

La Trobe Financial receives 5 Star Rating

Friday, 22 May 2021 – La Trobe Financial, Blackstone portfolio company, announced today that it has received a 5 Star Rating for its performance on a number of categories following a survey conducted by Australian Broker and judged by finance brokers.

The survey methodology measured the strength of the non-bank's communication with brokers, training and development of brokers, business development manager support, product range, interest rates, credit policy, turnaround times, digital experience and commissions. The 5 Star Non-Bank Awards are presented to the non-banks that achieved over 80% ratings across all criteria.

La Trobe Financial Chief Lending Officer Cory Bannister commented that *"we're delighted and honoured to receive such positive feedback from our customers - brokers. Recognition such as this is indicative of the great work performed by the whole team at La Trobe Financial who all play a role in ensuring we provide financial solutions to under-served markets."*

We believe that today, more than ever, the non-bank sector plays a pivotal role in supporting the financial needs of Australians. With this in mind, we remain focussed on innovating a number of finance products to meet gaps in the market and we are committed to providing financial solutions for under-served customers as we have since 1952."

From the survey, brokers praised La Trobe Financial for having flexible credit policies along with great BDMS and commissions. It was quoted:

"They know their products and they are very easy to deal with."

"Great people – they look outside the box."

La Trobe Financial Head of Distribution Michelle Bannister thanked brokers for their support *"Brokers are the lifeblood of our lending business, so we would like to take the opportunity to thank them for their ongoing support over many decades. Together we have made a tangible difference to many."*

We are looking forward to the year ahead, doing what we do best which is helping brokers and their clients find financial solutions when they need them the most, and, we expect that 2021 is going to be a time where our solutions are in demand more than ever."

About La Trobe Financial

Established in 1952 and with \$12 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 \$5.6 billion in assets under management and 55,000 retail investors. La Trobe Financial has over 5,100 distribution points across its two growth engines. Wealth products are distributed through 1,600 advice practices and loans are distributed through 3,500 brokers. La Trobe Financial is 80% owned by Blackstone, one of the world's leading investment firms with more than US\$649 billion of assets under management worldwide, and 20% owned by management.

La Trobe Financial is regulated by the Australian Securities & Investments Commission (ASIC) and holds the requisite regulatory AFSL and ACL to operate the Credit Fund, place RMBS issuances, and provide credit services.

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

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