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PARTNERING UP

Financial services group Firstfolio recently announced a long-term distribution partnership with Queensland mortgage services group MyLender. Under the partnership, MyLender will have direct access to Firstfolio's aggregation platform and secure wholesale funding operations.

It is the latest move in Firstfolio's strategy to build one of Australia's largest mortgage distribution platforms.

According to MyLender director, Steve Essenstam: "As well as boosting our residential mortgage business, Firstfolio is in a great position to support [co-director] Peter Mellor's work to build a stronger commercial lending capability for MyLender."

"In return, MyLender brokers have signalled clear demand for Firstfolio products among their clients, and we expect to develop a very healthy working relationship with Firstfolio."

