

Our strategy is to build on our strengths, to take the things we do well to the next level.

For the Bank of Butterfield Group, those strengths are community banking and specialised offshore financial services, and we believe that, for us, those areas hold the greatest opportunities for business expansion and financial success.

We have identified elements of our operations as our core businesses, based on their continued profitability and potential for growth. Community Banking in Bermuda, where we are the premier domestic bank, is a key operation with historic importance and future potential. The same is true in Grand Cayman, where Bank of Butterfield is an important participant in a local economy that continues to expand. Our second core business is Asset Management. Over the years, we have developed expert skills, finely honed processes and robust systems to manage this complex international business. We can provide the highest quality service at a competitive price. Bermuda, Grand Cayman, London, Guernsey and Hong Kong offices offer these specialist offshore banking services to selected groups of clients. We are well established in each of these markets and co-ordinate our activities on a Group-wide basis.

In both these core businesses we are continuously seeking opportunities to increase profitability by widening our client base and deepening our relationships with existing clients by offering the right products at fair prices with personal service. It is what has made us strong and what will keep us that way.