

What is the purpose and content of this guide?

This Financial Services Guide (FSG) is an important document provided to you to give you information about the financial services and products that we offer you. The FSG is designed to assist you in deciding whether or not to use any of the financial services and products that are offered in this FSG.

This FSG contains information about who is providing the financial services and products, how the parties are remunerated, details of our internal and external dispute resolution procedures and how you can access them, and how we will deal with your personal information.

The La Trobe Australian Mortgage Fund

We may provide you with a Product Disclosure Statement (PDS) in relation to the La Trobe Australian Mortgage Fund ARSN 088 178 321, a registered mortgage-based managed investment scheme (the Fund). The PDS sets out the terms and conditions of investing in the Fund and may consist of two (2) parts.

We will provide you with a copy of the PDS if you wish to consider making an investment in the Fund.

The purpose of the PDS is to give you sufficient information to help you make a decision about whether or not to invest in the Fund. The PDS contains information about the Fund including the features, benefits, fees and risks associated with the Fund to assist you in making an informed decision.

If you want to invest in the Fund, you will need to complete the Application Form attached to the PDS, and in some instances, an Application Form attached to a 'Supplementary PDS' (SPDS). You will be supplied with an SPDS if you want to invest in the Select Mortgages Option or the Special Situation Mortgages Option within the Fund. The SPDS will provide you with details about the specific mortgage investment opportunity being made available. You should consider both the PDS and the SPDS in deciding whether to invest in the Fund.

The Financial Services and Products referred to in this FSG are:

1. the provision of factual information in relation to the Fund; and
2. the supply of the PDS and, in certain circumstances, an SPDS.

The Financial Services and Products are offered by:

La Trobe Capital & Mortgage Corporation Limited
ABN 27 007 332 363 AFS Licence No. 222213
Level 25, 333 Collins Street
MELBOURNE VIC 3000
Telephone: 1800 818 818

We are responsible for the financial services and products provided including the distribution of this FSG.

Who is La Trobe Capital & Mortgage Corporation Limited?

We hold Australian Financial Service Licence No. 222213 and we are the issuer and manager of the Fund. For further information about us, please see the PDS.

We can be contacted by telephoning **1800 818 818** or by writing to:

La Trobe Capital & Mortgage Corporation Limited
GPO Box 2289
MELBOURNE VIC 3001

What Financial Services and Products are available to me?

The Fund is the only financial product made available to you through this FSG.

Neither we nor any of our Authorised Representatives:

1. is authorised to give financial product advice; and
2. is only authorised to:
 - a. provide factual information in relation to the Fund; and
 - b. provide you with a copy of the PDS and, in certain circumstances, an SPDS.

The factual information provided does not take into account your investment objectives, financial situation, investment time frame, tolerance to risk or particular needs.

Before making an investment decision, we recommend that you consult a financial adviser.

How much do our Authorised Representatives receive for providing the Financial Services and Products?

Our Authorised Representatives do not charge you directly for providing the factual information in relation to the Fund, or for providing you with a copy of the PDS or SPDS.

In addition, there are no entry fees to invest in the Fund. However, there are certain fees and other costs that are payable once you have become an investor in the Fund, and these are outlined in the PDS.

Our Authorised Representatives will receive certain amounts for introducing investors like you, and borrowers to the Fund.

The rates of commission paid by us to our Authorised Representatives are set out below.

We charge the Fund an investment management fee, which is basically the difference between the interest amounts paid by the borrowers to the Fund and the amounts paid to investors as distributions from the Fund.

How will I pay for the Financial Services and Products?

You will not be required to pay any amount (in addition to the amount that you invest in the Fund) for the financial services and products described in this FSG, and no amount will be deducted from the amount that you invest in the Fund.

However, the fees and other costs outlined in the PDS will be deducted from the Fund, and this will impact on the returns that are generated on your investment in the Fund.

The commissions outlined below that are payable to our Authorised Representatives will be paid by us out of either the loan application fee paid by the borrower or the investment management fee that we charge the Fund.

Commissions

For amounts invested by you in the Cash & Mortgages Option of the Fund, the Authorised Representative will not receive a commission.

For amounts invested by you in the Pooled Mortgages Option of the Fund, the Authorised Representative will receive an ongoing commission of 0.5% p.a. of the amount invested by you.

For amounts invested by you in the Select and Special Situation Mortgages Options of the Fund, the Authorised Representative will receive the commissions set out in the PDS for the Fund and the SPDS for the specific mortgage investment that you have chosen.

These commissions may be paid to an Authorised Representative's employer or related company.

What relationship does an Authorised Representative have with La Trobe?

An Authorised Representative has entered into an Agreement with La Trobe. They have been engaged by La Trobe to introduce borrowers to the Fund and to offer appropriate mortgage investment opportunities to investors in the Fund like you.

If legally qualified, an Authorised Representative may be appointed by La Trobe to undertake all legal work associated with the mortgage investments. An Authorised Representative will receive commercial fees payable by the borrower for the performance of legal work.

Who can I complain to if I have a complaint regarding an Authorised Representative or La Trobe's financial services or products?

If you have any complaints about the financial services or products provided to you by one of our Authorised Representatives or La Trobe, you should take the following steps:

1. Contact the Authorised Representative first; then
2. If your complaint is not satisfactorily resolved within 3 days, please contact La Trobe's Chief Operating Officer by telephoning **1800 818 818** or put your complaint in writing and send it to us addressed to:

Chief Operating Officer
La Trobe Capital & Mortgage Corporation Limited
PO Box 403
TRARALGON VIC 3844

3. If you still do not get a satisfactory outcome within 45 days (or up to 90 days if we notify you separately in writing), you will have the right to complain to the:

Financial Ombudsman Service

GPO Box 3
Melbourne VIC 3001
Telephone: 1300 780 808
Facsimile: (03) 9613 6399
Email: info@fos.org.au
Internet: www.fos.org.au

The Financial Ombudsman Service is completely independent of La Trobe, and our Authorised Representatives.

How is my personal information dealt with?

At La Trobe, your personal information is important to us. We are committed to the principles set out in the Privacy Act and will ensure the privacy and security of your personal information. A copy of La Trobe's Privacy Charter is available at La Trobe's website **www.latrobefinancial.com.au**, or by telephoning **1800 818 818** and asking for the Head of Legal & Compliance.

Conflicts of Interest

We take our obligation to act in your best interests seriously. We will always ensure that the services that we provide to you are provided efficiently, honestly and fairly, and if there is a conflict between your interest and our interest, we will give priority to your interest. We invite you to contact us if you believe that we have not served your best interest.

Compensation Arrangements

We as the holder of an Australian Financial Services Licence carry the required Professional Indemnity Insurance for compensating you for loss or damage suffered because of breaches of the relevant obligations under the Corporations Act by La Trobe or our Authorised Representatives. This insurance will cover claims in relation to the conduct of Authorised Representatives/employees of La Trobe who no longer work for La Trobe (but who did at the time of the relevant conduct). These arrangements satisfy the requirements for compensation arrangements under Section 912B the Corporations Act.

Authorisation

The distribution of this FSG by our Authorised Representatives has been authorised by La Trobe.

Date

This FSG is dated 21 October 2008.

Local Authorised Representative

Tony Oakley

Authorised Representative No. 334430



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