

# PROGRESSIVE

## INTEREST RATE SECURITIES

***ASIC Benchmark Report***  
***December 31, 2016***

## 1.1 ASIC BENCHMARKS

Table 1 – ASIC Regulatory Guide 69 Benchmarks

Benchmark	Issuer meets benchmark?	Refer to item:
Equity Capital	Yes	1.3
Liquidity	Yes	1.4
Rollovers	Yes	1.2
Debt Maturity	Yes	1.5
Loan Portfolio	Yes	1.6
Related Party Transactions	Yes	1.7
Valuations	Yes	1.8
Lending Principles	Yes	1.9

Table 1 lists the ASIC Regulatory Guide 69 benchmarks applicable to unlisted note issues and whether they are met for this reporting period and where they are referred to in this report.

## 1.2 ROLLOVERS BENCHMARK – RENEWAL ON MATURITY

Progressive meets the ASIC Rollovers benchmark by making the following disclosures. On or about the maturity of a fixed term investment, a written notice is sent to the Investor:

- Inviting the investor's instructions for reinvestment;
- Advising the current interest rates applying to our investment options; and
- Informing availability of the current Prospectus and any other relevant disclosure.

If no instructions are received we assume the investor wishes to reinvest under the same terms at the then current rate.

If an investment is not renewed, interest will cease at the expiration of the term and the money will be repaid to the investor in the prescribed manner within one working day of such advice.

## 1.3 EQUITY CAPITAL BENCHMARK

Progressive follows the ASIC Equity Capital benchmark whereby a minimum 8% *equity ratio* (total equity/(total equity + total liabilities)) is maintained to ensure prudent capitalisation of its mortgage financing business; and if and when more than a minor part of lending were to be directly or indirectly for property development this minimum ratio would increase to 20%.

At December 31, 2016 Progressive's *equity ratio* was 16.36% and 0.00% of its lending was related to property development.

## 1.4 LIQUIDITY BENCHMARK

Progressive meets the ASIC Liquidity benchmark which requires that a cash balance be maintained on a rolling basis at least equal to its estimated cash requirement for the next 3 months.

At December 31, 2016 Progressive's:

- Cash balance requirement assuming a rollover rate of 90% of fixed term investments and retention of 91% of no fixed term (31 day notice) investments was 1,347,962.
- Cash balance requirement would have been \$4,501,395 if the rollover and retention rates were 20% less than the actual rates experienced for the prior 3 months (98% and 98% respectively).
- Actual available cash balance was \$52,052,927.

Progressive ensures that assets maturing within 1 year are always at least equal to liabilities maturing within 1 year (see Table 2). This balancing of maturities is aided by a policy that all mortgage loans other than loans regulated under the *National Consumer Credit Protection Act 2009* ('Credit Code' loans) are subject to recall after 3 years.

## 1.5 DEBT MATURITY BENCHMARK

To meet the ASIC Debt Maturity disclosure benchmark, a maturity profile of amounts owing to Investors and other interest-bearing liabilities appears below in Table 2. Included in liabilities payable within 3 months are variable rate investments for which the investment terms and conditions provide for an orderly repayment in sequence out of funds available and now subject to minimum 31 days notice for withdrawal of funds.

*Table 2 - Maturities at December 31, 2016*

<b>Matures:</b>	<b>Cash and Term Deposits</b> \$	<b>Loans Subject to Recall and/or Expiring</b> \$	<b>Interest-Bearing Liabilities</b> \$
Within 3 Months	18,732,977	11,889,326	29,481,707
3 – 12 Months	23,520,968	1,989,397	9,250,190
1 – 3 Years	-	3,627,700	11,367,436
Totals	42,253,945	17,506,423	50,099,333
Av Interest Rate	2.70%	5.13%	3.09%

## 1.6 LOAN PORTFOLIO BENCHMARK

To meet the ASIC Loan Portfolio disclosure benchmark, details of Progressive's current loan portfolio and related policies are set out in Tables 2, 3.1, 3.2, 3.3 and 3.4, and the policies applied by Progressive in the origination and management of mortgage assets are as follows:

- All loans are secured by registered mortgage over real estate which is assessed to be readily saleable or income earning.
- Loans are made within New South Wales and the Australian Capital Territory and predominantly within the greater Sydney Metropolitan area.
- All securities are valued by independent experienced valuers.
- Loans can be made to natural persons, companies or a trust provided they are not associates of Progressive.
- All mortgage loans other than Credit Code loans are subject to full repayment on written notice no later than three years from execution.

- Not more than 10% of total loan funds can be advanced to any one borrower.
- Experienced officers of Progressive appraise all loan proposals. No loan is made without:
  - the written consent of the loans manager and a director of the Company;
  - a valuer's certificate;
  - a solicitor's certificate that the title is in order;
  - a registrable mortgage; and
  - satisfactory proof that the property to be mortgaged has been insured.
- Loans that require loan insurance are not made.
- Loans are closely monitored for performance. Daily exceptions reports are generated to identify any accounts requiring maintenance such as insurance renewal, a review of interest rates or follow up on late payment.
- Loans in default or arrears are considered on an individual basis. Reasonable proposals for the borrower to normalise the account are allowed and scope for restructuring the loan is investigated. When the loan is clearly no longer viable it will be called in and any actions thereafter necessary for recovery taken.

**Table 3.1 – Loans at December 31, 2016 - Valuations and Securities**

Security	Number Loans	Outstanding Loans Value	Weight	Security Valuation	Actual Loan/ Value Ratio	Maximum Loan / Value Ratio
Owner-Occupied Homes	43	10,892,450	62.2%	32,869,968	33.1%	69.2%
Rental Property	23	6,613,973	37.8%	18,653,032	35.4%	69.2%
Construction/Development	0	0	0%	0	N/A	N/A
Totals	66	17,506,423	100%	51,523,000	34.0%	
Averages		265,249		780,652		

**Table 3.2 – Loans at December 31, 2016 - Loan Distribution – Sydney Regions**

Region	Inner West	Southern	City and East	Upper North Shore	Outside Sydney	Canterbury / Bankstown	Lower North Shore	West	North West	Northern Beaches	South West	Total
Number	10	11	10	4	7	7	2	4	4	5	2	66
Weight	15 %	40 %	13 %	4 %	7 %	6 %	1 %	1 %	5 %	8 %	0 %	100%

**Table 3.3 - Loans at December 31, 2016 – Loan Purpose and Other Portfolio Details**

Type of Loan or Security	Number	Total Outstanding Loans value	Weight	Security Valuation	Loan/Value Ratio
Business Purpose Loans	22	8,842,489	50.5%	22,318,797	39.6%
Residential Investment Loans	5	512,481	2.9%	3,031,239	16.9%
Personal Purpose Loans	39	8,151,453	46.6%	26,172,963	31.1%
Loans secured or part secured by second mortgages	0	0	0	0	N/A
Loans more than 30 Days In Arrears	1	22,935	0.13%	450,000	5.1%
Loans Impaired and Renegotiated Loans	0	0	0	0	N/A
Loans Subject to Legal Proceedings	0	0	0	0	N/A
Loans to 10 largest borrowers	10	8,881,882	50.7%	17,101,536	51.9%
Properties of 5% or more of total property assets	0	N/A	N/A	N/A	N/A
Loans to related parties (Progressive does not lend to related parties)	0	N/A	N/A	N/A	N/A

**Table 3.4 - Loans at December 31, 2016 – Loans of 5% or More of Total Loan Book Value**

Loan 1		
Loan Value		1,542,701
Type of Loan	Business Purpose	
Securities	1) Residential/ commercial property 2) Vacant Land	1,800,000 775,000
Security Valuation	Total:	2,575,000
Loan / Value Ratio		59.91%
Weight		8.81%
Security Details	1) 2-storey retail/residential building comprising 2 shops and a 3-bedroom residence on 461.6 m <sup>2</sup> in Southern Sydney 2) 638.6 m <sup>2</sup> vacant land zoned residential in Southern Sydney	
Valuation details	1) Independent valuation dated August 2013 based on sales evidence and market conditions. 2) Valuer-General land value July 2016.	

Loan 2		
Loan Value		1,355,630
Type of Loan	Personal Purpose	
Securities	1) Owner-Occupied Home	2,400,000
Security Valuation	Total:	2,400,000
Loan / Value Ratio		56.48%
Weight		7.74%
Security Details	1) Fine executive house with deep water frontage in Southern Sydney.	
Valuation details	1) Independent valuation dated October 2005 based on sales evidence and market conditions	
Loan 3		
Loan Value		1,095,725
Type of Loan	Business Purpose	
Securities	1) Owner-Occupied Home	1,650,000
Security Valuation	Total:	1,650,000
Loan / Value Ratio		66.41%
Weight		6.26%
Security Details	1) Two-storey 5-bedroom 3-bathroom Victorian home with period features, district views and double parking in Sydney Inner West.	
Valuation details	1) Independent valuation dated April 2013 based on sales evidence and market conditions.	

## 1.7 RELATED PARTY BENCHMARK

Progressive meets this benchmark. Progressive does not lend to related parties.

## 1.8 VALUATIONS BENCHMARK

Progressive meets this benchmark:

- Real estate is valued on an “as is” and (for development property) an “as if complete” basis.
- Progressive uses independent licensed valuers and ensures that no single valuer conducts more than 1/3 of its valuations. Progressive has provided to and certified to the Trustee its panel of valuers that meet requirements under the Trust Deed and ASIC’s regulatory guide RG 69.
- Before any property is mortgaged a current valuation is required.
- Development loans are advanced in stages to cover completion costs based on external evidence of the progress of the development.
- New valuation of a mortgaged property is required whenever it is considered that the most recent valuation is insufficient for a new loan or further advance sought; or inadequate because of changed circumstances, for example when there is a change in interest rate or the term of the loan, or when changes to zoning or local environment or major economic events occur that potentially adversely impact property values.

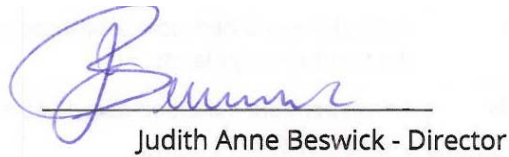
## 1.9 LENDING PRINCIPLES – LOAN-TO-VALUATION RATIOS BENCHMARK

Progressive meets the ASIC Lending Principles benchmark by:

- Maintaining the following loan-to-valuation ratios:
  - where the loan relates to property development a maximum of 70% on the basis of the latest 'as if complete' valuation; and
  - In all other cases – 80% on the basis of the latest market valuation.
- Requiring for any property development loan that funds may only be advanced in stages based on external evidence of the progress of the development.



Leo James Lynch - Director



Judith Anne Beswick - Director