

Aggregator Reporting

This document outlines Mortgage Choice Limited, Aggregator Reporting recommendations proposed by Combined Industry Forum (CIF). CIF was established to respond to proposals outlined in the Australian Securities and Investments Commission's (ASIC) 2016 Review of Mortgage Broker Remuneration (ASIC Report) and takes into account the third party recommendations of the Australian Bankers' Association (ABA) 2016/2017 Retail Banking Remuneration Review (Sedgwick Review). Reform 5 of CIF outlines public reporting commitments for all aggregators including lender reporting for Mortgage Choice Limited.

1.1.1 Aggregator/Broker Group¹ report 1

Under CIF proposals, Aggregators are to publish and provide to ASIC the list of all lenders available on panel and percentage share of business written with each over the previous financial year (1st July – 30th June).

Paid Settlements is the \$ value of settlements actually disbursed by the Lender in relation to business introduced by brokers aligned to the Aggregator/Broker Group in a particular financial year.

¹The data in all report scenarios relates to the reporting period 1st July 2020 – 30th June 2021.

Lender Name	% Value of Total Paid Settlements 01/07/2020 – 30/06/2021
86 400	0.57%
Adelaide Bank	3.84%
AMP Banking	1.18%
ANZ Bank	10.37%
BankWest	3.20%
Better Choice Home Loans	0.16%
Bluestone	0.27%
BOQ	0.01%
Citibank	0.56%
Commonwealth Bank	16.02%
Gateway Bank	0.26%
Great Southern Bank	8.99%
Heartland Reverse Mortgages	0.05%
Heritage Bank	0.41%
HomeStart Finance	0.09%
HSBC	4.91%
ING Direct	4.87%
Keystart Loans	0.03%
La Trobe Financial Services	0.31%
Liberty Financial	0.89%
Macquarie Bank	11.31%
ME Bank	1.05%
Mortgage Choice Home Loans - Ignite	0.88%
Mortgage Choice Home Loans - Propel	0.13%
Mortgage Choice Home Loans*	0.01%
Mortgage Ezy	0.22%
NAB Broker	4.47%
Newcastle Permanent	2.42%
People's Choice Credit Union	0.01%
Pepper Homeloans	0.39%
Qudos Bank	0.24%
St George Group	13.98%
Suncorp	2.74%
Westpac	5.18%
Total	100.00%

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1.1.2 Aggregator/Broker Group report 2

Under CIF proposals, Aggregators/Broker Group's to publish and provide to ASIC the spread of number of lenders[^] being used by brokers in the group/aggregator over the last financial year.

Note: timing aligned to all other public reporting using previous financial year (1st July – 30th June):

- % of brokers using < than or equal to 3 lenders
- % of brokers using 4 - 7 lender
- % of brokers using 8+ lenders

[^]Lenders to be included where there were paid settlements by the Lender in relation to business introduced by brokers aligned to the Aggregator/Broker Group in

% Brokers using less than or equal to 3 lenders	% of Brokers using 4-7 lenders	% Brokers using 8+ lenders
16.57%	14.48%	68.95%

1.1.3 Aggregator/Broker Group report 3

Under CIF proposals, Aggregators/Broker Groups to publish and provide to ASIC the weighted average commission rate percentage earned in the previous financial year (1st July – 30th June) for mortgages.

Weighted Average Upfront Commission Rate (%)	Weighted Average Trail Commission Rate (%)
0.6531%	0.1828%

Glossary of terms

Aggregator	The group that holds the direct agreement with a lender i.e. not sub-aggregator. ASIC also further defines an aggregator as: "A business which provides aggregation services to a broker business or broker and with which a lender a direct contractual relationship. It does not include a broker business or broker which does not provide aggregation services, even if there is a direct contractual relationship with the lender. If a lender has a contractual arrangement with an entity for aggregation services and a related party of that entity provides the aggregation services to a broker business or broker, then the two entities are treated as one aggregator"
Broker	A registered individual Credit Representative that is active as at 30 June for the completed reporting period and has been operating as a broker for the 12-month reporting period
Lender	Includes a person who has a servicing agreement with a special purpose funding entity (ASIC definition)
Lenders Available	All lenders whom the aggregator has an active agreement in place with at time of publication
Lenders Used	Based on paid settlements to the broker during the reporting period
Paid Settlements for Aggregator Reporting	\$ value of residential mortgage settlements disbursed by the Lender in relation to business introduced by brokers aligned to the aggregator in the reporting period
Reporting Period	1 July to 30 June of the financial year; data is taken once per annum, not on a rolling annual basis.