

Homeloans' funding partners



Adelaide Bank is a wholly owned subsidiary of Bendigo and Adelaide Bank (BEN), the merged entity formed in 2007, which ranks in the top six banks in Australia.

BEN has around 1.4 million customers in Australia, excluding those through the bank's third party distribution channel.

Over 80% of funding requirements are via retail deposits, which provides a sound and low risk funding platform.

Adelaide Bank manufactures and processes residential home loans, which are distributed by Homeloans as a key business partner.

Ratings agency Standard and Poors re-affirmed Adelaide Bank's servicer rating as a strong (outlook - stable), the highest ranking available.

Adelaide Bank's third-party mortgage portfolio has assets of \$16.7B at the end of last financial year, and a total of over \$50B across the BEN institution.

Adelaide Bank is currently introducing a team dedicated to ensuring their products and services remain in a preferred competitive position. They aim to manage and launch product and service innovations and refresh their operating environment to ensure they remain a low cost provider of funds.



Advantagedge, formerly part of the Challenger Financial Services Group, is now a wholly owned subsidiary within the National Australia Bank Group. Advantagedge operates as a wholesale loan servicer independent from National Australia Bank Limited's residential lending business.

Advantagedge is a major participant in the Australian mortgage market with over \$120 billion* of loans under management or brokerage.

Independent Mortgage Managers across Australia are accredited to offer a comprehensive range of residential mortgage products funded under Advantagedge's loan program.

Advantagedge's role as a wholesale loan servicer occurs primarily behind the scenes and includes managing credit analysis on applications, setting ongoing variable interest rates, providing loan administration services (such as producing statements), providing system infrastructure (such as internet access) and arranging loan funds.

Advantagedge's size and scale frees Mortgage Managers to do what they do best: arrange flexible, competitively-priced loans and provide a level of personalised service that's second to none.

Advantagedge is proud to be a major participant within the mortgage industry, having assisted Australian home-owners and small businesses over the last two decades.

- More than \$14 billion mortgages under management *
- More than \$110 billion mortgages under BROKERAGE*
- Leading independent funding provider
- A fully owned subsidiary of National Australia Bank

* Current as at 30 September, 2009.



ING DIRECT Australia is Australia's fifth largest retail bank, with approximately \$36 billion in mortgages and \$22 billion in deposits.

ING DIRECT has been funding the mortgage management channel for over 10 years, and remain committed to building this market segment.

ING DIRECT is a key source of funds for many of Australia's major mortgage managers

Key statistics about ING Direct

- ING Direct employs over 900 staff
- ING Direct has received a long list of accolades including:
 - Best Broker Support (Mortgage Professional Australia Broker on Banks 2009);
 - Best Industry Service Award (Australian Mortgage Awards 2008);
 - Best Contact Centre in the Financial Services Sector in Australia (Global Reviews 2009)
 - Australia's Most Trusted Brand 2008 (Reader's Digest)

- ING Direct is committed to customer service and achieves among the highest customer satisfaction ratings in the market
- ING Direct is a holder of an Australian banking licence since 1999 and regulated by the Australian Prudential Regulation Authority (APRA), like all other Australian banks
- ING Direct has a Standard & Poor's A+ credit rating and over 1.45 million customers in Australia
- Savings of Australian customers are invested in high quality Australian assets. ING DIRECT Australia does not invest in shares or in overseas mortgages.
- ING DIRECT is the world's leading direct savings bank and is wholly owned by ING Group