



January 2018

Guild Mortgage Company, Leadership Team Recognized with Local, Regional and National Honors

*Guild Honored as Best Place to Work, Fast Growing, Moving the Economy,
Contributing to Communities and the Mortgage Lending Industry*

Guild Mortgage was founded in San Diego in 1960 and has grown from a single office to become one of the largest independent mortgage lenders in the U.S. The company's growth is fueled by its entrepreneurial culture, quality of people and commitment to customer service.

Guild has thrived by creating a positive team environment and philosophy of continuous improvement. The company provides extensive training and professional development opportunities for all employees – from new hires to senior managers – enabling the organization to have one of the highest retention rates in the industry.

Guild Mortgage is dedicated to helping first-time homebuyers achieve their dream of homeownership and also specializes in working with active duty and retired military personnel to secure VA loans, which provide 100 percent financing and flexible qualifying standards. The company delivers on its commitment to improving communities by giving back through Guild Giving, its company-wide outreach and volunteer program dedicated to supporting financial literacy, providing shelter and inspiring positive change.

Guild and its leadership team have earned recognition in the mortgage industry and in communities they serve across the country. The following summarizes the most recent honors.

The HousingWire Vanguard Award, December 2017: Mary Ann McGarry, president and CEO, and Terry Schmidt, CFO, were both selected as winners of the 2017 HW Vanguard Awards™. The program recognized 45 mortgage professionals as outstanding leaders who use their resources to solve problems, create solutions and drive innovation in their respective areas in the industry.

J.D. Power, Highest Ranking in Customer Satisfaction, November 2017: Guild Mortgage earned the J.D. Power award for "Highest in Customer Satisfaction with Primary Mortgage Sales in the U.S.," based on results from its 2017 Primary Mortgage Origination Satisfaction StudySM. The study measures customer

satisfaction with the mortgage origination experience in six factors, including application/approval process, interaction, loan closing, loan offerings, onboarding and problem resolution.

The San Diego Union-Tribune, Top Workplaces, 2017, 2016, 2015, 2014, 2013: Guild Mortgage was named a 2017 Top Workplace by *The San Diego Union-Tribune*, earning the distinction for the fifth consecutive year. The award honors companies that are highly valued and appreciated by their employees for having outstanding culture and business environments. In 2017, Guild was ranked No. 5 in the large company category with 500 or more employees.

Mortgage Executive Magazine, 50 Best Companies to Work For, November 2017: Guild Mortgage was voted as one of 50 best companies to work by *Mortgage Executive* magazine. The rankings were based on more than 10,000 loan officer surveys rating their company's culture, loan processing, underwriting, compensation, management, marketing and technology.

San Diego Business Journal, Largest Private Companies, 2017, 2016: Guild Mortgage was named one of the *San Diego Business Journal's* Largest Private Companies for 2017, ranking No. 2 overall based on 2016 revenue. The company ranked No. 3 overall, and fourth in terms of revenue growth, in 2016.

Our City San Diego, 50 Most Important Businesses, September/October 2017: Guild Mortgage was named one of 50 companies that are driving the San Diego economy into the future by *Our City San Diego* magazine. The list was determined by looking at each company's revenue and number of local employees to derive an estimated economic impact, as well as other attributes that make a company important to a community, including leadership, innovation, perception and influence.

San Diego Business Journal, Largest Employers, September 2017: Guild was ranked No. 38 on the *San Diego Business Journal's* list of the 50 largest employers in San Diego County based on its number of local employees as of July 1, 2017.

National Mortgage Professional, Top Mortgage Employer, January 2017: Guild was named one of America's Top Mortgage Employers by *National Mortgage Professional* magazine. The annual list is determined by a reader poll evaluating employers on criteria such as compensation, speed, marketing support, technology, training resources, corporate culture and long-term strategy.

The HousingWire Vanguard Award, December 2016: David Battany, executive vice president of capital markets, was named a winner of the 2016 HW Vanguard Awards™. The national program recognizes C-level industry professionals and business unit leaders who are contributing to the growth of the housing economy and its various sectors, including lending, servicing and investments.

San Diego Business Journal, Women Who Mean Business, November 2016: Terry Schmidt, CFO, was selected as a finalist for the SDBJ's Women Who Mean Business Awards, which recognize female

business leaders who contribute to and make a significant difference in the San Diego business community.

HousingWire Magazine, Women of Influence, August 2016: Mary Ann McGarry, president and CEO, was included in HousingWire Magazine's Women of Influence for 2016, which recognizes significant contributions of women to their businesses and to the mortgage and real estate industries.

San Diego Business Journal, Top Tech Exec Awards in San Diego, May 2016: Linda Scott, CIO, was honored for her leadership in the mortgage lending process. The Top Tech Exec Awards recognize outstanding information technology executives who work in San Diego, as nominated by their peers and clients.

Mortgage Professional America Magazine, Hot 100, April 2016: Mary Ann McGarry was included in MPA's Hot 100 list, which honors the industry's most engaging, most successful and most innovative people. Winners were recognized for changing the face of the mortgage industry and the way mortgage pros do business.

San Diego Metropolitan, Metro Movers, March 2016: Mary Ann McGarry was selected as a Mover and Shaker for San Diego and making outstanding contributions to her profession.

San Diego Business Journal, Most Admired CEO of the Year 2016: Mary Ann McGarry was honored as a most-admired CEO for large privately held companies, and the roles played the success of their businesses and their positive impact on their companies and the community.

San Diego Business Journal, Top CFOs in San Diego, March 2016: Terry Schmidt was again recognized for her contributions to the recent growth of Guild to become one of the fastest growing independent mortgage banking companies in the U.S.

San Diego Magazine, Women of the Year Award, September 2015: Mary Ann McGarry was nominated as a dynamic woman and business leader in San Diego who is committed to creating positive change.

Ernst & Young Entrepreneur of the Year 2015: Mary Ann McGarry received San Diego's Entrepreneur of the Year award in the financial services category. The award identifies CEOs that have outstanding entrepreneurship skills and have attributed to the growth of companies in their local communities.

Mortgage Professional America, Elite Women in Mortgage 2015: Editors of this magazine for real estate finance professionals selected Mary Ann McGarry as one of the elite women in the mortgage banking industry for 2015.

San Diego Metropolitan, Women Who Impact San Diego, May 2015: Mary Ann McGarry is a repeat winner of this program, which recognizes outstanding business professionals who contribute to their community.

San Diego Magazine, Top Tech Executives in San Diego, April 2015: Linda Scott, CIO, was honored for her leadership in creating proprietary systems to speed the mortgage lending process for all applicants and for continuing to build the infrastructure as Guild went from 75 offices in 16 states in 2010 to more than 250 in 26 states in 2015.

Mortgage Executive Magazine, Top 100 Mortgage Companies in the U.S., March 2015: The company was also recognized for its strong growth in purchase loans, with percentages among the highest in the industry.

San Diego Business Journal, Top CFOs in San Diego, March 2015: Terry Schmidt was recognized for her contributions to the recent growth of Guild to become one of the fastest growing independent mortgage banking companies in the U.S.

San Diego Business Journal, Fastest Growing Private Companies, October 2014: Guild ranked No. 3 on the list of fast growing companies in San Diego.

San Diego Metropolitan, Metro Movers, February 2014: Mary Ann McGarry was one of 20 men and women honored for outstanding contributions to their professions and who are poised to add to their achievements in 2014 and beyond.

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