



Lonsec recommends Mariner American Property Income Trust for long term growth potential

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The innovative financial services group Mariner Financial Limited [ASX: MFI] has received "Upper Recommended" rating from independent researcher Lonsec for its first American property trust offering, the Mariner American Property Income Trust (MAPIT).

According to Lonsec Property Research "The MAPIT aims to use a US real estate investment Trust structure to progressively acquire a portfolio of investments in the major US property markets. The Trust will focus on retail and office properties with quality tenants that are expected to provide stable income."

Mariner Managing Director, Bill Ireland said he was delighted with these recommendations.

"We are pleased to receive strong support from Lonsec," Mr Ireland said. "MAPIT reflects our commitment to develop our investment capabilities and product range to offer good quality returns to investors. MAPIT is ideal for investors looking for high levels of income and long-term capital growth from American property investments."

MAPIT is Mariner's first international property trust, led its own experienced US management team. The open ended Trust will target high-yield returns of over 9 per cent a year, is 100 per cent tax deferred and will seek listing on the Australian Stock Exchange in September 2005.

According to Lonsec, the Trust has good quality assets in locations with strong long-term growth potential and solid distribution yield with strong tax advantages. Another key feature is high occupancy and a high proportion of rental income locked in on long term leases to major (credit rated) tenants.

"The initial properties acquired are on the north east coast of the USA and provide a balance between office and retail sectors," the Lonsec report says.

This offer seeks to raise A\$50m in equity in order to acquire an initial portfolio of two US properties-Derry Meadows Shoppe (Derry, New Hampshire) for US\$32m and Intel Campus (Parsippany, New Jersey) for US\$60.9m.

The report also notes that Mariner has hedged 85% of US\$ cash flow on the properties for five years to protect investors income from adverse movements in the A\$/US\$ exchange rate.

The Lonsec "Upper Recommended" rating for MAPIT adds to the existing AA rating awarded to the Trust by independent researcher, Property Investment Research.

Note to the editors

Established in 2003, Mariner Financial Limited is an Australian-owned financial services company listed on the Australian Stock Exchange [ASX: MFI]. Mariner's primary focus is servicing Australia's growing superannuation market by providing uniquely structured investment and retirement income solutions. It also provides strong branding and marketing, education and technical support, and a dedicated distribution capability to its subsidiary company, Mariner Retirement Solutions [ASX: MRT].

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