



PRESS RELEASE

AUSSIE LODGES RECORD \$2 BILLION IN HOME LOAN APPLICATIONS FOR OCTOBER

Tuesday, 18 November 2014: Australia's leading mortgage broker, Aussie, lodged a record \$2 billion worth of home loan applications in the month of October, with settlements also reaching a record \$1.4 billion for the month.

Founder and Executive Chairman of Aussie, Mr John Symond, says "We are meeting our ambitious growth targets for the year, with our retail and mobile broker channels both reporting substantial lifts in volumes."

"We are keen to keep growing and note the mortgage broking industry is now writing the majority of home loans in Australia as more consumers recognise the important role we play in getting the right loans for their needs", he added.

Now close to 23 years old the Aussie portfolio, including its mortgage aggregator nMB, was worth \$60.5 billion at close of last financial year.

Symond acknowledges some of the growth is market driven, but also says the business is working smarter.

"It's certainly a great time for mortgage brokers in Australia, but another big reason for the growth is the strengthening of the Aussie brand. Our franchisees and mobile brokers attract more customers and write more business because of the Aussie brand, which is an incredible competitive advantage.

"We're also working smarter and investing in things that will deliver results, like technology and support in other areas of business. Our experienced brokers have mastered mortgage broking, that's why they're successful. So we focus on developing them in other areas, such as how to grow a business through marketing, training them in people management and employer obligations, how to establish and build a social media presence and ways to enhance their presence in the local community, and the results speak for themselves," Mr Symond concluded.

For more information about a career with Aussie, visit www.aussie.com.au/careers.

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