

## CARS AND RENOVATIONS DRIVING GROWTH OF P2P LOANS IN THE BROKER MARKET

- **More than 2,000 brokers are now using the RateSetter platform to source loans for their clients**
- **Vehicle loans the most popular for clients, followed closely by borrowing for home improvements**
- **Business borrowing accounts for the highest loan values (\$28,390) amongst broker clients**
- **RateSetter has passed the \$150 million milestone in lending through broker and direct channels**

**Sydney, 28 August 2017:** Peer-to-peer lending is gaining traction amongst Australian brokers, with RateSetter today announcing that it has reached the milestone of 2,000 brokers accredited with the peer-to-peer lending platform. Lending volumes through the broker channel, largely driven by car and home improvement loans, are doubling approximately every six months according to RateSetter.

Vehicle financing is the most popular reason brokers are choosing peer-to-peer loans for their clients, followed closely by funding for home improvements and loans to consolidate high-interest credit card or other bank debt.

Commenting on the growth of peer-to-peer lending through broker channels, *Daniel Foggo, CEO of RateSetter* said, "Our brokers tell us that having access to RateSetter's low-rate personal and business loans gives them a great way to help their clients achieve their goals, whether that is purchasing a new car or reducing the cost of their existing debts."

He continued, "We are also getting a great reception from brokers who appreciate that we provide them with simple opportunities to deepen their relationships with existing clients, whilst helping them diversify and grow their business."

The milestone also coincides with RateSetter passing \$150 million in loans facilitated since launching in 2014. Across both the broker and direct channels, lending has grown 50% in the last 5 months alone, after passing the \$100m milestone in March.

An analysis of RateSetter's loan data found that brokers are helping their clients finance loans worth an average \$16,871, with an average loan term of 44 months at an average interest rate of 8.37% p.a.

While vehicle, home improvement and debt consolidation loans fill the top three places by loan purpose, the highest value loans are to clients seeking funds to finance their business. Broker clients are borrowing an average of \$28,390 for this purpose.

Mr. Foggo concluded, "We have built relationships with more than 500 separate broker firms, all of which have been attracted to our great rates, the simplicity of our processes and the speed of our service."

"The growth in our lending through the broker channel also reflects the growing appetite for personal loans as credit cards fall out of favour and putting more on the mortgage becomes more difficult."

**Table 1: Broker loans through RateSetter**

<b>Loan purpose</b>	<b>Percentage of total broker loans</b>	<b>Average loan value</b>
Car and vehicle finance	20%	\$13,186
Home improvement	19%	\$14,996
Debt consolidation	12%	\$21,136
Business	9%	\$28,094
Education	7%	\$13,921

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## **About RateSetter**

RateSetter is a peer-to-peer lender which connects investors with creditworthy borrowers. By using technology to replace traditional middlemen and reduce the costs of providing financial services, RateSetter allows investors and borrowers to transact together and share the benefits.

RateSetter was the first Australian peer-to-peer lending platform to open to retail investors.

The RateSetter group was founded in the United Kingdom in 2009 and has grown to become the largest peer-to-peer lender in Europe. To date it has facilitated more than 430,000 loans totalling over \$3.2 billion.

RateSetter was established in Australia in 2012 and launched to the Australian public in 2014. It is locally owned and managed, and is backed by the RateSetter group, Carsales Limited, Stratton Finance as well as other investors.

RateSetter was the first peer-to-peer lender to introduce a provision fund, in order to help protect investors from borrower late payments or default. As a result of the provision fund, and other risk mitigation strategies, all lenders have received their principal and interest repayments in full.

RateSetter is regulated by ASIC, and holds an Australian financial service licence (number 449176) as well as an Australian credit licence (number 449176). Peer-to-peer lending is not without risk. RateSetter takes its legal and compliance obligations seriously. Please read the Product Disclosure Statement for the RateSetter Lending Platform before deciding to invest.

To find out more about how RateSetter works, or to enquire about lending or borrowing, please visit the RateSetter website at [www.ratesetter.com.au](http://www.ratesetter.com.au) or follow RateSetter on Twitter at @RateSetterAUS.