

# Specialist Asset Manager expands investment operations in Perth

In what can be only regarded as good news for Perth retail investors, the \$4 billion, Specialist Asset Manager, La Trobe Financial has decided to again expand its Perth operational footprint by joining forces with local Perth mortgage fund manager, Platinum Mortgage Securities (Platinum).

La Trobe Financial has recently appointed 3 of Platinum's key executives as Authorised Representatives, following the successful transfer of the Platinum First Mortgage Income Fund into the La Trobe Australian Credit Fund platform.

*"This is a win, win for all parties" says Richard Eadie Director of Platinum Mortgage Securities. "For La Trobe Financial it's a broadening of their existing \$344 million Perth operations. For Platinum, we now have access to the resources of Australia's largest Credit Fund and their 205 professional staff, and for our local Perth investor base they gain access to the \$1.5 billion award-winning La Trobe Credit Fund which has been judged Australia's*

*Best of the Best by Money magazine 8 years in a row."*

**Richard** commented further *"that the transaction made good business sense for Platinum's investors because of the scale and depth of the La Trobe Financial offering. Whilst we are aware of the retrace by Perth housing over recent years the expansion by La Trobe Financial is somewhat countercyclical and appears to be a clever move at a time when high quality loans are still able to be sourced and packaged for investors. The transaction also offered Platinum's investors a greater choice of liquidity and diversification of investment assets across Australia, rather than a Perth only security offering."*

**Chris Andrews, Chief Investment Officer, La Trobe Financial,** commented *"that we are delighted to welcome on board Richard Eadie, Marius Grobbelaar and Jaime Underdown as our Authorised Representatives and the Platinum team. It's a solid combination when we are originating circa \$110 million a week in investment grade loans across Australia. They are*

*experienced, customer-focused operators well respected in the Perth market, and have extensive experience in this asset class. We look forward to deepening our market share in the Perth investment community alongside Platinum."*

**Richard** stated *"La Trobe Financial's numerous national and international awards and ratings are a reflection of a well-developed investment process. By sticking to what they do best, it has made them one of the country's most consistent credit funds for retail investors. It is this consistency and flow of national investment opportunities that will be the basis of our involvement with La Trobe Financial and we look forward to a long association."*

## ABOUT LA TROBE FINANCIAL

La Trobe Financial is Australia's leading Credit Specialist providing funding and investment solutions to a diverse range of customers. Since 1952, we have been a proven and trusted investment partner for institutional and retail investors alike, managing



Jaime Underdown – Investor Relations Manager at Platinum Mortgage Securities.

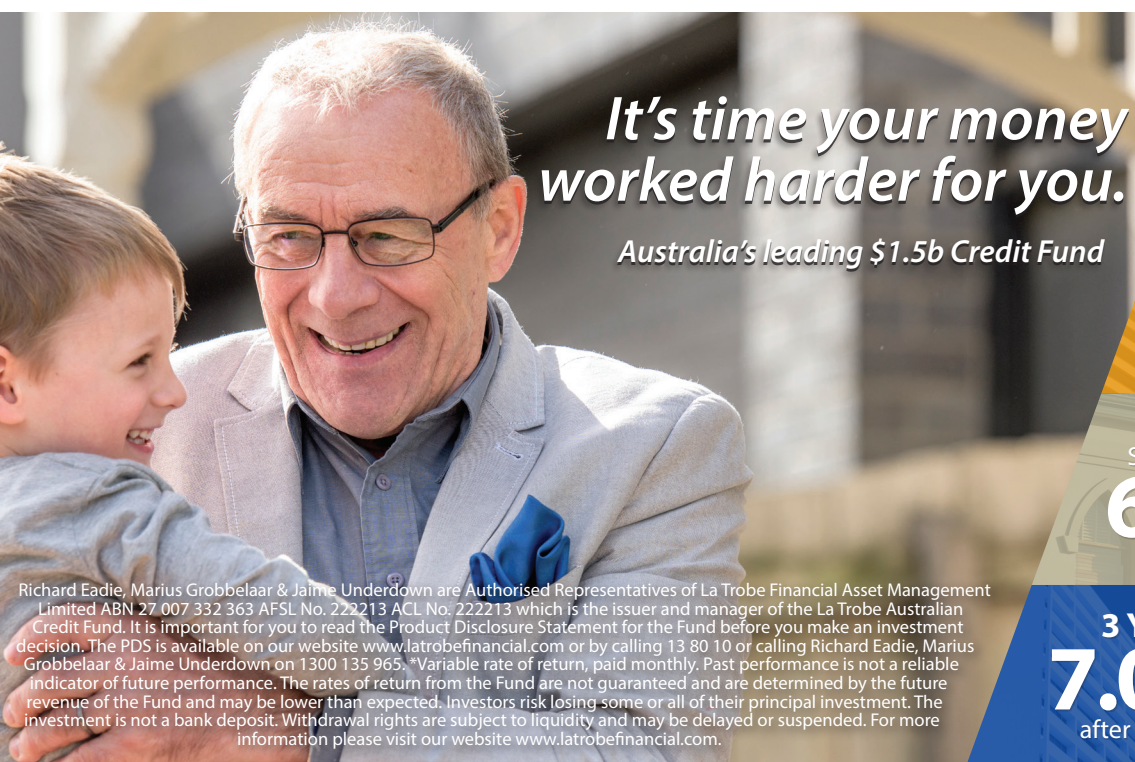
investment mandates in excess of A\$12 billion. La Trobe Financial offers a range of investment accounts that may suit investors seeking capital stability and reliable income.

The Credit Fund's success is due to our disciplined investment philosophy, shaped over 65 years of asset class experience. The objective

of our retail Credit Fund offering has long been to provide investors with a choice of capital stable and reliable income generating investments. The Credit Fund's continued positive performance in times of volatility continues to attract investor attention across the market.

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

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