



MARINER | FINANCIAL

INVESTMENT BY DESIGN

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Mariner launches Mortgage Trust

6 April 2004

New Trust to match or beat returns of market leaders - with more bells and whistles

Emerging financial services group Mariner Financial Limited [ASX: MFI] today announced the launch of its Mariner Mortgage Trust, which is expected to become a cornerstone of the Group's growing suite of managed funds and retirement incomes solutions.

Available to both retail and wholesale investors, the Trust is designed for investors wanting to achieve returns greater than cash rates, but with relatively low levels of risk.

Funds will be invested in a diversified selection of properties in Australian capital cities and major regional centres. All loans made by the Trust will be registered first mortgages.

The Trust will be managed by Mr John Thomas, CEO of Mariner Mortgage Management Limited, a partner company of Mariner Financial Limited. Mr Thomas previously spent 15 years with The Howard Group, founder of the successful Howard Mortgage Trust (now part of Challenger Financial Services). He was instrumental in establishing a property division at Howard, and has been involved in all aspects of running mortgage trusts, including the sourcing and assessment of mortgage loans, assets and management.

Mr Thomas said the new Trust had been built to match or exceed the flexibility and performance of existing mortgage trusts, with a number of new features offered.

"The Mariner Mortgage Trust is designed to be a market leader across all aspects of flexibility, liquidity, security and convenience. We're offering investors the most 'bells and whistles' available, at highly competitive rates," Mr Thomas said.

Mr Thomas said the Trust aimed to achieve an effective retail return of 5.9 per cent per annum, and an effective wholesale return of 6.4 per cent per annum, positioning it squarely with the current market leaders.

Key features of the Trust include the ability for investors to establish regular withdrawal and/or saving plans, monthly distributions for all investors, and the ability for distributions to be split 50/50 between reinvestment and credit to a bank account. The Trust also offers a number of additional features such as:

The only mortgage trust to pay upfront trail commission twice-monthly to advisers/planners.

A regular savings plan that is CPI indexed (at the option of the investor).

All registry, custodial and mortgage management services have been outsourced to specialist providers BNP Paribas Securities Services, Permanent Trustee Australia Limited and Australian Mortgage Administration Limited respectively.

Managing Director of the Mariner Group, Mr Bill Ireland, said he hoped to grow the new Trust by \$100m in the first 12 months, on the back of ongoing demand for regular income stream products.

"While Mariner is a new player, we have one of the most experienced investment management teams available to source quality high yielding mortgage assets," Mr Ireland said. "We see great demand from Australia's ageing population for new sources of secure, regular income streams. We aim to build the Mariner Mortgage Trust into one of Australia's premier mortgage trusts, servicing this growing sector."

The Trust will invest primarily in registered first mortgages. The Trust's lending guidelines provide that the Trust will:

- obtain a property valuation that is not more than three months old;
- lend up to a maximum of 70 per cent of the value of most property types, and up to 75 per cent of the value of some residential property used as security;
- secure the Trust's portfolio of mortgage investments over property that is in different locations in both capital cities and regional centres, and diversified across residential, commercial, industrial and retail property types.

"This diversification helps protect the Trust from losses, and provides investors with a spread of property that would be impossible for individuals to match by investing on their own," Mr Thomas said.

The minimum initial investment in the Trust is \$1,000 with additional investments from \$500.

The Mariner Mortgage Trust is managed by Mariner Securities Limited, which is the Responsible Entity for the Trust and a wholly owned subsidiary of Mariner Financial Limited [ASX: MFI] an ASX listed company that is part of the Mariner Financial Group.

The Trust will be distributed through financial planner networks.

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].

For further information, please visit the Mariner website at <www.marinerfunds.com.au>.

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