/restores, and appraises quality and high-value rugs from all over the world. Their downtown Nashua showroom features the region's largest selection of Oriental, handwoven and machine-made rugs, including the largest selection of power-loomed Karastan rugs in the country. Owner Sy Mahfuz, a third-generation Oriental rug expert, is recognized as among the industry's leading experts, bringing a passion and love for Oriental rugs to every encounter. PRG had been with the same bank for more than 60 years before choosing Enterprise Bank in 2014.

"We are dedicated to providing PRG with exceptional banking services customized to meet their needs, from commercial lending to cash and deposit services. More importantly, we provide them with the peace of mind and confidence that Enterprise Bank stands behind their family and their company every step of the way."

– Michael Fox, Senior Commercial Lending Officer, SVP Enterprise Bank





"When we knew it was time to choose a new bank, Enterprise Bank made the transition seamless and effortless and one of the most enjoyable and satisfying experiences I've had as a businessman. It was the best decision we ever made. Enterprise Bank exceeds our expectations and delivers a level of service that you just don't find anymore in banking. Our success and growth and future are in great hands with Enterprise Bank."

—Sy Mahfuz, OwnerPRG, Nashua, NH

Pictured: Fouad Mahfuz and Sy Mahfuz, Owners



Detail of an installation created for the FAM exhibition *One Language is Never Enough: Latino Artists in Southern New England* **Text-Tile-Textual**, 2014 serigraphy on paper by Ingrid de Aguiar Sanchez

# Commitment to Community

The **Fitchburg Art Museum** (FAM) serves a vital role in the economy and cultural life of Central New England through its exhibitions of historical and contemporary art, education programs, and economic development collaborations. As a community-oriented museum, FAM is increasingly committed to working with business partners that share the museum's commitment to service and positive change. Enterprise Bank supports FAM not only through its financial services, but also through charitable donations, community event planning, and leadership support on FAM's Board of Trustees.

"Through our wealth management and investment services, Enterprise Bank is proud to serve as a steward and trusted advisor for the Fitchburg Art Museum's endowment, helping the museum to continue to build a strong foundation for the future."

–Patrick Connerty, MSFVice President, Senior Relationship ManagerEnterprise Investment Advisors



"We have so much more than a business relationship with Enterprise Bank. It is a true partnership. Enterprise shares our values and commitment to the community, and we have a deep and abiding trust in their financial expertise and guidance."

Nick Capasso, DirectorFitchburg Art Museum, Fitchburg, MA

\*Investment products are not a Deposit, not FDIC insured, not guaranteed by Enterprise Bank, not insured by any government agency, and may lose value.

31

#### Branches

Our expanding market includes opportunities for future growth. In order to best serve our growing customer base, Enterprise Bank seeks out convenient branch locations throughout the Greater Merrimack Valley and North Central regions of Massachusetts and Southern New Hampshire.



Branch locations are shown in green.

#### Enterprise Bancorp, Inc. and Enterprise Bank Board of Directors

#### George L. Duncan

Founder and Chairman of the Board

#### Arnold S. Lerner

Vice Chairman and Lead Director of the Board; Retired Radio Station Owner

#### Michael A. Spinelli

Secretary of the Board; Founder, Global Tourism Solutions

#### Eric W. Hanson

Assistant Secretary of the Board; Chairman of the Board and Chief Financial Officer, Klin Groupe, LLC

#### Gino J. Baroni

Owner and Managing Principal, Trident Project Advisors and Development Group

#### John P. Clancy, Jr.

Chief Executive Officer, Enterprise Bank

#### John R. Clementi

Chief Executive Officer, Longview Development, LLC

#### James F. Conway III

President, Chief Executive Officer and Chairman, Courier Corporation

#### Dr. Carole A. Cowan

Past President, Middlesex Community College

#### Normand E. Deschene

President and Chief Executive Officer, Circle Health and Wellforce

#### Lucy A. Flynn

Principal, LAF Associates, LLC

#### John T. Grady, Jr.

Senior Advisor, Moelis & Company

#### John P. Harrington

Retired Energy Industry Executive

#### Mary Jane King

President, Conway Management Company

#### John A. Koutsos

President, Alec's Shoe Store, Inc.

#### Richard W. Main

President, Enterprise Bank

#### Dr. Jacqueline F. Moloney

Executive Vice Chancellor, University of Massachusetts Lowell

#### Luis M. Pedroso

Co-Founder, President, and Chief Executive Officer, Accutronics, Inc.

#### Michael T. Putziger

Chairman, WinnCompanies and of Counsel, Murtha Cullina, LLP

#### Carol L. Reid

Financial Executive; Former Vice President, Corporate Controller and Chief Accounting Officer, Avid Technology, Inc.

#### GENERAL COUNSEL

Philip S. Nyman

#### SEC & REGULATORY COUNSEL

Hunton & Williams

#### FINANCIAL CONSULTANT

Raymond L. Anstiss, Jr., CPA

### TRUST & INVESTMENT MANAGEMENT COUNSEL

George B. Leahey

#### HONORARY BOARD MEMBERS

Kathleen M. Bradley Nancy L. Donahue Charles P. Sarantos Nickolas Stavropoulos



Pictured: Sy Mahfuz and Fouad Mahfuz, Owners



PRG (formerly the Persian Rug Gallery) in Nashua, NH manufactures, imports, sells, cleans, stores, repairs/restores, and appraises quality and high-value rugs from all over the world. Their downtown Nashua showroom features the region's largest selection of Oriental, handwoven and machinemade rugs, including the largest selection of power-loomed Karastan rugs in the country. Owner Sy Mahfuz, a third-generation Oriental rug expert, is recognized as among the industry's leading experts, bringing a passion and love for Oriental rugs to every encounter. PRG had been with the same bank for more than 60 years before choosing Enterprise Bank in 2014.

"We are dedicated to providing PRG with exceptional banking services customized to meet their needs, from commercial lending to cash and deposit services. More importantly, we provide them with the peace of mind and confidence that Enterprise Bank stands behind their family and their company every step of the way."

– Michael Fox, Senior Commercial Lending Officer, SVPEnterprise Bank



"When we knew it was time to choose a new bank, Enterprise Bank made the transition seamless and effortless and one of the most enjoyable and satisfying experiences I've had as a businessman. It was the best decision we ever made. Enterprise Bank exceeds our expectations and delivers a level of service that you just don't find anymore in banking. Our success and growth and future are in great hands with Enterprise Bank."

Sy Mahfuz, OwnerPRG. Nashua. NH



222 Merrimack Street, Lowell, Massachusetts 01852 978-459-9000

#### 22 Convenient Locations in:

#### Massachusetts:

Acton » Andover » Billerica » Chelmsford » Dracut » Fitchburg » Lawrence » Leominster » Lowell » Methuen » Tewksbury » Tyngsborough » Westford

#### **New Hampshire:**

Derry » Hudson » Nashua » Pelham » Salem

#### **Investor Relations**

Enterprise Bancorp, Inc.
222 Merrimack Street, Lowell, MA 01852
978-459-9000
shareholders@ebtc.com

#### Transfer Agent and Registrar

Shareholders who have questions regarding their ownership of Enterprise Bancorp, Inc. stock should contact the Registrar:

Computershare Investor Services

P.O. Box 30170, College Station, TX 77842

1-888-218-4390

#### **Annual Meeting**

The 2015 Annual Meeting of shareholders
will be held on May 5, 2015 at 4:00 p.m. at the
UMASS Lowell Inn & Conference Center
50 Warren Street
Lowell, MA 01852

info@ebtc.com » EnterpriseBanking.com

The common stock of Enterprise Bancorp, Inc. is traded on the NASDAQ Stock Market under the symbol "EBTC."



The Enterprise Bank team helps create successful businesses, jobs, opportunities, wealth, and vibrant, prosperous communities.

Enterprise Bancorp, Inc.

parent company of Enterprise Bank

EnterpriseBanking.com