



Investment guide

- Investing in property secured business loans
- Short term, fixed interest investments
- Matched investors and borrowers – no pooling
- Secured by first mortgage over property
- Security properties valued professionally
- Experienced credit underwriting and loan management team
- Loans selected by you, or by us against a mandate
- Returns from 6% to 12%* per annum
- Monthly interest distributions

*Past performance is not a guarantee of future performance.

1300 135 965 | hello@platinumsecurities.com.au | mortgageinvest.com.au

 **platinum**
mortgage
securities

Important Information

To gain a full understanding of the risks associated with this type of investment, and before making any decision to invest through Platinum Mortgage Securities, it is important for wholesale and institutional investors to read:

The Information Memorandum (IM) and any Sub-Fund IM of the Platinum Mortgage Fund ('Fund')

Investments through the Fund are not bank deposits. There is no guarantee of return on capital and there is the risk of investors losing some or all of their capital invested.

The information provided in this document does not take into account your personal needs, financial circumstances or objectives. Before acting on this information, you should first consult with your financial adviser to consider the appropriateness of this asset class relative to your needs and objectives.



“As many as 30% of our borrowers borrow more than once. This shows the quality and relevance of our loan offer and the strength of our reputation.”

Welcome to Platinum Mortgage Securities

Platinum Mortgage Securities Pty Ltd is an Australian financial services provider that has been offering privately funded, short to medium term property secured loans for business and investment purposes since 2012.

Simply put, we facilitate first mortgage, property secured loans between investors that have money to invest and people who need to borrow money for business and investment purposes.

It's that easy.

This is known as marketplace lending and Platinum Mortgage Securities is an active manager in the alternative lending space.

We bypass the banks and other conservative financial institutions that have inefficient processes and seem unable to assess and price the risk of each application based on its merits. This results in a fair deal for business borrowers and investors alike.

Quality mortgage investments

Over the past six years, we have seen tremendous growth in our industry. As a company, we are committed first and foremost to quality credit assessment and risk management in business lending. The guidelines we follow when assessing borrower applications are fundamental to our success and track record.

- 1 **Does the borrower have a reasonable purpose in borrowing and is there a credible exit plan?**
- 2 **Would it be responsible for us to lend to meet this need?**
- 3 **Can we mitigate risk by taking security over fairly valued property?**
- 4 **At the right price, is the loan opportunity suitable for private investment?**

Only in scenarios where the answers to all these questions are yes, do we then leverage the technology of our platforms to provide transparency, simplicity and added-value to our borrowers and investors alike.

In 2018, we reached a great milestone. As an underwriting team, we passed the \$160 million mark in writing property secured loans.

Landscape for investors

Lending and investment statistics over six years

6 years  **\$2bn** Value of applications processed 

\$160m Overall value of loans approved and settled by the credit underwriting team 

Average loan **\$1.66m** Largest loan **\$5.2m** 

<60% Average loan to value ratio **9 to 12%*** Range of investor return (p.a.) 
*Returns are not guaranteed

100% Return of interest & capital*  **12 months** Average loan term 
*Returns are not guaranteed

Why alternative business lending and investment is becoming popular

The finance products created in the private lending marketplace are alternatives to traditional bank finance and they are becoming increasingly important in business. An interesting subsector of private lending is privately funded short term mortgage secured loans to business.

There are key advantages for investors participating in these loans. The most significant are the attractive rate of return and the security of first mortgage over property. As an investor, you can choose your own level of risk and return. You can select loans where business borrowers have excellent credit profiles, quality security property and a strong exit strategy, resulting in a low likelihood of default. Or you can choose to invest in higher risk loans for greater return. As a diversification strategy, you can build a portfolio across many different loan types to manage your average return and spread your risk.

Link this with short terms from 6 to 18 months, interest payments monthly, and the ability to diversify across loan purposes, security property types and geography, and you can see why more and more smart investors are finding that fixed interest debt investments can be a valuable part of their investment portfolio.

Why invest through Platinum Mortgage Securities?

Investments through the Fund provide financing for business borrowers that need short term loans or bridging finance.

You're in safe hands, we offer you:



Decades of Experience

Our directors and operations team have decades of experience in property secured lending. Leveraging this experience, we arrange smart loan solutions for small and medium sized enterprises involved in business and property development.



Exceptional Track Record

Our proven ability to understand business needs, assess credit risk and property value, tailor loan terms and package loan opportunities means we can offer savvy investors attractive investment opportunities.



Great Service

Service is what gives us purpose, dignity and pride in the quality of our delivery to our peers – borrowers, investors and partners. We continuously look for ways to create value in our service offering and business environment.

Typical borrower profile

Loan purposes include:

- Bridging finance for property transactions
- Business restructuring
- Property development and construction
- Creditor settlements
- Debt consolidation
- Equity release
- Residential land subdivision
- Working capital



Borrower eligibility

Any Australian business entity can apply for a loan. Borrowers must have property as security for the loan and interest rates are based on their profile, credit assessment, security property values and the credibility of the loan exit strategy.



Loan to value ratios (LVR)

Maximum LVRs are applied depending upon property type and location. This provides a reasonable level of equity to assist in protecting investor funds in the case of default.



Term

We offer short term investments matched to loan terms from 6 to 18 months. Be aware that from time to time loans are extended due to delays in the intended exit plan. For this reason, if it is essential that your funds are returned on a given date, you should carefully consider if this investment type is right for you.

Typical investor profile

Our investors include:

- Wholesale investors investing in their own names or through their family trusts and self-managed super funds.
- Institutional investors with cash on hand needing investment return.



Categories of investors

Platinum is authorised to manage investments for only wholesale and institutional investors.



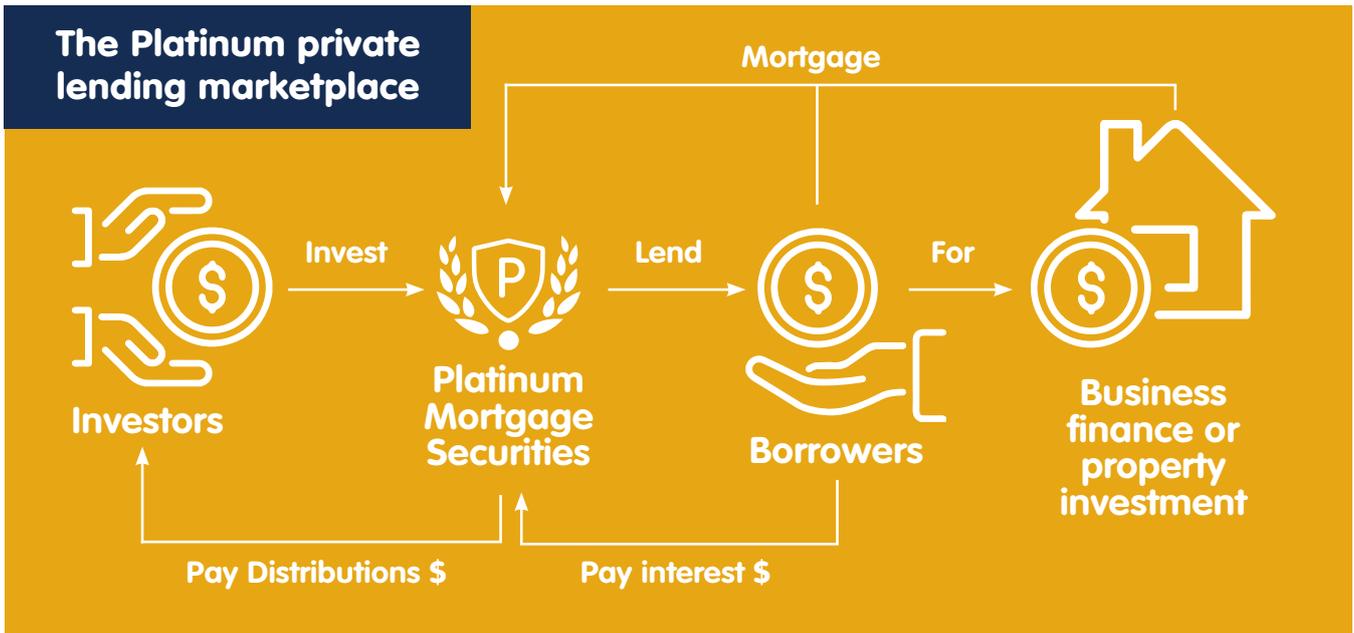
Investment amounts

While most loans we approve fall into a range between \$250,000 and \$4 million, investors can choose to invest from as little as \$5,000 in each loan they choose to participate in.

“With almost half of our loans being refinanced to banks, we’re really transitioning bank-grade customers from private to institutional funding. This can only happen because we’re good at the credit underwriting process.”

How the platform works

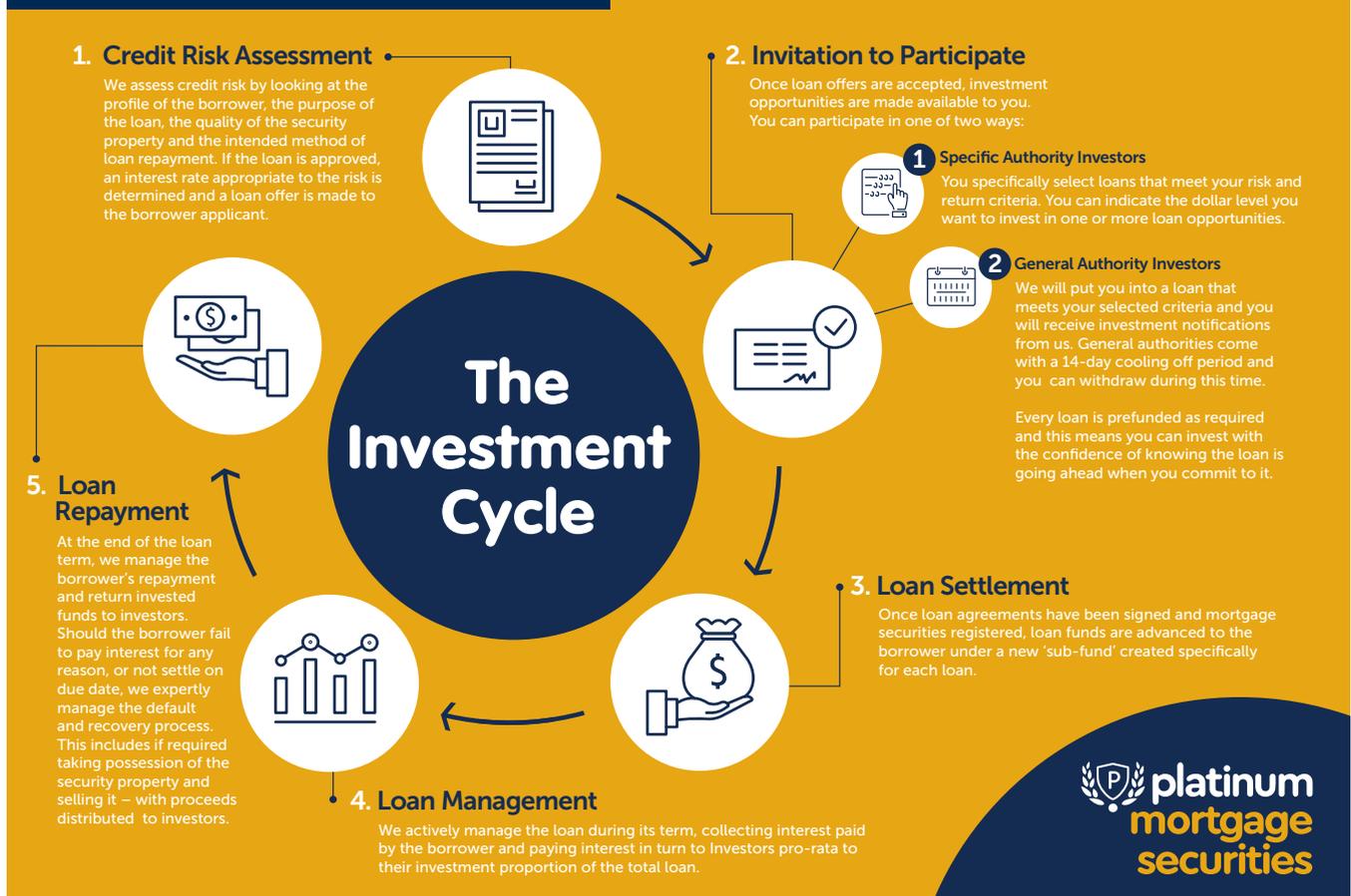
Private lending is a simple, straightforward process.



For all investors, the key step to becoming involved with the Platinum Mortgage Fund is to read our Information Memorandum (IM). You can then register as an investor in one of two ways:

- 1 **Through a Specific Authority** – if you wish to individually select all investments you make, or
- 2 **Through a General Authority** - if you prefer have us allocate funds into investments on your behalf against your mandate.

This diagram shows the investment cycle for prospective investors when you join the Platinum Mortgage Fund and become a Member:



As a wholesale investor, to register in the **Platinum Mortgage Fund**, you need to read the Information Memorandum (IM) and then apply.

Our experienced credit underwriting team assesses applications to determine their credit worthiness and their suitability for placement in the Fund. The loan agreement with approved borrowers obliges them to repay the loan principal together with interest and costs over an agreed term. All loans are secured by first registered mortgages over real property provided by the borrowers and/or guarantors of the loan.

Investment opportunities which match your investment criteria will be presented to you for assessment via a Sub-Fund IM that provides

details on all facets of the loan. Once you commit to investment in a loan at the level you choose you evidence this by signing the relevant Sub-Fund application form – and now you're a Member, welcome!

Once invested, you receive income on the capital you invest from the interest payments made by the borrower. Using a sophisticated technology platform, and working closely with the borrowers, Platinum Mortgage Securities manages the loan contracts and distribution payments during their term and returns your capital to you upon loan termination.

Our responsibility is to make this whole process quick and easy for both sides, especially when time is of the essence for the borrower.

Is it safe?

As with any investment, understanding the risks is critical. The single biggest risk in private lending is of course default by the borrower. In this situation, if default cannot be remedied through reasonable adjustment of terms, there is recourse to the security property. In the normal course of our business we would expect that the sale of security property as mortgagee in possession would recover all monies due to investors. However, in the worst case, you may not receive all the interest distributions expected, and there is risk to some or all of the capital you invest.

These risks are mitigated and managed through the experience of our credit underwriting team during the loan approval process and of the collections team during the term of the loan.

More Information?

Call 1300 135 965

to talk to one of our customer service team or visit mortgageinvest.com.au to register.

Wealth managers and other intermediaries

We welcome your business

We respect and value your clients and we understand the importance of excellent service as it reflects on both your business as well as ours. We select our intermediaries with the utmost care to ensure cooperative and long term business success.

What's next?

Visit us online at mortgageinvest.com.au to find out more and then call on 1300 135 965 for a no obligation discussion about how we might work together.





Contact us:

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