

## Aggregator Reporting

This document outlines the Aggregator Reporting for Astute Financial Management Pty Ltd as proposed by the Combined Industry Forum (CIF) to fulfil the ASIC recommendations.

The below data relates to the reporting period 1st July 2019 – 30th June 2020.

### Total Paid Residential Lending Settlements (% of value)

<u>Lender Name</u>	<u>%</u>	<u>Lender Name</u>	<u>%</u>
Adelaide Bank	1.571%	Homeloans Ltd	0.885%
AMP	2.015%	HomeStart Finance	0.035%
ANZ	9.021%	ING Direct	5.274%
Astute Simplicity Home Loan	2.022%	La Trobe Financial Services	1.184%
Australian First Mortgage	0.047%	Liberty Financial	0.866%
Australian Military Bank	0.168%	Macquarie Mortgages Pty Ltd	11.422%
Australian Unity	1.436%	ME Bank	0.731%
Auswide	0.439%	Mystate	0.180%
Bank Australia	2.865%	National Aust Bank	7.533%
Bank of China	0.025%	Northern Co-op Housing Society	0.011%
Bank of Melbourne	0.183%	Pepper Money	1.476%
Bank of Queensland	0.214%	Qld Country Bank	0.597%
Bank of Sydney	0.370%	Qudos Bank	2.274%
Bank SA	0.025%	RAMS Home Loans	0.081%
BankWest	4.895%	St George Bank	8.291%
Bluestone Mortgages	0.632%	Suncorp	2.991%
Citibank	0.701%	Teachers Mutual Bank	0.370%
Commonwealth Bank	23.978%	ThinkTank	0.144%
Firstmac	0.025%	Westpac Bank	5.013%
Heartland	0.009%		
		<b>Total</b>	<b>100%</b>

### Lenders Used per Broker (% of brokers)

	Up to 3	4 to 7	More than 7
% of Brokers	33%	32%	35%

### Weighted Average Commission

	Upfront Commission	Trail Commission
% of Settled Loan Value	0.613%	0.177%
(excluding GST)		