

# La Trobe Financial wins **Best Specialist Lender - Australia**



## **La Trobe Financial wins international award - Best Specialist Lender Australia.**

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Award winners were chosen from a short list of nominees selected by over 50,000 investors globally from over 120 countries following a review by an independent and objective judging panel. Cory Bannister, Vice President & Chief Lending Officer at La Trobe Financial commented *"we are proud to be recognised as Australia's Best Specialist Lender. As a credit specialist we have been assisting Australians to achieve their financial goals for over 60 years. La Trobe Financial has one of the broadest product suites available in the Australian market. We deliver flexibility and access to markets for our brokers that the major banks generally don't provide."*

## **So what makes La Trobe Financial so deserving of this significant award?**

Bannister stated *"it is the industrial strength of our broker lending operations in under-served markets that stand out. We really have built good processes and are delivering to Brokers on three key promises:*

- Our brokers tell us we make it our business to understand the financial needs of their borrower better than our competitors and our business model allows us to deliver flexible and fast solutions;*
- We have clear and consistent credit policies that our brokers understand and can rely on; and*
- Our experienced Sales Team and Credit Analysts are available to talk to brokers armed with the know-how to help the brokers and their clients make the right decisions.*

*We always keep in mind the end result for the broker and the borrower. Most importantly, clients will always have access to our most senior decision makers ensuring the whole customer experience is simple and easy to understand, quick approval and a clear path to settlement."*

La Trobe Financial's President & CEO, Greg O'Neill added, *"our commitment has never changed. We are here to help Australians realise their dreams, and achieve financial independence through home ownership. Our lending volume results in originating over \$300 million per month and the awards we are achieving today demonstrate delivery of a clear, coherent strategy, executed with considerable discipline, combined with our philosophy of focusing on our clients' interests first. We are a stable lending platform that brokers can and will continue to trust and this Best Specialist Lender award recognises that."*

La Trobe Financial will be making further announcements shortly.

**About La Trobe Financial:** La Trobe Financial is Australia's largest Credit Specialist providing funding and investment solutions to a diverse range of customers since 1952. We are a proven and trusted investment partner for institutional and retail investors alike with over 60 years' experience, managing investment mandates in excess of A\$10 billion. La Trobe Financial holds all requisite regulatory licences; La Trobe Financial Services Pty Limited – Australian Credit Licence No. 392385. La Trobe Financial Asset Management Limited – AFSL & Australian Credit Licence No. 222213. For further details please visit our website [www.latrobefinancial.com](http://www.latrobefinancial.com). For details of our ratings please view our Awards & Ratings link on our website..

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