



Austar Finance Limited was incorporated on the 22/03/2017.

This year 2020, Austar Finance Limited turns 3 years old!

As part of our celebration this year of **2020**, we would like **Our Managing Director, Dr Roger Su and General Manager, Mr Diggory Brooke to share their thoughts about the business success, achievement and future potential growth for Austar Finance Limited.**



Managing Director-Dr Roger Su

Q1) What are your thoughts about the track record of Austar Finance Limited or how do think we are tracking?

Besides being the Managing Director of Austar Finance Limited, I do have my own business which is called as SRRS Financial Services that partners with Austar Finance Limited to service our mutual clients.

SRRS offers investment portfolio and planning services to migrant investors (Most of the investors are from Austar Group referral itself); to assist them with the immigration investment requirements to migrate to New Zealand.

After a few years of building up strong relationship with such clients, SRRS has now about \$500-600 million NZD portfolio of our clients under our books.

However, once these clients had fulfilled their immigration investment requirements, they would tend to choose to seek other investment opportunities such as fixed term bonds etc; and that is when Austar Finance Limited would come into the picture to assist these ones.

Austar Finance Limited is set up as a contributory mortgage company.

Our first deal was settled in January 2018.

Since then, I personally believe that the business has been running well. Our loan book has grown fast and we are in position to compete with others in the sector as we do have a big funding support from our investors.

So, the future for potential growth for Austar Finance Limited looks very good and I am positive that we will gain more traction as new clients and existing clients knows further about our offerings and services at Austar Finance Limited.



Managing Director-Dr Roger Su

Q2) For the investment area of the business what are the high and what are the low from your opinion that Austar Finance Limited had to face in these past 3 years?

The investments side of things of the business is strong and very stable.

This is because, we do have a great committee team working closely with each other to ensure the investment offering do get us where we would like the business to be and reach.

Each one of the committee members do have a great number of years' experience in different areas such as legal , property, taxation and financial investment.

Again, as mentioned before that we do also have a great funding support from our investors and that allows us to lend up to 30 million NZD deal as investment opportunities.

Nevertheless, our low in my viewpoint is that according to our current policy, we are unable to do progressive loan for construction, which may limit our lending opportunities.

Q3) Finally, what do you hope or aspire for Austar Finance Limited to be known as a Company in New Zealand moving forward into the future?

I am very confident that Austar Finance Limited would eventually gain a reputation of being a strong finance business in the New Zealand's lending market and sector.

However, we do recognise that we still do certainly need much more support from our regular contacts and other professionals for us to reach our goal in this area.



General Manager- Mr Diggory Brooke

Q1) What are your thoughts about the track record of Austar Finance Limited or how do think we are tracking?

I joined Austar in October 2017, when it was an embryonic P2P lender with no real structure. Both major shareholders knew what they wanted to do but we needed an action plan to put it into place.

I became involved in setting up a business plan for the formation of what looks like a contributory mortgage company and essentially performs in that way but with the contributors (investors) not being registered on the title to any securities Austar lends on. Instead all investors get secured notes.

We employed a leading legal firm to draft our Master Trust Deed and collateral documentation and have been using that ever since then.

It took about 4 months for Austar to write its first deal, but since January 2018, we have grown into one of the most competitive non-bank lenders in a certain niche space in New Zealand. Because we have a strong investor database, we are able to compete with the 'big boys' on lending up to \$30 million on a 1st mortgage basis.

Careful compliance monitoring with all AML/CFT laws and the FMCA and DIA has seen us use two leading experts in their fields to ensure our systems are robust.

Q2) For the Lending area of the business what are the high and what are the low from your opinion that Austar Finance Limited had to face in these past 3 years?

The highs are growing the mortgage lending book. Book size is confidential but is strong and growing year on year. Careful credit assessment of each new deal and workshopping with my colleagues on the Credit Committee gives me confidence that anything we lend on we will protect both ours and our investors interests.

There are no real lows. Apart from securities enforcement which we have had to be engaged in twice over 2 ½ years, the challenges of running and maintaining momentum and broker engagement present the biggest hurdles.



General Manager- Mr Diggory Brooke

Q3) Finally, what do you hope or aspire for Austar Finance Limited to be known as a Company in New Zealand moving forward into the future?

I would hope that we could be recognised by the referral community – brokers , lawyers and accountants , as one of the go to companies for large (in excess of \$5 million) 1st mortgage lending supply. And of course, I have a confidential loan book target to meet.
Announcements to come!