

2 February 2018

Blackstone owned Credit Specialist begins to expand Distribution Team

Friday, 2 February 2018 - Australia's leading Credit Specialist, La Trobe Financial, has today announced a key appointment to its Sydney credit distribution team, with industry veteran, Mark Simmons joining as Senior Manager Client Partnerships.

With over 30 years' financial services experience working both as a broker and for some of Australia's major banks and non-bank financial institutions, Mr Simmons brings a wealth of experience and product knowledge to his new role. This marks the beginning of what some believe could be a very large expansion of La Trobe Financial's footprint in the market, following its recent 80% acquisition by Blackstone. Mr Simmons has unwavering focus on the highest level of client service and commitment to the mortgage broking channel and is widely respected in the industry as someone who gets things done.

La Trobe Financial's Chief Lending Officer, Cory Bannister noted that:

"Mark's appointment is testimony to how we see continued growth of our national footprint. We are working from a new base in 2018, having one of Australia's broadest product ranges and annual loan originations now running at \$6 billion p.a. With majority ownership from the world's largest alternative asset manager Blackstone, with over US\$434 Billion in FUM, we are repositioning the business for more residential and commercial loan flows.

In particular, we have targeted an expanded presence in the critical Sydney market to ensure that we continue to provide the industry's highest service levels to our mortgage broker partners. Mark will play a pivotal role in our existing distribution team of twenty. He joins a winning team which includes Suzanne Hemsworth, recently recognised as Australia's Best BDM at the Australian Mortgage Awards, and other expert credit SMCPs all of whom have strong credit underwriting skills which assist almost 2000 brokers weekly with on the spot enquiries. Mark will be a great cultural fit with the team."

Mr Bannister said that the market can expect more announcements shortly.

In commenting on his appointment, Mr Simmons stated:

"La Trobe Financial's culture of service "others before self" exceeded my expectations. I wanted to become part of and build out their customer focused experience with brokers. I am delighted to be joining a credit team so committed to providing practical solutions to broker partners and borrowers across Australia. I look forward to assisting brokers throughout Sydney and greater NSW with the best service in the industry."

This appointment is the latest in a series for the La Trobe Financial Group, which is continuing to experience strong growth on the back of its broad product range and its reputation for speed of service. With 230 staff across offices in Melbourne, Sydney, Shanghai and Hong Kong this non-bank lender is now on a major uplift and expansion path – some 35 new appointments are currently underway internally to bolster plans for expansion.

La Trobe Financial will be making further announcements shortly.

About La Trobe Financial

La Trobe Financial is Australia's largest Credit Specialist providing funding and investment solutions to a diverse range of customers since 1952. We are 80% owned by Blackstone, the world's largest alternative asset manager, with over US\$434 Billion of Funds under Management worldwide. We are a proven and trusted investment partner for institutional and retail investors alike with over 65 years' experience, managing investment mandates in excess of \$14 billion. La Trobe Financial holds all requisite regulatory licences: La Trobe Financial Services Pty Limited ACN 006 479 527 Australian Credit Licence 392385 and La Trobe Financial Asset Management Limited ACN 007 332 363 Australian Financial Services Licence 222213 Australian Credit Licence 222213. For further details please visit our website www.latrobefinancial.com. For details of our ratings please view our Awards & Ratings link on our website.

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