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- **International Award goes to Australian non-bank for innovation;**
- **Two NEW products received particular praise –**
First Home owner assistance Parent-to-Child (P2C®) loan to help young people into their first home, and
the innovative Aged Care Loan for an aging population;

At the International Finance Awards in London overnight, La Trobe Financial has been awarded Australia's **Best Specialist Lender**. "This is the first time we have awarded such recognition to the Asia Pacific region" said Sean Thomas Senior Manager at International Finance Magazine (IFM), "and this Award is based not on performance excellence alone, but we closely examined each finalist's rate of innovation. This is what specialists are meant to be doing. In this regard La Trobe Financial's P2C® and Aged Care product innovations were a stand out." The judges also considered corporate social responsibility, governance and other achievements that may impact global finance, and La Trobe Financial's presence in Shanghai China Free Trade Zone (SFTZ) since 2008 was also viewed favourably by the judging panel.

La Trobe Financial's Chief Lending Officer, Cory Bannister who received the award said "it is very pleasing to be recognised as the **Best**. We have been assisting those under-served by the traditional banking sector for over 60 years, with both loans and investment solutions. This is our mission to help others realise their dreams for home-ownership, to start-up their own business, or help their children enter the property market with our innovative P2C® loan product, and our innovative Aged Care loan for the later years in life. We have one of Australia's broadest product suites in the market."

Bannister further commented "what makes us stand out, is the strength of innovation to market and speed of service and delivery. We have built solid processes and continue to deliver to Brokers on three promises:

- We get to know Brokers and understand their business so that we can add value. Our experienced sales team and Credit Analysts are available to talk to Brokers armed with the know-how to help the Brokers and their clients make the right decisions;
- Our business is geared to deliver flexible and fast solutions; and
- We have clear and consistent credit policies that Brokers understand and we don't use claw backs on commission.

La Trobe Financial's Head of Communications & PR Caterina Nesci stated "our commitment has always been the same. We are here to deliver solutions in under-served markets, and we have the best team to do that. We originate over \$300 million per month in loan applications, and this international recognition demonstrates clearly we are delivering. We stick to our philosophy of focusing on our clients' interests first and being a stable lending platform that Brokers can trust."

Earlier this year, in Hong Kong, La Trobe Financial was also recognised at the International Alternative Investment Review Awards (IAIR) as **Best Specialist Lender – Asia Pacific**. These Awards recognise some of the world's best operations globally. Winners were chosen from a shortlist selected by over 50,000 investors globally and then reviewed by a judging panel.

La Trobe Financial will make further announcements shortly.

About La Trobe Financial

La Trobe Financial is one of Australia's leading non-bank organisations providing real estate mortgage funding and retail investment solutions to a diverse range of customers since 1952. The group is independently rated, operates Australia's largest retail Credit Fund with over 14,000 investors and \$1.2 Billion, plus several separately managed Institutional Investment Mandate accounts totalling \$2.2 Billion, and is a regular issuer of Residential Mortgage Backed Securities (RMBS) via the capital markets to local and overseas investors. La Trobe Financial is a proven and trusted investment partner for institutional and retail investors alike with over 60 years' experience, managing cumulative investment mandates in excess of A\$12 billion covering 128,000 customers.

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