

ASX Release

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Company Announcements
Australian Securities Exchange Limited
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FIRSTFOLIO SENIOR MANAGEMENT RESTRUCTURE & APPOINTMENTS

Firstfolio Limited (ASX: FFF) CEO, Mr Peter Andronicos, today announced a restructure of his leadership team with the appointment of Mr Paul Liccione as General Manager of Sales & Distribution and Mr Kon Shizas as General Manager of Product & Services.

Both appointments support Firstfolio's increasing focus on product development and distribution, which are key pillars of Mr Andronicos' 3 to 5 year growth strategy which was outlined to shareholders at Firstfolio's Annual General Meeting in November last year.

Mr Paul Liccione will be tasked with enhancing existing broker relationships, as well as the expansion of the network. Mr Kon Shizas' appointment will consolidate the previously independent functions of product development and operations into a single leadership role designed to deliver a more targeted product suite and increased operational efficiencies in the wholesale division.

Both Mr Liccione and Mr Shizas join Firstfolio from Resi Home Loans, which is now a part of Yellow Brick Road, where they have held similar senior roles for a number of years.

"Paul and Kon are both highly experienced and well respected industry figures and we are excited that we have been able to attract people of this calibre who share our vision for growth. We want to capitalise on our competitive advantages in technology, people and process to drive revenues, improve operating efficiency and returns," Mr Andronicos said.

As outlined at the Annual General Meeting, Firstfolio's eChoice Division has been restructured to leverage the strengths of the eChoice brand and Firstfolio's products, people and technology to take better advantage of the improving conditions in the mortgage market, while pursuing new growth opportunities as they arise.

"It is an exciting time for the business as we continue our process of renewal to strengthen the organisation and deliver on our aggressive growth targets." Mr Andronicos said.

For further information please contact:

Dustine Pang
Deputy CEO, CFO and Company Secretary

About Firstfolio Limited

Firstfolio Limited (ASX: FFF) is a mortgages and financial services distribution business which offers a diversified range of mortgage solutions through its two key businesses; eChoice and Folio Mortgage & Finance. Firstfolio also offers its customers an alternative funding option through Firstfolio Capital.

eChoice is one of Australia's most recognised online mortgage brands, using industry leading technology to provide customers with mortgage and financial product options through convenient online portals. Folio Mortgage & Finance provides mortgage products, mortgage processing and management services, personal loan products, commercial loans, as well as equipment finance and leasing. Products are provided via a national network of mortgage brokers, affiliates and industry partners.

Loans under management (LUM) were \$18.2 billion at 30 June 2014 – making it one of Australia's largest independent platforms for the delivery of financial products and services.