



Mariner Mortgage Trust receives strong research backing

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Mariner Financial's recently launched Mariner Mortgage Trust (MMT) is a welcome addition to a sector overburdened with exposure to complex risky property sectors and unproductive high cash weightings, according to a report released this month by independent research group Zenith Investment Partners.

The findings were strongly supported by a second report by Property Investment Research (PIR), which also said the Trust has established high quality systems, procedures and staff.

John Thomas, CEO of the Mariner Mortgage Trust, said he was particularly pleased with the reports.

"As a new player we are delighted after only two months of operation to be able to sit in a strong position amongst our peers. We are confident that we are set to offer the market leading product," Mr Thomas said.

Launched in April this year, the Mariner Mortgage Trust is available to both retail and wholesale investors wanting to achieve returns greater than cash rates, but with relatively low levels of risk.

According to the Zenith report, "Mariner Financial has made outstanding progress on the much anticipated cornerstone product by establishing the right framework for MMT to succeed over the long term, particularly in relation to risk management and compliance."

The report highlights the strong partnerships of the Trust, given the bringing together of two ventures which combine Mariner's expertise in product promotion with the distribution expertise of Australia's largest commercial mortgage originator, Ashe Morgan Winthrop (AMW).

Property Investment Research similarly commented on the high quality of Mariner's outsourcing, such as its partnership with "a substantial and highly regarded mortgage administration company" Australian Mortgage Administration Limited (AMAL).

"The new Trust is operated by experienced management who have the knowledge base in the mortgage trust industry of the former senior management of Australia's largest mortgage trust, together with the senior management of Australia's largest commercial finance brokers (AMAL)," the PIR report stated.

Furthermore, the Zenith report notes that MMT offers many features for advisers and investors, some not currently offered by competitors.

These include:

- Reinvestment, including the ability to have monthly distributions split 50/50 i.e. half reinvested and half credited to a bank account.
- Interest credited to a nominated financial institution.
- Telephone redemptions.
- Regular savings plan (weekly, fortnightly, or monthly).
- Regular redemption plan.
- From 2005, direct web access to make applications, redeem and maintain account details.

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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