

**HEADLINE:** Firstfolio talking with broker groups

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Following the sale of Challenger's mortgage business to National Australia Bank, mortgage broker and aggregator Firstfolio is holding talks with brokers aiming to switch platforms. Chief executive of Firstfolio Mark Forsyth says the deal had given Firstfolio a key point of difference as the last publicly listed mortgage aggregator not owned or part-owned by a bank, when pitching to acquire smaller broker groups. Firstfolio announced a net profit before tax of \$3.27 million last week. There has been a remaking of the non-bank mortgage industry in recent years. Rams was acquired by the Westpac Banking Corporation, while Commonwealth Bank of Australia has holdings in Aussie Home Loans and Wizard.  
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**MENTIONS:** Challenger, National Australia Bank, Westpac, Wizard, Commonwealth Bank