

2016 Summary Report

August 2016




“ The need for yield should not drive investors into more volatile assets. La Trobe Financial’s strategy is built around repeatable, capital-stable investments delivering premium, low volatility monthly income. ”

Chris Andrews
Chief Investment Officer
La Trobe Financial Asset Management Limited

2016 Highlights#

- **Benchmark outperformance** of 1.62% (12 Month Term Account) and 1.32% (Classic 48 hour Account).
- Australia’s **largest peer to peer offering** (Select Investment and High Yield Investment Accounts).
- **Strong growth** in funds under management (19.3% year on year) making the La Trobe Australian Credit Fund the largest and most diverse fund in the sector in Australia.
- Seven-time consecutive winner **‘Best Mortgage Fund in Australia’** (2010 – 2016) – 12 Month Term Account.
- Operational capability rating – ‘Strong’ (Australia Ratings).
- 12 Month Term Account **independently rated by SQM Research (‘Superior’)**, Zenith Investment Partners and Lonsec (‘Recommended’).
- New independent rating for **Select Investment Account (‘Superior’ – SQM Research)**, making it Australia’s first independently rated peer to peer offering.

Fund five year performance summary#

Year ended 30 June	2016	2015	2014	2013	2012
Cash & short term investments (\$)	41,843,000	60,579,000	45,390,000	39,126,000	73,841,000
Mortgage investments managed & brought to account (\$)	1,038,563,000	868,682,000	672,456,000	496,751,000	385,528,000
Total funds under management balance (\$)	1,108,468,000	929,261,000	717,846,000	535,877,000	459,369,000
Funds under management growth rate (%)	19.30	29.50	34.00	16.70	22.80
Number of registered members	24,251	22,891	21,377	16,470	15,610
Statistics on funds under management					
Total number of mortgages	1,858	2,054	2,011	1,691	1,225
Average loan size (\$)	558,968	422,922	294,550	275,055	311,664
Largest loan (\$)	12,778,900	12,778,900	12,795,300	8,000,000	8,000,000
Average loan to valuation ratio (%)	62.74	60.4	58.6	58.8	54.8
Weighted average unexpired terms to maturity (months)	91.3	94.1	77.5	94.3	104.4
Total members’ interest distribution paid & payable (\$)	57,110,000	46,469,000	34,335,000	33,027,000	32,744,000
Total income on mortgages & cash (\$)	98,166,000	73,797,000	56,093,000	45,751,000	44,006,000
Average rate of return to Classic 48 hour Account (%) *	3.25	3.90	4.24	4.92	6.06
Average rate of return to 12 Month Term Account (%) *	5.23	5.81	6.18	6.77	7.65
Average rate of return Select Investment Account (%) *	7.63	7.33	6.83	7.16	8.35

Please note this is a summary of our 2016 annual results. The Fund’s full 2016 Annual Report will be available early September and can be viewed on our website latrobefinancial.com

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