

## **Bridges at a Glance**

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Bridges is a leading provider of products and services used by schools, universities and agencies to help people achieve education and career success. Over 13,000 schools and agencies use Bridges' products and services. Bridges' planning and exploration products give students and adults in transition reasons to achieve more -- exploring all their options, setting goals and making plans to get there.

- Common shares listed on the Toronto Stock Exchange (TSX: BIT)
- 12,311,379 shares outstanding
- 2004 Revenues for the year: \$13.9 million (CAD)
- 2003 Revenues for the seven-month period: \$4.8 million (CAD)
- 2002 Revenues for the year: \$18.5 million (CAD)
- 2001 Revenues for the year: \$19.5 million (CAD)
- 2000 Revenues for the year: \$14.6 million (CAD)
- 1999 Revenues for the year: \$4.6 million (CAD)
- 1998 Revenues for the year: \$2.3 million (CAD)

Bridges Transitions provides comprehensive products and services that address a wide range of education needs. We draw on nearly three decades of organizational expertise to deliver solutions you can count on for affordability, ease-of-use, quality, reliability and exemplary support.

Bridges' Choices software, introduced in the 1970s, was among the world's first electronic career development tools and continues to lead the way for career information delivery systems. Our popular Choices Explorer resource, introduced in 1995, was among the first online career exploration and planning services for high schools and is the leading online exploration tool in high schools.

## **Changes of Fiscal Year End**

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Bridges' core markets follow a seasonal business cycle that begins in July when its educational customers prepare for the school year and ends in June of the following year. Bridges has aligned its fiscal year to this seasonal business cycle by changing its year-end to June 30. As a result of this change, the Company had a shortened fiscal year that enclosed the period from December 1, 2002 to June 30, 2003. The first fully normalized fiscal period was fiscal 2004, which enclosed the financial period that began July 1, 2003 and ended June 30, 2004.

## **Senior Management**

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John C. Simmons.....	Chief Executive Officer.....	1999
Douglas J. Manning .....	President.....	(founder).....1994
John B. Walker.....	Chief Financial Officer.....	2000
Donald A. Phillips.....	Vice President, Marketing .....	2000
William R.M. Spittle.....	Vice President, Product Development & Technology.....	2000
Norman R. Thompson.....	Vice President, Corporate Development and Corporate Secretary .....	1995

## **Board of Directors**

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Terry M. Holland .....	Chairman, Bridges Transitions Inc.; President, Krystal Financial Corp .....	1999
John C. Simmons.....	Chief Executive Officer, Bridges Transitions Inc .....	1999
Douglas J. Manning .....	President, Bridges Transitions Inc.....	1994
Edward J. Hall.....	Co-President, Canadian Adult Communities Ltd.....	1995
Scott B. Edmonds .....	Chief Financial Officer, Quadrus Financial Technologies Inc.....	2003

## News Events

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### September 2004

- Vermont to use All Bridges Products
- Bridges Signs Florida to a Statewide, Three-Year Agreement
- Bridges introduces new Professional Services division

### July 2004

- Bridges implements final phase of re-structuring, to accomplish goals of reducing costs, improve operating proficiency and matching efficiency of the best run companies in the educational publishing sector.

### June 2004

- Bridges announces corporate name change to Bridges Transitions Inc.

### February 2004

- Bridges initiates pilot project with American School Counselor Association to create professional training network.

### September 2003

- Bridges becomes an exclusive distributor of TestU Pre-Collegiate Test Prep Courses.

### April 2003

- Bridges announced a partnership with wiredscholar.com whereby wiredscholar.com will provide financial aid information support for Bridges' iApply Web site (iapply.bridges.com).

### February 2003

- Bridges released its financial results for the 12-months ending November 30, 2002.
- Bridges announced that Mr. Scott Edmonds has been appointed to the Company's Board of Directors.
- Bridges announced that it received all required governmental and regulatory approvals to change its fiscal year-end from November 30 to June 30 effective immediately.
- Bridges announced that it offered to the Company employees a TSX-approved, Employee Share Option Reset Program.

### January 2003

- Bridges announced that a term line of credit for CAD \$1,200,000 had been negotiated and drawn with the Business Development Bank of Canada. Funds from this loan facility will be used for general working capital purposes.
- Bridges announced key financial performance indicators for the seven-month period ending June 30, 2003.

### November 2002

- Bridges announced restructuring to reduce expenditures, streamline business processes, and solidify the company's leading position in its core markets.

### October 2002

- Bridges ranked 242<sup>nd</sup> on Deloitte & Touche's North American Technology Fast 500 list.

### September 2002

- Bridges.com places 22<sup>nd</sup> on the Deloitte & Touche Canadian Technology Fast 50 list.

## June 2002

- Business in Vancouver magazine's annual list of B.C.'s largest public companies ranked Bridges 79<sup>th</sup>, up from 92<sup>nd</sup> spot in 2001.

## May 2002

- Bridges.com was named Canada's 14<sup>th</sup> fastest-growing technology company on Profit Magazine's Profit 100 list.

## April 2002

- Announced a business partnership with Sallie Mae, the leading U.S. provider of higher education funding, for a co-branded version of Bridges' *Career Advantage* resource. The product includes an online course in career planning and a career information library. It will be marketed to Sallie Mae's wiredscholar.com customer base of high school and college students, parents and guidance professionals.

## February 2002

- Launched the *eGuidanceCenter*, a new high school product co-produced with Peterson's, part of the Thomson Corporation.
- Announced a new initiative for the sale of Bridges' award-winning *Paws in Jobland* CD-ROM product. *Paws in Jobland* has opened a new market for Bridges -- 75,000 elementary schools across Canada and the U.S.

## January 2002

- Signed two agreements with the U.S. military. The agreements include a 52-site *Choices CT* renewal contract with the U.S. Total Army Personnel Command (PERSCOM). *Choices CT* is being used by soldiers making the transition from the U.S. military to the civilian workplace at army bases throughout the U.S., Puerto Rico, Italy, Germany, Korea and Japan. The other agreement is a contract for Maine's Army and Air National Guard recruiters to use *Choices CT*.

## June 2001

- Profit Magazine's Profit 100 list ranked Bridges as the 5<sup>th</sup> fastest-growing tech company in Canada.

## November 2000

- Deloitte & Touche recognized Bridges as the 129<sup>th</sup> fastest-growing tech company in North America.
- More than 13,000 high schools in the Highwired.com community are now receiving selected Bridges.com career content each day -- significantly increasing the company's brand exposure in high schools, one of Bridges.com's most important target markets.

## October 2000

- Bridges and Xap Corporation announced a strategic alliance to offer students online application services for college admission and financial aid information.

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## Contact Information

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