

## La Trobe Financial partners with Qantas Frequent Flyer

**4 September 2020** – La Trobe Financial has partnered with Qantas Frequent Flyer to offer Qantas Points on investment services and wealth management products.

The partnership is designed to drive more value for La Trobe Financial investors by offering 250 Qantas Points for every \$1,000<sup>^</sup> invested in La Trobe Financial's award-winning 12 Month Term Account, currently earning a variable rate of 4.50%\* per annum after fees, reviewed monthly, rate not guaranteed. The offer is for eligible investments of \$10,000 or more.

La Trobe Financial President & CEO Greg O'Neill OAM said, "We are thrilled to be partnering with such an iconic brand and helping to make our investors' money work harder for them. We're always looking for ways to bring more value to our 45,000 retail mum and dad investors. Our partnership with Qantas Frequent Flyer is a key part of that."

Chris Andrews, La Trobe Financial's Chief Investment Officer with responsibility for the Group's \$5 billion retail Credit Fund, said, "We're proud of our history as a trusted investment partner over the past seven decades. Our investment offerings have a reputation for consistency and reliability across economic cycles and in difficult markets and our 12 Month Term Account is Australia's highest rated and most awarded. We're pleased to make these investments even more rewarding with the added bonus of Qantas Points."

With \$11 billion in assets under management, La Trobe Financial is a leading diversified wealth manager with a reputation built on sound, prudent investment and helping Australians achieve their goal of financial independence. The wealth manager has a series of domestic and international awards for its wealth management products, and in 2017 was 80% acquired by the New York based behemoth Blackstone, one of the world's leading investment firms with US\$564 billion under management.

La Trobe Financial's 400 staff are based in Sydney, Melbourne, Hong Kong and Shanghai. Its 12 month investment product has been awarded best of the best by *Money* magazine for an unrivalled 11 consecutive years and is externally rated by Lonsec, Zenith, SQM, Australian Ratings and Lipper. La Trobe Financial is a regular and successful issuer of global RMBS investments with its recent issue of A\$1.25 billion oversubscribed in May of this year.

### About La Trobe Financial

Established in 1952 and with \$11 billion of assets under management, La Trobe Financial is one of Australia's leading diversified wealth managers, specialising in funding and investment solutions. La Trobe Financial has been a proven and trusted investment partner for institutional and retail investors, operating Australia's largest retail Credit Fund with \$5 billion in assets under management and 45,000 retail investors. It is 80% owned by Blackstone, one of the world's leading investment firms with more than US\$564 billion of assets under management worldwide.

**\*The rate of return on a 12 Month Term Account investment is current at 4 September 2020. The rate of return is reviewed and determined monthly and may increase or decrease each month. The rate of return applicable for any given month is paid at the start of the following month. The rate of return is not guaranteed and is determined by the future revenue of the Credit Fund and may be lower than expected.**

An investment in the Credit Fund is not a bank deposit, and investors risk losing some or all of their principal investment. Past performance is not a reliable indicator of future performance. Withdrawal rights are subject to liquidity and may be delayed or suspended. Visit our website for further information.

La Trobe Financial Asset Management Limited is the issuer and manager of the La Trobe Australian Credit Fund ARSN 088 178 321. It is regulated by the Australian Securities & Investments Commission and holds the requisite regulatory AFSL and ACL licences to operate the Credit Fund.

<sup>^</sup>You must be a Qantas Frequent Flyer to earn and redeem Qantas Points. Membership and points are subject to the Qantas Frequent Flyer program Terms and Conditions. Australia resident Qantas Frequent Flyer members who make an eligible investment of a minimum of \$10,000 with La Trobe Financial on or after 1 August 2020 in a 12 Month

### LA TROBE FINANCIAL SERVICES

Term Account will receive 1 Qantas Point per \$4 invested up to a maximum of 150,000 Qantas Points (at the discretion of La Trobe Financial eligible investors may be entitled to receive additional Qantas Points). Qantas Points will be rounded up to the nearest whole Qantas Point. You must register your Qantas Frequent Flyer details with La Trobe Financial to earn Qantas Points. Qantas Points will be credited to the member's Qantas Frequent Flyer account by the 7th of the subsequent month after the investment has been made. This offer cannot be used in conjunction with any other advertised or promotional offer, and may be withdrawn, changed or removed at any time. For full terms, conditions, eligibility requirements and exclusions visit [latrobefinancial.com.au/qantas](http://latrobefinancial.com.au/qantas).

For further details please visit our website [www.latrobefinancial.com](http://www.latrobefinancial.com).

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**Qantas Frequent Flyer**

For comments from Qantas Frequent Flyer please contact [sarahalgar@qantas.com.au](mailto:sarahalgar@qantas.com.au)