

Mariner Financial Limited



Financial Year Results 2006/2007

Financial Highlights

\$'000	2007	2006	% chg
Revenue	66,084	49,699	33%
Pre Tax	22,721	15,917	43%
Net Profit	17,424	10,236	70%
EPS (diluted)	13.9 cps	13.6 cps	2%
NTA	55 cps	38 cps¹	45%
Dividend	5.0 cps²	5.0 cps	

¹ Restated

² Final dividend of 2.5 cps to be paid 15 October 2007, 9% franked

FY2007 Performance Highlights

- ↑ Net profit up 70% to \$17.4 million
- ↑ Recurring revenue up 98%
- ↑ Full year dividend 5 cps; final dividend of 2.5 cps
- ↑ Total assets under management up 27% to \$1.1 billion (at balance date), currently \$1.2 billion
- ↑ 90% increase in investor base (16,314 investors in Mariner products)
- ↑ Offshore offices firmly established in Boston, London, and Tokyo (JV)

Mariner FY2007 Business Highlights

- \$113 million capital raising for IPO of **Mariner Pipeline Income Trust (ASX:MIT)**
- **Mariner American Property Income Trust (ASX:MRA)** grew AUM by 31% to \$426 million
- \$125 million IPO of **Bridge Investment Group**
- Acquired A\$76 million **German** property portfolio and A\$19 million **Japanese** property as seed assets for new fund (settlement pending on additional A\$110m of German assets)
- **Mariner Mortgage Trust (MMT)** funds under management up 130% to \$150 million
- Strengthened **Mariner Board** and **Senior Management Team**
- Appointed Executive Partners in **Renewable Energy, Retirement Living, Natural Resources** to build AUM in these high growth asset classes

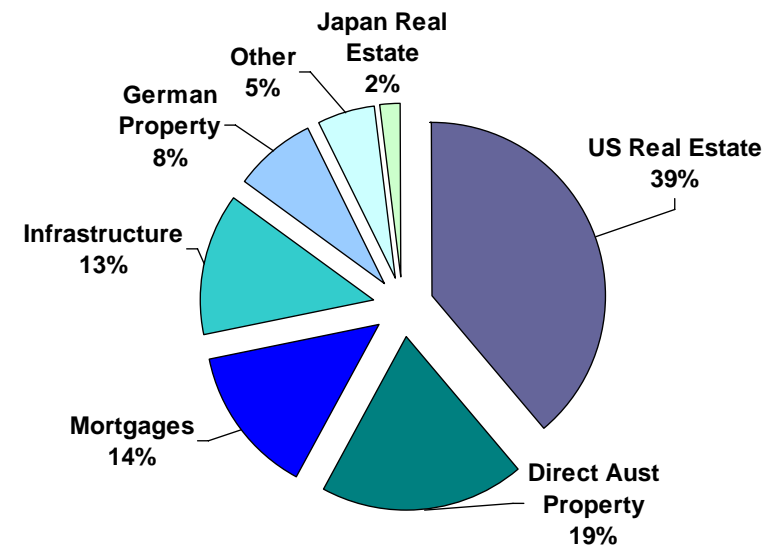
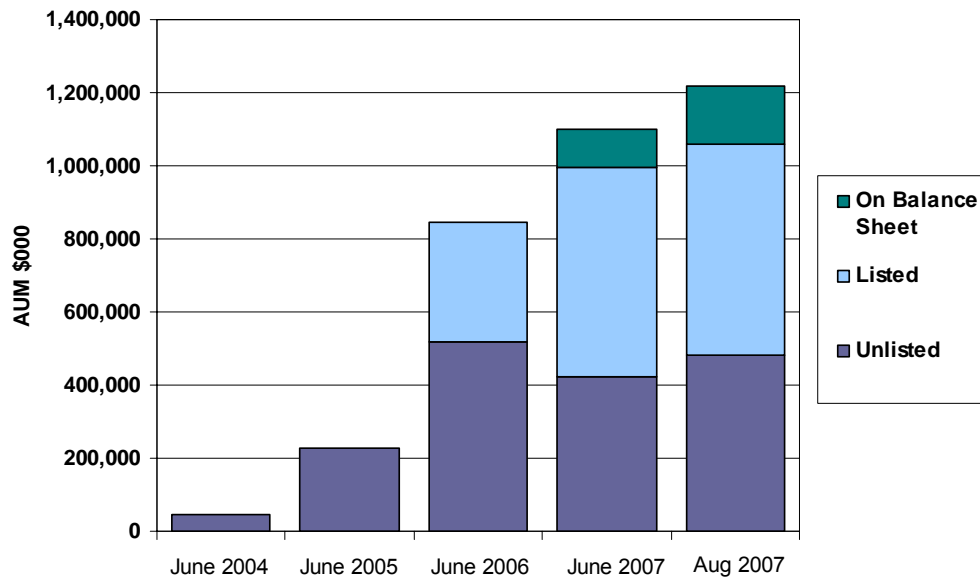
Income Statement Summary

\$'000	2007	2006	% chg
- Recurring *	14,590	7,376	98%
- Non Recurring	51,494	42,323	22%
Total Revenue	66,084	49,699	33%
Expenses	43,363	33,782	28%
Net Profit After Tax ^	17,424	10,236	70%

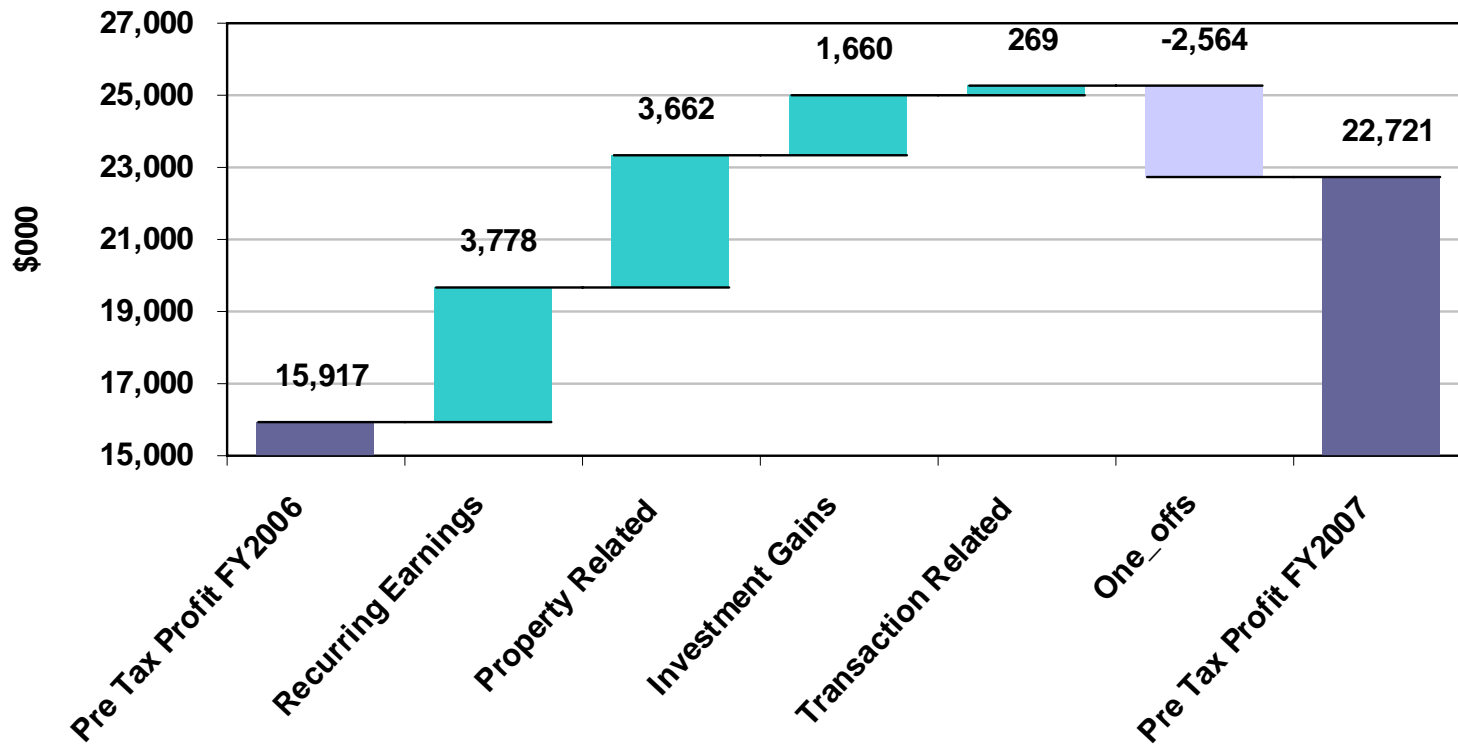
* Recurring Income – incl. RE fees, FRN fees, mortgage trust fee, interest & dividends

^ After minority interests

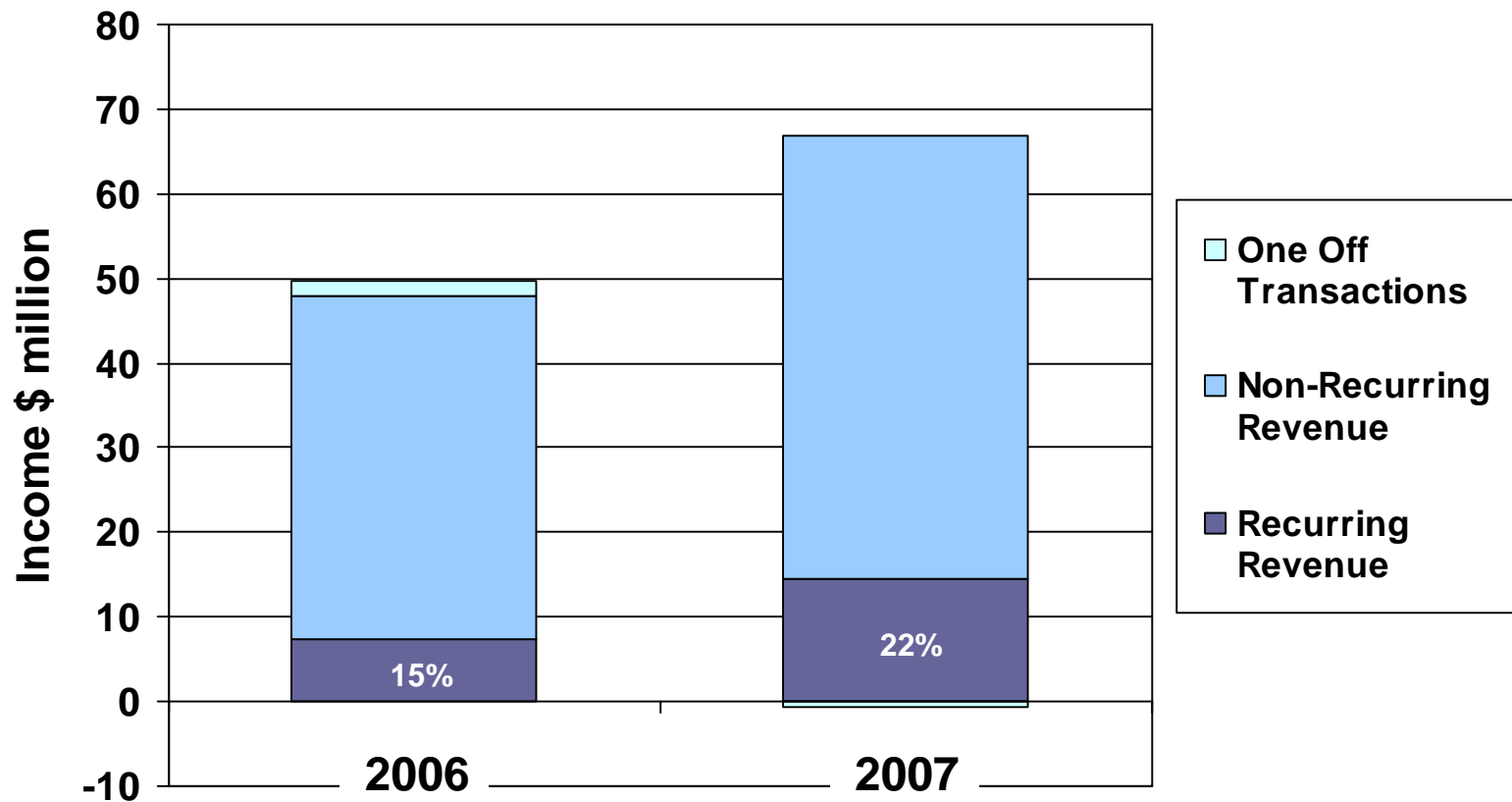
Mariner AUM Growth



Profit Analysis – before tax



Revenue Growth & Growing Recurring Income %



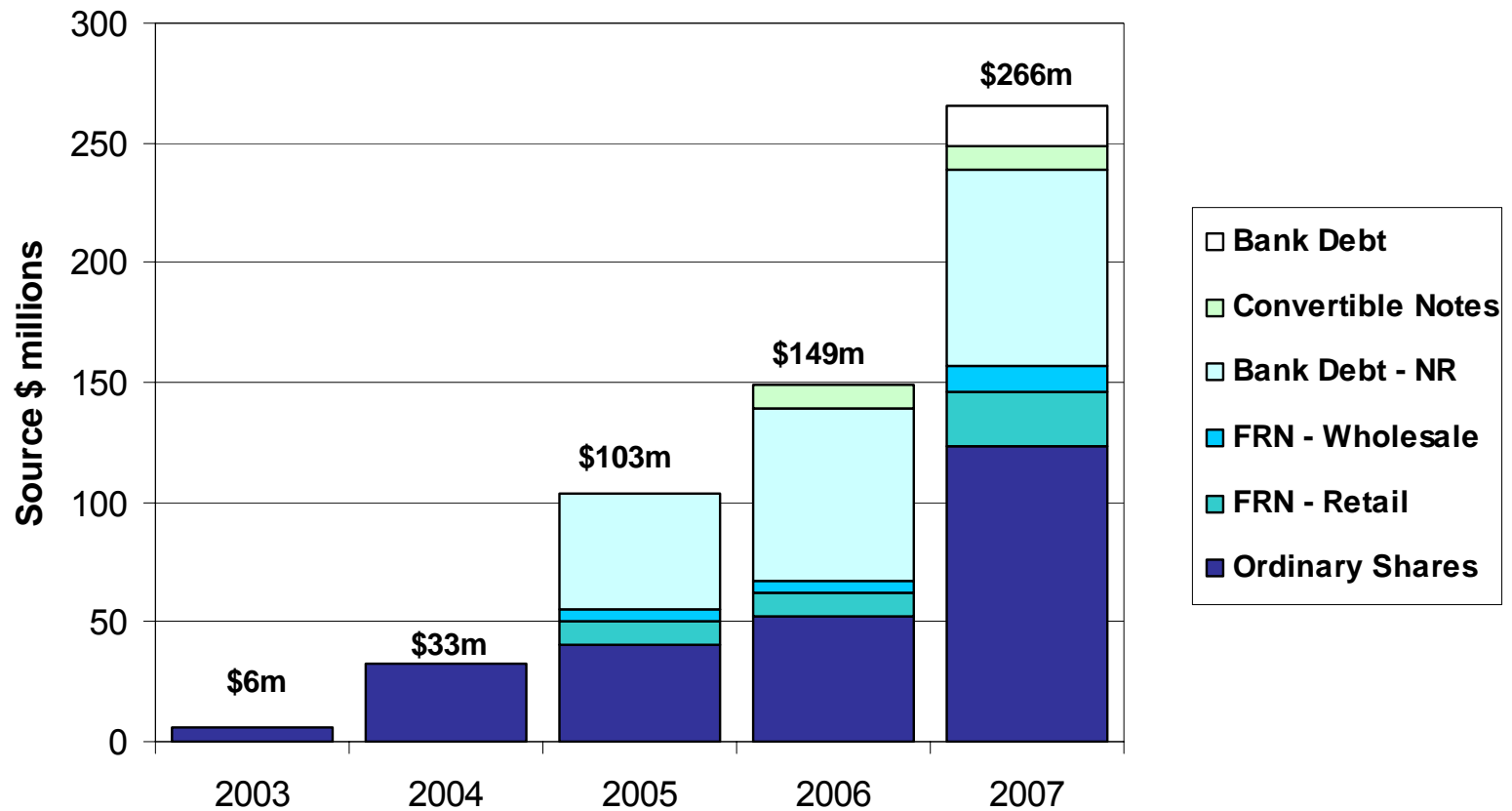
Balance Sheet Summary

\$000	2007	2006	% chg
Cash / Debtors	77,933	55,424	41%
Listed Investments	102,377	11,180	816%
Assets Held for Resale	101,376	86,000	18%
Total Gross Assets	281,686	152,604	85%
Net Assets	132,632	66,703	99%

Current Investment Markets

- No exposure to CDOs, CLOs, credit derivatives, bridge loans, hedge funds or any other structured credit transaction other than through our 14.2% shareholding in Bridge Investments which has previously disclosed that a small percentage of its total assets are exposed to the US sub-prime mortgage markets.
- Potential opportunity as investors move to Mariner-style, higher yielding investments, all fully tax-deferred, for example:
 - **MRA (9.6%);**
 - **MIT (10.8%)** – note, 72% tax-deferred;
 - **Coastal Land Trust (9.5%); and**
 - **Coastal Investment Fund (9.2%)**
- Funding costs may become higher but most of the funding we require is non-recourse against specific assets, and therefore should not impact the MFI Income Statement. The interest rate on existing debt in established vehicles is locked in to match the asset duration.
- A liquidity constrained environment may result in less competition for assets.

Capital Sources



Outlook - Capital Sources

- Mariner has established relationships with various debt providers
- Mariner is sourcing attractive debt to secure assets despite the current conditions in credit markets
- Mariner has significant access to existing capital sources including:
 - Currently warehoused assets
 - Unused debt capability
 - Existing Balance Sheet Equity
- Managing capital recycling is a key priority for our business, and during the year a dedicated Treasurer was appointed to oversee all capital management activities.

Increasing Global Reach



Note: figures in brackets - 2006 comparables

Business Model Overview

Asset Management

Sourcing: assets to create, originate and design investment offerings that generate AUM growth which produce ongoing revenue streams

Investment Banking Activities

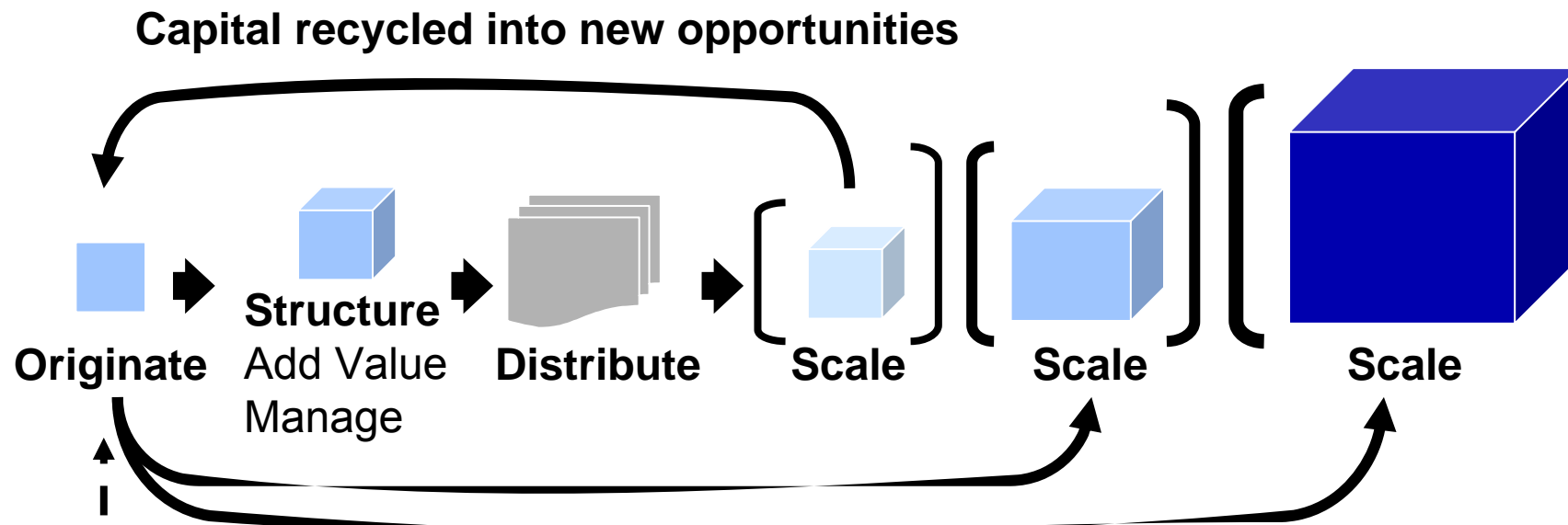
Sourcing: corporate finance and private equity opportunities where Mariner can add value and deliver opportunities to our investor network

- Executive Partner model to increase deal flow
- Structuring and financing expertise for executing on transactions
- Risk assessment – selective approach in choosing assets based on our strict internal controls and return hurdles
- Strong fee generation ability from all the above
- Established distribution channels and admin support
- Highly Scaleable Model

Executive Partner Model

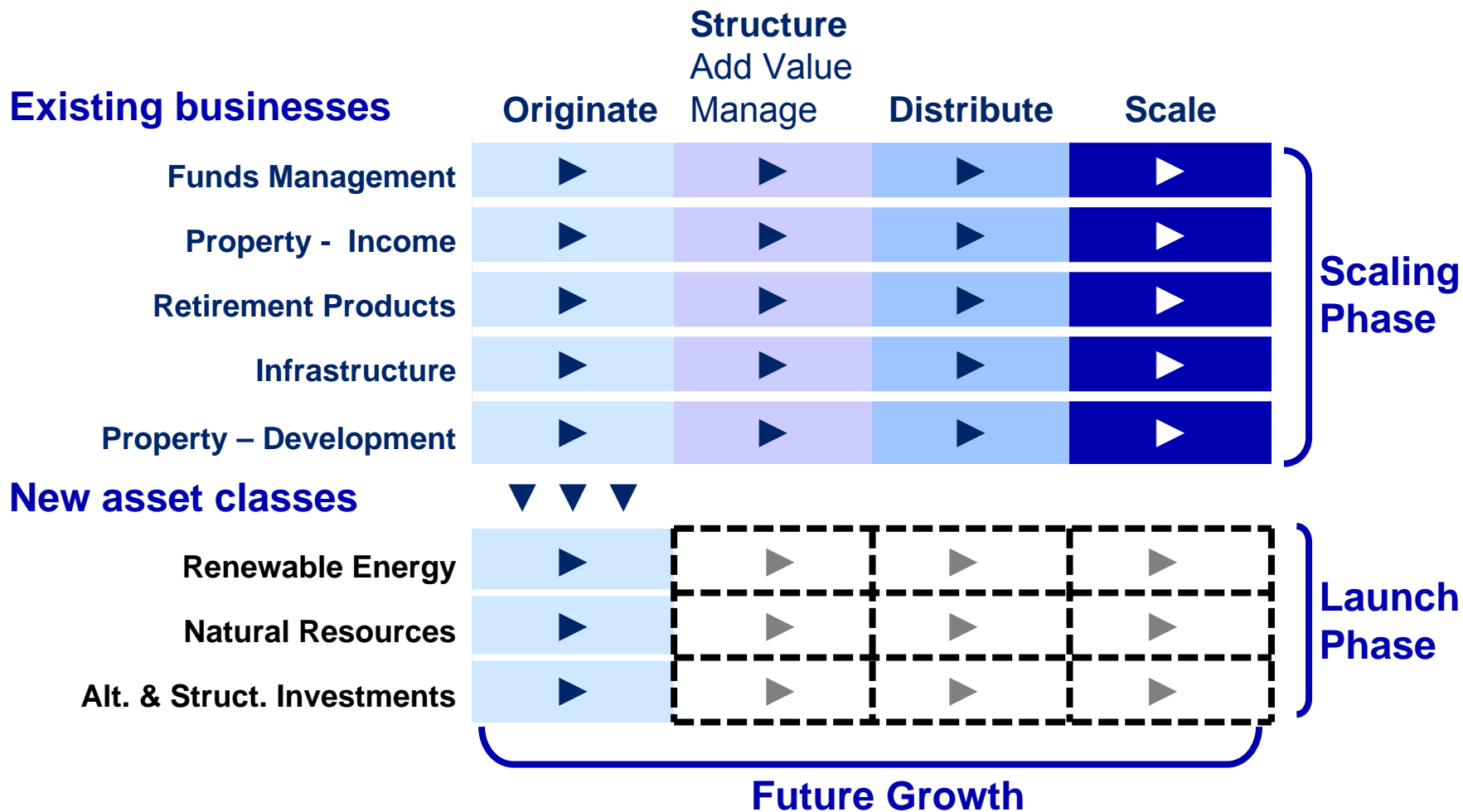
- Mariner's origination engine
- Highly experienced professionals
- Widely established international networks
- Selective pursuit of assets based on minimum return and fee hurdles
- Diversification across asset classes and geographic borders
- EPs are incentivised with significant profit share potential
- Short-term contracts with high performance expectations
- Currently 11 EPs with potential to increase to 20 over next 12 months
- Mariner model and infrastructure has sufficient scalability for planned growth

Business Model



- (A) Existing businesses present new opportunities and assets for new funds, AUM growth
- (B) New asset classes bring opportunities for new asset management growth

2007 Business Snapshot – AUM \$1.2bn



Outlook

- Executive Partner and business infrastructure model in place for future growth strategy
- Strong balance sheet capacity for planned growth
- Seed assets currently on balance sheet for 'product pipeline'
- Planned future diversification across asset classes and global presence
- AUM expected to grow strongly in the next year
- Increasing recurring revenue targeted to reduce variability in earnings and to cover core business overheads by December 2008

Mariner Financial Key Dates

Announcement	28 August 2007
Ex-Dividend	3 September 2007
Record Date	7 September 2007
Dividend Payment Date	15 October 2007