

La Trobe Financial Prices A\$750 Million RMBS

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Blackstone Portfolio Company, La Trobe Financial announces pricing for its seventh Residential Mortgage Backed Securities (RMBS) issue – La Trobe Financial Capital Markets Trust 2018-2.

Friday, 16 November 2018 – Today, La Trobe Financial announces the pricing for its seventh Residential Mortgage Backed Securities (RMBS) issue – **La Trobe Financial Capital Markets Trust 2018-2**.

Martin Barry, La Trobe Financial's Chief Corporate Treasurer, stated *"we are very pleased to have priced our seventh RMBS transaction following an extensive international and Australian roadshow. We welcome 6 new investors to our RMBS program and are delighted by the support we have received on this transaction both offshore and in Australia as we continue to build on our already strong and diverse investor base."*

Barry further commented that *"with this RMBS transaction we achieved competitive pricing on the back of volatile global market conditions and it is the most participated investor transaction we have seen with a total of 30 investors."*

Chris Andrews, La Trobe Financial's Chief Investment Officer, commented that *"the pricing and high level of over-subscription reflects a strong endorsement of the high quality assets, expertise and long consistent track record as Australia's oldest non-bank lender. The \$750 million RMBS transaction demonstrates La Trobe Financial's strength and its commitment to meeting its continued growth and development in the market. With current trend loan originations now topping circa \$9 billion per year, this was a practical step to complement current institutional mandates and our nationally and internationally awarded \$2.8 billion retail credit fund"*

Since 2014, La Trobe Financial has issued \$2.9 billion of RMBS to a range of Australian and overseas institutional investors.

La Trobe Financial will be making further announcements shortly.

About La Trobe Financial

With A\$6.2 billion AUM La Trobe Financial is one of Australia's leading non-bank credit and wealth managers, providing funding and investment solutions to a diverse range of 140,000 customers since 1952. We are 80% owned by Blackstone, the world's largest alternative asset manager, with over US\$457 billion of AUM worldwide. We are a proven and trusted investment partner for institutional and retail investors alike with over 66 years' experience, managing investment mandates in excess of \$16 billion since commencement.

La Trobe Financial has been a leader in the credit industry for many years including, pioneering "Lite Doc[®]" lending in Australia in 1990, creating the first private Reverse Mortgage (Seniors LoanTM) in 2006, launching the first hybrid wealth management-loan product P2C[®] (Parent-to-Child) to assist first home buyers in 2013, introducing a unique to market Aged Care finance solution in 2015, and being one of the first lenders to introduce a fully digital KYC and AML checking of borrower applicants for brokers in 2017.

La Trobe Financial is regulated by the Australian Securities & Investments Commission and holds the following requisite regulatory licences: La Trobe Financial Services Pty Limited ACN 006 479 527 (Australian Credit Licence 392385); La Trobe Financial Asset Management Limited ACN 007 332 363 (Australian Financial Services Licence 222213 & Australian Credit Licence 222213); and

La Trobe Financial Custody & Securitisation Services Pty Limited (Australian Financial Services Licence 379454).

For further details please visit our website www.latrobefinancial.com.

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