

A Guide to Investing with First Mortgage Trust

►► For nearly 30 years we've been helping New Zealanders grow their wealth.



►► Discover how First Mortgage Trust can help you on your investment journey



Helping create a better future for New Zealand

Since being established in 1996, we have grown to become the largest first mortgage non-bank lender in New Zealand.

We are in this position because of our focus on understanding the needs and expectations of investors and borrowers alike.

For investors, this means taking care of and protecting your investment and delivering consistent returns with easy access to your funds. For borrowers it means offering pragmatic non-bank facilities for quality first mortgage lending opportunities.

As a leader in our sector, we are proud of what we've achieved for our investors over many years of service and are delighted to be able to help protect and grow wealth for New Zealanders.

Alongside this, we are equally as proud of the personable customer service we provide and the priority we give it. At First Mortgage Trust, we can say with confidence that our team is only ever a phone call away.

In reading this, I hope that you get a feeling for who we are, what we stand for, and what we offer. In short, we are here to help protect and grow your wealth, with great customer service at the heart of what we do.



Paul Bendall
CEO



Why invest with First Mortgage Trust?

Our steady growth has provided our investors with consistent returns and our investment strategy and active fund management helps provide our investors with peace of mind investing.

We have a focus on strong governance. Our people and board are specialists with a wealth of experience and knowledge.

► Proven consistent returns

Our conservative approach to lending means we've been able to provide investors with consistent returns since 1996 (that's over 27 years of consistent performance).

► Regular income

Every quarter, we distribute returns into your bank account, or you can choose to have them reinvested back into your investment. You tell us your preference, and we do the rest.

► Your investment is mortgage-backed

Our funds are backed by first mortgages over land and buildings with relatively conservative loan to valuation ratios (LVR) across diversified property sectors and markets and spread across New Zealand. Property-based securities traditionally provide some of the least volatile investments. In addition, we always hold cash investments (liquidity) with New Zealand banks to help ensure cash is available to repay investors when needed.

► Accessibility

At First Mortgage Trust your investment is not made for any fixed term (although we do encourage you to invest for medium to long term growth outcomes). If you're retired for example and needing extra top up on a regular basis, then our 'Managing Your Cash in Retirement' facility has been designed with your investment needs in mind.

► Flexibility

You can start with a minimum of \$500 and after that you can make further contributions at any time that suits you (minimum \$100 additional investment).

Trusted to help
New Zealanders
grow their wealth

Benefits of our investment model



First Mortgage Trust is a mortgage trust. Mortgage trusts (or mortgage funds) are one of the oldest examples of a collective investment scheme.

► Spread of risk

By pooling your funds with other investors, your investment is consolidated and spread across cash and the whole mortgage portfolio which gives more diversified exposure to the property market than investing directly in a single property loan or specific industry. All First Mortgage Trust (FMT) loans are secured by first mortgages with relatively conservative loan to value ratios.

Risk is also mitigated by diversification of first mortgage investments across various property types and locations throughout New Zealand. This geographical spread helps to level out any local economic factors, and it ensures we have a good cross-section of property types in our portfolio.

► Independent oversight

Investments in the First Mortgage Trust Group Investment Fund are monitored by New Zealand's oldest independent trustee company, Trustees Executors Ltd, acting under a Trust Deed.

As proof of performance, since inception we have never missed a single distribution to our investors, including during the Global Financial Crisis and more recently through the Covid-19 pandemic. Please note, past performance is not a reliable indicator of future performance.

► Reserve fund

Although our conservative lending policies are consistently and rigorously maintained, we have a reserve fund to help meet possible losses on individual loans.

A very small part of the First Mortgage Trust Group Investment Fund's income is set aside each quarter and accumulated within the reserve fund. This fund helps provide additional peace of mind for investors.

Consistent returns and steady income

We focus on what we know is of importance to our investors; consistent returns and steady income-focused funds that are accessible when they're needed. We strive to provide peace of mind investing that helps you achieve your financial goals.

Our return rates

This table shows the historical annualised pre-tax quarterly distribution rates and the annualised pre-tax returns we have achieved for our investors since 2017.

Year	March	June	September	December	Annualised returns - Year end 31 December
2024	7.29%	7.43%	-	-	-
2023	6.61%	6.71%	7.02%	7.31%	7.10%
2022	5.18%	5.34%	5.59%	6.07%	5.66%
2021	4.00%	4.74%	4.91%	5.19%	4.80%
2020	4.90%	5.00%	4.46%	3.88%	4.65%
2019	5.20%	5.05%	4.85%	4.80%	5.07%
2018	5.30%	5.45%	5.30%	5.30%	5.42%
2017	5.25%	5.25%	5.15%	5.15%	5.30%

Returns are not guaranteed. Past performance is not a reliable indicator of future performance.

We also offer the First Mortgage PIE Trust. Investing into a PIE fund may provide real benefit for some investors due to there being less tax to pay when compared to an investment that's subject to normal income tax.



Over the years we have delivered to our investors regular and consistent returns, and while past performance cannot be taken as a reliable indicator of future performance, we can proudly say we have never lost any investor capital.



Investment options to suit

We offer a specialised investment option for managing your cash in retirement.

Managing Your Cash In Retirement

Our retired investors told us that they wanted a service where they could access their funds on a regular basis. We created the Managing your cash in retirement facility where you can set up your investment with a regular monthly withdrawal made from your investment into your bank account without compromising the returns you're receiving.

"People want consistent returns from their investments, but they don't want their money locked away and out of reach should they need regular top-ups to help meet their living expenses or if they want to make larger withdrawals for big ticket items."

Visit our website to use our online calculator to see how this facility could work for you.

"They make me feel very comfortable and at ease."

FMT client

▶▶ To learn more about managing your cash in retirement visit fmt.co.nz or talk to our team.

Our people

Our team is only ever a phone call away. Each team member has been chosen for their knowledge, experience and customer service. Alongside this goes a deep respect for the hard work that goes into the accumulation of savings and the duty of care that's required for peace of mind investment outcomes.

"We also pride ourselves on our great customer service. Our investors have told us that they love our personal service – this will never change."

Paul Bendall, CEO

Start investing with First Mortgage Trust

To start investing with First Mortgage Trust contact our team, or you can download a Product Disclosure Statement from our website and complete the application form in the back section.

0800 321 113
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