

Blackstone's \$5 Billion Australian Private Wealth Platform added to IOOF Pursuit Investment Platform

La Trobe Financial, Blackstone Portfolio Company's award-winning Credit Fund has been included on the IOOF \$50 billion Pursuit's investment platform, expanding La Trobe Financial's retail distribution footprint further following recent appointments to Macquarie Wrap, CFS Wrap, Hub 24, Netwealth and Power Wrap covering some \$229 billion Funds Under Advice.

Tuesday, 22 May 2018 – IOOF Pursuit Platform which has over 860 advisers and \$50 billion Funds Under Advice has included Blackstone's Australian Portfolio Company, La Trobe Financial, flagship product, the multi-award-winning 12 Month Credit Fund Term Account onto its investment platform.

La Trobe Financial's Chief Investment Officer, Chris Andrews stated, "we are delighted to have our flagship product on the IOOF Pursuit investment platform. We have taken this step on the back of significant demand from the financial adviser market as part of our commitment to delivering the highest levels of service and efficiency to advisers and investors across Australia."

Andrews further added "our 12 Month Term Account is one of our core retail offerings, standing now at \$1.3 billion of the total FUM. Its capital stable, fixed income profile is built on a highly diversified portfolio and over 65 years of management experience." The Credit Fund has been judged Australia's "Best of the Best" by Money magazine 9 years in a row, following outstanding long-term performance for investors. "We will continue to execute our time-tested investment philosophy with rigour and discipline and welcome the inclusion on this new platform", said Andrews

Michael Watson, La Trobe Financial's Head of Major Clients - Private Wealth said "we are really pleased to join the IOOF Pursuit platform. Major platforms and licensees are increasingly seeing the importance in partnering with fund managers who offer a genuine point of difference for investors. Our addition to IOOF Pursuit will help more advisers meet client requirements in a time of continued volatile markets and low yields."

La Trobe Financial's Private Wealth Platform, was recently highly rated as the best in Australia by SQM Research following their review of the Australian Mortgage Trust Sector. SQM Research singled out a number of key strengths in La Trobe Financial's Fund operations for investors, including its:

- strong distribution network and market niche;
- "very knowledgeable and experienced staff";
- diversification across geographical sectors and borrowers;
- effective arrears management; and
- "returns, which have consistently been over and above peers and benchmarks".

Watson further commented "the continued growth of the Private Wealth Platform is an important recognition of adviser demand for quality products."

La Trobe Financial will be making further announcements shortly.

About La Trobe Financial

La Trobe Financial is Australia's leading Non-bank credit and wealth manager, providing funding and investment solutions to a diverse range of customers since 1952. We are 80% owned by Blackstone, the world's largest alternative asset manager, with over US\$450 billion of Funds under Management worldwide. We are a proven and trusted investment partner for institutional and retail investors alike with over 65 years' experience, managing investment mandates in excess of \$14 billion. La Trobe Financial holds all requisite regulatory licences: La Trobe Financial Services Pty Limited ACN 006 479 527 Australian Credit Licence 392385 and La Trobe Financial Asset Management Limited ACN 007 332 363 Australian Financial Services Licence 222213 Australian Credit Licence 222213. For further details please visit our website www.latrobefinancial.com. For details of our ratings please view our Awards & Ratings refer to our website.

About Blackstone

Blackstone is one of the world's leading investment firms. It seeks to create positive economic impact and long-term value for its investors, the companies it invests in, and the communities in which it works. Blackstone does this by using extraordinary people and flexible capital to help companies solve problems. Its asset management businesses, with over US\$450 billion in assets under management, include investment vehicles focused on private equity, real estate, public debt and equity, non-investment grade credit, real assets and secondary funds, all on a global basis. Further information is available at www.blackstone.com. Follow Blackstone on Twitter @Blackstone.

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Media Contact **Caterina Nesci**

Head of Marketing

m: +61 422 270 474

e: cnesci@latrobefinancial.com.au

