

A New Year's Message from Bridgewater Bank

On behalf of everyone at Bridgewater Bank, I'd like to wish all of our brokers and business partners a very Happy New Year.

2009 was a challenging year for a number of players in the mortgage industry, and it is with a sense of humbled good fortune that I find myself in the position of being able to address you at the beginning of a new decade with a confident and optimistic outlook for Bridgewater Bank.

I believe this is an appropriate time to remind our valued brokers and partners of the unique advantages Bridgewater Bank enjoys as a Canadian chartered bank. Most importantly, our funding model, which differs significantly from some of the "monoline" lenders in our industry, is an important differentiator for us. Unlike lenders that depend solely on lines of credit or "warehouse lines" supported by third party lenders, Bridgewater Bank has the advantage of being able to raise consumer deposits to fund its mortgage business, delivering us from the vagaries of third party decision making driven by market impacts.

In addition to its successful operation as a bank since 2006, Bridgewater Bank has thrived for over 12 years as mortgage industry leader and supporter of residential mortgage brokers across Canada. We are governed by a strong board of directors, and an experienced executive team whose combined tenure totals over 200 years in banking and corporate leadership. Bridgewater Bank is further strengthened by its wide distribution of mortgage business from coast to coast, and an excellent, well-respected brand.

Bridgewater Bank is not immune to the impacts of the current economic climate. However, I am pleased at how we weathered the storms and setbacks that the waning months of the 2000s threw at our industry. I am convinced that Bridgewater Bank's solid business acumen, authoritative leadership and trusted reputation will ensure we are well able to serve brokers, business partners and clients throughout the coming year and far into the future.

In closing, I thank you for your past support and on behalf of everyone at BwB, we look forward to another successful year of partnership with you.

Sincerely,

Peter O'Neill
Chief Operating Officer
Bridgewater Bank