



Firstfolio solidifies Queensland position

Key points

- Firstfolio signs partnership deal with MyLender for three years
- Follows similar deal in Tasmania last month
- SA and Victoria next targets



Firstfolio has entered into a long-term distribution partnership with mortgage services group MyLender for an initial period of three years. The move, CEO Mark Forsyth told *AB*, would consolidate Firstfolio's position.

"We sit well in geography terms," he said. "We basically solidified our position in Queensland; they (MyLender) didn't cross over in territory."

Under the partnership, the Brisbane-based mortgage services specialist MyLender will have direct access to Firstfolio's aggregation platform and secure wholesale funding operations.

The move follows last month's signing of a similar partnership with Tasmanian mortgage manager Apple Loans.

Forsyth said it would not be the last of its kind. He said that he was continuing to look at opportunities in South Australia and Victoria, and expecting that a partnership would be announced in those areas in the future.

"I looked at Perth but it's a very long way away," he said. "Our product range has gained substantial traction in Queensland through partnerships with Blue Coast Finance and Premium Mortgage Management in far north Queensland," Forsyth said.

Firstfolio is looking to build on its loan book, which is pushing \$8bn. ■