



Mariner Financial and Rothschild Australia launch leasing joint venture

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Operating leases - IT and office equipment

The financial services group Mariner Financial Limited [ASX: MFI] and leading merchant bank N M Rothschild & Sons (Australia) Limited announced today that they have joined forces to invest in the growing Australian operating lease market.

Mariner and Rothschild together will own and control the joint venture, Mariner Acceptance Corporation (MAC), which will invest in portfolios of operating lease residual value positions. MAC will initially target residual positions in the IT and office equipment sector however, over time, it intends to expand into residual value positions in other asset classes.

Mariner's existing established platform with a major bank for investing in operating leases will form part of the joint venture.

Rothschild will provide finance to MAC to facilitate the acquisition of portfolios of operating lease assets. It is then intended to offer enhanced-yield hybrid and other innovative securities to the investment markets through Mariner's expanding network of financial planners and related distribution channels.

The joint venture will not originate operating leases, rather it will be a service-provider to banks, vendors and other financiers who provide operating leases to the market but do not wish to retain residual value risk. The partners believe that in the fast-growing Australian market for operating leases there is an opportunity for an experienced and well-funded residual value counterparty to assist operating lease originators accelerate the growth of their businesses by purchasing their residual value positions.

The joint venture is another example of the Mariner strategy of using partnerships in niche markets to create enhanced-yield investment products to offer investors through Mariner's wholesale and retail distribution channels.

Mariner Financial managing director, Mr Bill Ireland, said: "This deal involves adding Mariner's can-do origination and distribution skills and Rothschild's sophisticated financing and structuring capabilities as well as balance sheet capacity to create innovative investment products for the Australian investment markets."

Rothschild Australia's CEO Mr Richard Martin added: "The business model is designed to provide lease originators with an alternative source of liquidity for lease

residual assets from an independent specialist financier. MAC will help its customers to grow by alleviating the capital that would otherwise be tied up in residual assets."

Note to the editors

The Rothschild Group is one of the world's leading investment banks having been at the centre of the world's financial markets for over 200 years. Today, the Rothschild Group has 40 offices in more than 30 countries. In Australia, Rothschild is a licensed banking institution, with assets in excess of \$2.1 billion and undertakes advisory, investment banking, corporate banking, treasury and principal investment activities.

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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