

| Current Balance (Consolidated) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |
| \$0 to \$100,000 | 316 | 30.2\% | 14,207,872.34 | 7.4\% |
| \$100,000 to \$150,000 | 161 | 15.4\% | 19,880,395.26 | 10.4\% |
| \$150,000 to \$200,000 | 156 | 14.9\% | 27,251,319.69 | 14.3\% |
| \$200,000 to \$250,000 | 147 | 14.0\% | 32,918,156.08 | 17.2\% |
| \$250,000 to \$300,000 | 95 | 9.1\% | 25,865,900.21 | 13.5\% |
| \$300,000 to \$350,000 | 62 | 5.9\% | 20,086,372.25 | 10.5\% |
| \$350,000 to \$400,000 | 33 | 3.2\% | 12,359,270.89 | 6.5\% |
| \$400,000 to \$450,000 | 29 | 2.8\% | 12,228,946.05 | 6.4\% |
| \$450,000 to \$500,000 | 16 | 1.5\% | 7,511,189.70 | 3.9\% |
| \$500,000 to \$750,000 | 31 | 3.0\% | 18,095,015.72 | 9.5\% |
| \$750,000+ | 1 | 0.1\% | 758,548.04 | 0.4\% |
| Total | 1047 | 100\% | 191,162,986.23 | 100\% |



| Current LVR (Consolidated) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |
| 0\% to 50\% | 634 | 60.6\% | 81,975,662.02 | 42.9\% |
| 50\% to 55\% | 72 | 6.9\% | 17,067,243.16 | 8.9\% |
| 55\% to 60\% | 87 | 8.3\% | 23,001,550.92 | 12.0\% |
| 60\% to 65\% | 89 | 8.5\% | 22,978,245.29 | 12.0\% |
| 65\% to 70\% | 81 | 7.7\% | 23,161,184.93 | 12.1\% |
| 70\% to 75\% | 49 | 4.7\% | 14,221,931.12 | 7.4\% |
| 75\% to 80\% | 28 | 2.7\% | 7,415,462.63 | 3.9\% |
| 80\% to 85\% | 4 | 0.4\% | 811,396.17 | 0.4\% |
| 85\% to 90\% | 3 | 0.3\% | 530,309.99 | 0.3\% |
| 90\% to 95\% | 0 | 0.0\% | - | 0.0\% |
| 95\%+ | 0 | 0.0\% | - | 0.0\% |
| Total | 1047 | 100.0\% | 191,162,986.23 | 100.0\% |


| Property Valuation (Consolidated) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |
| \$0 to \$100,000 | 5 | 0.5\% | 136,828.35 | 0.1\% |
| \$100,000 to \$200,000 | 74 | 7.1\% | 5,296,540.38 | 2.8\% |
| \$200,000 to \$300,000 | 194 | 18.5\% | 20,459,933.69 | 10.7\% |
| \$300,000 to \$400,000 | 261 | 24.9\% | 39,967,919.48 | 20.9\% |
| \$400,000 to \$500,000 | 183 | 17.5\% | 33,722,072.71 | 17.6\% |
| \$500,000 to \$600,000 | 130 | 12.4\% | 29,629,569.31 | 15.5\% |
| \$600,000 to \$700,000 | 71 | 6.8\% | 18,564,871.78 | 9.7\% |
| \$700,000 to \$800,000 | 37 | 3.5\% | 9,199,110.33 | 4.8\% |
| \$800,000 to \$900,000 | 26 | 2.5\% | 7,450,087.51 | 3.9\% |
| \$900,000 to \$1,000,000 | 26 | 2.5\% | 9,850,589.89 | 5.2\% |
| \$1,000,000 to \$1,500,000 | 36 | 3.4\% | 15,653,830.28 | 8.2\% |
| \$1,500,000+ | 4 | 0.4\% | 1,231,632.52 | 0.6\% |
| Total | 1047 | 100.0\% | 191,162,986.23 | 100.0\% |


| Security State (Unconsolidated) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |
| ACT | 3 | $0.2 \%$ | $683,056.07$ | $0.4 \%$ |
| NSW | 21 | $1.7 \%$ | $4,566,451.07$ | $2.4 \%$ |
| NT | 84 | $6.8 \%$ | $16,110,177.27$ | $8.4 \%$ |
| QLD | 13 | $1.0 \%$ | $3,036,744.69$ | $1.6 \%$ |
| SA | 955 | $76.8 \%$ | $132,569,249.72$ | $69.3 \%$ |
| TAS | 4 | $0.3 \%$ | $507,323.86$ | $0.3 \%$ |
| VIC | 152 | $12.2 \%$ | $31,073,835.55$ | $16.3 \%$ |
| WA | 11 | $0.9 \%$ | $1.4 \%$ |  |
| Total | 1243 | $100.0 \%$ | $191,162,986.23$ | $100.0 \%$ |


| Geographic Region (Unconsolidated) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |
| Metropolitan | 917 | $73.8 \%$ | $146,503,820.10$ | $76.6 \%$ |
| Non-metropolitan | 320 | $25.7 \%$ | $43,342,582.46$ | $22.7 \%$ |
| Inner City | 6 | $0.5 \%$ | $1,316,583.67$ | $0.7 \%$ |
| Total | 1243 | $100.0 \%$ | $191,162,986.23$ | $100.0 \%$ |


|  |  | $9-1$ | $\xrightarrow[\text { People furst. }]{\text { Heritage Bank }}$ | People's Choice <br> Banking for life |
| :---: | :---: | :---: | :---: | :---: |
| Geographic Distribution (Unconsolidated) |  |  |  |  |
|  | No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |
| SA - Inner City | 4 | 0.3\% | 744,257.88 | 0.4\% |
| SA - Metropolitan | 712 | 57.3\% | 103,114,164.66 | 53.9\% |
| SA - Non metropolitan | 239 | 19.2\% | 28,710,827.18 | 15.0\% |
| NT - Inner City | 0 | 0.0\% | - | 0.0\% |
| NT - Metropolitan | 50 | 4.0\% | 9,543,073.56 | 5.0\% |
| NT - Non metropolitan | 34 | 2.7\% | 6,567,103.71 | 3.4\% |
| WA - Inner City | 0 | 0.0\% | - | 0.0\% |
| WA - Metropolitan | 11 | 0.9\% | 2,616,148.00 | 1.4\% |
| WA - Non metropolitan | 0 | 0.0\% | - | 0.0\% |
| VIC - Inner City | 1 | 0.1\% | 458,284.78 | 0.2\% |
| VIC - Metropolitan | 118 | 9.5\% | 25,139,866.69 | 13.2\% |
| VIC - Non metropolitan | 33 | 2.7\% | 5,475,684.08 | 2.9\% |
| QLD - Inner City | 0 | 0.0\% | - | 0.0\% |
| QLD - Metropolitan | 8 | 0.6\% | 2,339,868.11 | 1.2\% |
| QLD - Non metropolitan | 5 | 0.4\% | 696,876.58 | 0.4\% |
| NSW - Inner City | 0 | 0.0\% | - | 0.0\% |
| NSW - Metropolitan | 15 | 1.2\% | 3,067,643.01 | 1.6\% |
| NSW - Non metropolitan | 6 | 0.5\% | 1,498,808.06 | 0.8\% |
| ACT - Inner City | 0 | 0.0\% | - | 0.0\% |
| ACT - Metropolitan | 3 | 0.2\% | 683,056.07 | 0.4\% |
| ACT - Non metropolitan | 0 | 0.0\% | - | 0.0\% |
| TAS - Inner City | 1 | 0.1\% | 114,041.01 | 0.1\% |
| TAS - Metropolitan | 0 | 0.0\% | - | 0.0\% |
| TAS - Non metropolitan | 3 | 0.2\% | 393,282.85 | 0.2\% |
| Total | 1243 | 100.0\% | 191,162,986.23 | 100.0\% |
|  |  |  |  |  |
| Interest Rate (Unconsolidated) |  |  |  |  |
|  | No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |
| 0.00\% to 2.00\% | 62 | 5.0\% | 12,079,857.65 | 6.3\% |
| 2.00\% to 2.25\% | 27 | 2.2\% | 5,569,210.91 | 2.9\% |
| 2.25\% to 2.50\% | 13 | 1.0\% | 2,516,484.97 | 1.3\% |
| 2.50\% to 2.75\% | 8 | 0.6\% | 786,701.58 | 0.4\% |
| 2.75\% to 3.00\% | 18 | 1.4\% | 3,337,087.42 | 1.7\% |
| 3.00\% to 3.25\% | 6 | 0.5\% | 954,359.54 | 0.5\% |
| $3.25 \%$ to $3.50 \%$ | 14 | 1.1\% | 2,726,997.36 | 1.4\% |
| 3.50\% to 3.75\% | 6 | 0.5\% | 421,357.35 | 0.2\% |
| 3.75\% to 4.00\% | 7 | 0.6\% | 1,417,378.78 | 0.7\% |
| 4.00\% to 4.25\% | 5 | 0.4\% | 630,496.81 | 0.3\% |
| 4.25\% to 4.50\% | 5 | 0.4\% | 562,924.99 | 0.3\% |
| 4.50\% to 4.75\% | 3 | 0.2\% | 695,930.28 | 0.4\% |
| 4.75\% to 5.00\% | 10 | 0.8\% | 2,156,528.52 | 1.1\% |
| 5.00\% to 5.25\% | 2 | 0.2\% | 336,053.13 | 0.2\% |
| 5.25\% to 5.50\% | 6 | 0.5\% | 1,849,110.72 | 1.0\% |
| 5.50\% to 5.75\% | 6 | 0.5\% | 1,106,834.95 | 0.6\% |
| 5.75\% to 6.00\% | 73 | 5.9\% | 15,088,866.14 | 7.9\% |
| 6.00\%+ | 972 | 78.2\% | 138,926,805.13 | 72.7\% |
| Total | $1243$ | $100.0 \%$ | 191,162,986.23 | 100.0\% |




| Remaining Loan Term (Unconsolidated) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |
| 0 years | 0 | 0.0\% | - | 0.0\% |
| 0 to 2 years | 7 | 0.6\% | 83,741.49 | 0.0\% |
| 2 to 4 years | 14 | 1.1\% | 237,055.50 | 0.1\% |
| 4 to 6 years | 15 | 1.2\% | 625,091.58 | 0.3\% |
| 6 to 8 years | 16 | 1.3\% | 1,043,632.75 | 0.5\% |
| 8 to 10 years | 47 | 3.8\% | 3,303,044.76 | 1.7\% |
| 10 to 12 years | 28 | 2.3\% | 1,956,030.09 | 1.0\% |
| 12 to 14 years | 111 | 8.9\% | 11,684,609.59 | 6.1\% |
| 14 to 16 years | 88 | 7.1\% | 8,598,639.74 | 4.5\% |
| 16 to 18 years | 91 | 7.3\% | 12,975,624.93 | 6.8\% |
| 18 to 20 years | 114 | 9.2\% | 18,865,708.71 | 9.9\% |
| 20 to 22 years | 217 | 17.5\% | 35,568,611.61 | 18.6\% |
| 22 to 24 years | 412 | 33.1\% | 81,182,798.36 | 42.5\% |
| 24 to 26 years | 82 | 6.6\% | 14,740,375.85 | 7.7\% |
| 26 to 28 years | 0 | 0.0\% | - | 0.0\% |
| 28 to 30 years | 1 | 0.1\% | 298,021.27 | 0.2\% |
| $30+$ years | 0 | 0.0\% | - | 0.0\% |
| Total | 1243 | 100.0\% | 191,162,986.23 | 100.0\% |


| Repayment Method (Unconsolidated) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |  |
| Interest Only | 8 | $0.6 \%$ | $2,317,808.39$ | $1.2 \%$ |
| Principal \& Interest | 1235 | $99.4 \%$ | $188,845,177.84$ | $98.8 \%$ |
| Total | 1243 | $100.0 \%$ | $191,162,986.23$ | $100.0 \%$ |




| Interest Rate Type (Unconsolidated) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |
| Fixed | 262 | 21.1\% | 45,837,696.11 | 24.0\% |
| Variable | 981 | 78.9\% | 145,325,290.12 | 76.0\% |
| Total | 1243 | 100.0\% | 191,162,986.23 | 100.0\% |
| Remaining Fixed Period (Unconsolidated) |  |  |  |  |
|  | No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |
| 0 to 6 months | 96 | 7.7\% | 18,649,299.87 | 9.8\% |
| 6 to 12 months | 75 | 6.0\% | 12,559,604.40 | 6.6\% |
| 12 to 24 months | 40 | 3.2\% | 5,904,582.20 | 3.1\% |
| 24 to 36 months | 36 | 2.9\% | 6,565,677.90 | 3.4\% |
| 36 to 48 months | 5 | 0.4\% | 471,448.83 | 0.2\% |
| 48 to 60 months | 10 | 0.8\% | 1,687,082.91 | 0.9\% |
| $60+$ months | 0 | 0.0\% | - | 0.0\% |
| Variable | 981 | 78.9\% | 145,325,290.12 | 76.0\% |
| Total | 1243 | 100.0\% | 191,162,986.23 | 100.0\% |


| Occupancy (Unconsolidated) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |
| Owner Occupier | 1078 | $86.7 \%$ | $157,683,628.15$ | $82.5 \%$ |
| Investment | 165 | $13.3 \%$ | $33,479,358.08$ | $17.5 \%$ |
| Total | 1243 | $100.0 \%$ | $191,162,986.23$ | $100.0 \%$ |


| Loan Documentation (Unconsolidated) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |
| Full Documentation | 1,243 | 100.0\% | 191,162,986.23 | 100.0\% |
| Low Documentation | 0 | 0.0\% | - | 0.0\% |
| Total | 1243 | 100.0\% | 191,162,986.23 | 100.0\% |
| Mortgage Insurer (Unconsolidated) |  |  |  |  |
|  | No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |
| QBE | 294 | 23.7\% | 44,775,736.72 | 23.4\% |
| Genworth | 0 | 0.0\% | - | 0.0\% |
| Uninsured | 949 | 76.3\% | 146,387,249.51 | 76.6\% |
| Total | 1243 | 100.0\% | 191,162,986.23 | 100.0\% |



|  |  |  | Banking for life |  |
| :--- | ---: | ---: | ---: | ---: |
| Arrears | No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |
| 0 days | 1205 | $96.9 \%$ | $185,182,837.80$ | $96.9 \%$ |
| 1 to 30 days | 25 | $2.0 \%$ | $3,689,789.92$ | $1.9 \%$ |
| 31 to 60 days | 5 | $0.4 \%$ | $1,143,126.53$ | $0.6 \%$ |
| 61 to 90 days | 0 | $0.0 \%$ | $0.0 \%$ |  |
| $91+$ days | 8 | $0.6 \%$ | $1,147,231.98$ | 0.6 |
| Total | 1243 | $100.0 \%$ | $191,162,986.23$ | $100.0 \%$ |


| Hardships |  |  |  |  |
| :--- | :---: | :---: | :---: | ---: |
|  | No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |
| Current hardships | 2 | $0.2 \%$ | $141,008.07$ | $0.1 \%$ |


| Mortgages in Posession |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| No. of Accounts | \% by No. Accounts | Current Balance | \% by Current Balance |  |
| Current posessions | 0 | $0.0 \%$ | 0.00 | $0.0 \%$ |


| Cumulative losses |  |  |  |  |  |
| :--- | ---: | :--- | :--- | :--- | :--- |
|  | No. of Accounts | Losses on sale of property | Losses covered by LMI | Losses covered by excess |  |
| spread |  |  |  |  |  |
| Total losses | 0 | - | - |  | - |

## Disclaimer

This document is restricted to "wholesale clients" only as defined in the Corporations Act 2001 (Cth)(Corporations Act) to whom a disclosure is not required under Part 6D. 2 of the Corporations Act. If you are not such an investor you may not consider the document and must return it immediately.

Information regarding securities issued in respect of the Light Trust Series is contained in the relevant prospectus or Information Memorandum. The relevant prospectus or Information Memorandum contain important information which is critical to any decision to subscribe for these securities.

The information contained in this document does not constitute and is not intended to constitute an offer or invitation in relation to the issue, sale or purchase of any securities or financial products, as those terms are used in the Corporations Act, and is not intended to constitute financial product advice or a recommendation. In providing the information contained in this document, Heritage and People's Choice Ltd has not taken into account the investment objectives, financial situation and particular needs of any particular investor. Before making an investment decision, you should consider whether it is appropriate in light of your particular investment needs, objectives and financial circumstances. We recommend that you consult with your professional adviser before making any investment.

This document may include estimates and projections and involves significant elements of subjective judgment and analysis. Heritage and People's Choice Ltd does not give any express or implied warranty of accuracy or completeness of the information contained herein. Any information is subject to change without notice.

