



## MUTUAL CREDIT FINANCE LIMITED

### Offer of First Ranking Debt Instruments

This document provides material information relating to the Offer of First Ranking Debt Instruments of MCF offered under a Product Disclosure Statement dated 3 December 2021 issued by MCF which replaces the Product Disclosure Statement dated 27 May 2021.

Any financial measures or information in this document which are referred to being "as at 31 October 2021" have been derived from financial statements of MCF that have not been reviewed by a qualified auditor.

**This document was prepared on 3 December 2021.**

### Specific Risks relating to MCF's creditworthiness

Set out below is a description of the risks that MCF is aware of that exist or are likely to arise that significantly increase the risk to MCF's financial position, financial performance or stated plans. These risks are based on the knowledge and assessment of the Directors as at **3 December 2021** and it is possible that other risks may emerge over time.

#### Liquidity Risk

##### Description of the risk

This is the risk that MCF may not be able to meet its payment obligations when they fall due.

##### MCF's assessment of the nature and potential magnitude of the risk

The potential for liquidity risk is due to a number of possible causes including:

- a mismatch between the maturities of financial assets (loan receivables) and the maturity of financial liabilities (First Ranking Debt Instruments);
- a significant amount of loan advances not being repaid as due (See the below "Credit Risk" summary for further details); or
- investors not reinvesting or making new investments in First Ranking Debt Instruments (See the below "Reinvestment Risk" summary for further details).

##### Mitigation strategies

MCF regularly monitors and forecasts cash flows and reinvestment rates and adjusts lending volumes if required to ensure there is no mismatch. Where possible, loans are structured with regular monthly repayments and a credit control function is in place to work with borrowers to ensure repayment obligations are complied with. MCF also monitors liquidity ratios against the minimum levels specified in the Trust Deed. To further help manage this risk, a \$2,000,000 committed cash advance facility with ASB Bank Limited is in place. As at the date of this register entry this has not been drawn on.

## **Reinvestment risk**

### Description of the risk

This is the risk that MCF is unable to attract new investors to invest in or existing investors to reinvest in Debt Instruments.

### MCF's assessment of the nature and potential magnitude of the risk

MCF is reliant on some existing investors reinvesting their funds when their Debt Instruments mature and attracting new investors to replace matured investments withdrawn and fund future growth.

The contractual and expected maturity profiles in MCF's financial statements shows that MCF will experience a shortfall between its financial assets and financial liabilities of \$13,430,275 and \$8,509,332 respectively in the 13 to 60 month period following 30 September 2021. MCF considers this risk is manageable as this profile does not take into account any reinvestment or new investments in Debt Instruments. MCF also has a \$2,000,000 committed cash advance facility from ASB Bank Limited which it can utilise to meet funding shortfalls. Additionally for the 60 month period from 30 September 2021 both the contractual and expected maturity profiles show a surplus between MCF's financial assets and financial liabilities of \$6,013,370.

While historical reinvestment rates calculated from 1 April 2012 to 31 October 2021 were 84.6%, the reinvestment rate for the twelve months to 31 October 2021 was 85.7% and for the six months to 31 October 2021 was 83.2%. MCF believes it is reasonable to expect that the reinvestment rate will continue to be between 60% to 80% in the future. New investments received in the twelve months to 31 October 2021 totalled \$14,557,900 and for the 6 months to 31 October 2021 totalled \$6,005,900.

If MCF was unsuccessful in obtaining the reinvestment of sufficient investments or new investments and could not obtain funding from other sources, MCF would need to reduce or cease lending and collect the existing loan book and cease issuing Debt Instruments to the public. If this occurred, MCF would consult with the Supervisor and its other secured creditors to determine the appropriate course of action to be taken.

Note: Liquidity risk and reinvestment risk are related, in that a shortfall in liquidity may arise due to a reduction in MCF's reinvestment rate and/or new investment rate.

### Mitigation strategies

MCF monitors movements in interest rates obtained on lending and offered for Debt Instruments on an on-going basis and these rates are adjusted in line with market movements. For example MCF has the option of adjusting the interest rate that it pays on new Debt Instruments that it issues to attract new investments and reinvestments of Debt Instruments. Regular communication is maintained with its investors and selected professional advisors.

## **Credit Risk**

### Description of the risk

This is the risk that a counterparty will cause a financial loss for MCF by failing to discharge an obligation, for example, a borrower does not repay its loan from MCF on the due date or the security taken is inadequate to enable full recovery of the loan.

### MCF's assessment of the nature and potential magnitude of the risk

Credit risk is a significant risk for MCF and arises principally on advances made to its borrowers and deposits held with other entities. This could result in a financial loss for MCF

and impact on its ability to repay First Ranking Debt Instruments as they mature or provide new loans.

The Covid 19 pandemic and the associated economic downturn could have an adverse effect on MCF's borrowers as some businesses may be unable to trade and may suffer loss of income that could adversely affect their ability to repay loans in accordance with the contracted repayment terms.

MCF has identified the industries most at risk from the Covid 19 pandemic and associated economic downturn as being aviation, tourism and hospitality. As at the date of this document, MCF considers the Covid 19 pandemic and the associated economic down turn is likely to have minimal impact on MCF's credit risk as MCF has no exposure to the aviation industry, only a small exposure to the tourism industry (as no borrowers have tourism as their core business) and moderate exposure to the hospitality industry (with 4.9% of MCF's financial receivables net of impairment provisions relating to the hospitality industry as at 31 October 2021).

See the below summaries for "Borrower/Guarantor Concentration Risk", "Geographical Risk" and "Industry Concentration Risk" and for further details on how credit risk exposures could arise.

#### Mitigation strategies

MCF has in place a lending policy under which all lending is assessed and regularly reviewed with all loans approved under a delegated authority policy authorised by MCF's Board of Directors. Credit control functions are undertaken by experienced staff with the focus on working with clients to ensure contracted repayment obligations are complied with.

In addition, to further mitigate this credit risk MCF seeks to secure its loans (MCF also provides loans on an unsecured basis) against a range of different types of securities. By securing its loans against a range of security types MCF is reducing its credit risk by limiting its exposure to events or circumstances which may cause particular types of securities to become inadequate to enable full recovery of MCF's loans. MCF regularly monitors how its loans are secured. A summary of the main security types and the percentage of MCF's loan book that each security type comprises as at 31 October 2021, 30 September 2021 and 31 March 2021 is set out in the table below. The amounts shown are stated net of impairment provisions (i.e. the amounts set out below are the gross receivables less the amount MCF considers is unlikely to be recovered in respect of those receivables).

*Receivables (Net of Impairment Provisions) by Security Type as at 31 October 2021, 30 September 2021 and 31 March 2021.*

Loan Security type	As at		As at		As at	
	31/10/2021	%	30/09/2021	%	31/03/2021	%
Secured by 1st charge on land and buildings	\$32,836,191	80.1%	32,224,575	77.56%	\$26,985,109	69.5%
Secured by second or subsequent charge on land and buildings	\$5,083,720	12.4%	\$6,182,996	14.88%	\$8,889,332	22.9%
Secured by charge registered under the PPSA	\$2,946,703	7.2%	\$3,139,041	7.55%	\$2,883,123	7.4%
Unsecured	\$131,257	0.3%	\$3,929	0.01%	\$95,710	0.2%
	\$40,997,871	100%	\$41,550,541	100%	\$38,853,274	100%

MCF is also maintaining its regular monitoring to identify any clients that may be facing financial pressure from the Covid 19 pandemic and associated economic downturn.

### **Borrower/Guarantor Group Concentration Risk**

#### Description of the risk

MCF's loan portfolio contains a number of client groups where MCF's exposure is more than 10% of MCF's shareholders equity. A summary of these client groups as at 31 October 2021 and 30 September 2021 is detailed in the table in Appendix 1.

#### MCF's assessment of the nature and potential magnitude of the risk

Due to the comparatively small size of MCF's loan portfolio and the proportion of this that these client groups represent, impairment of any of these client groups may have a significant impact on MCF's ability to meet its liabilities as they fall due.

#### Mitigation strategies

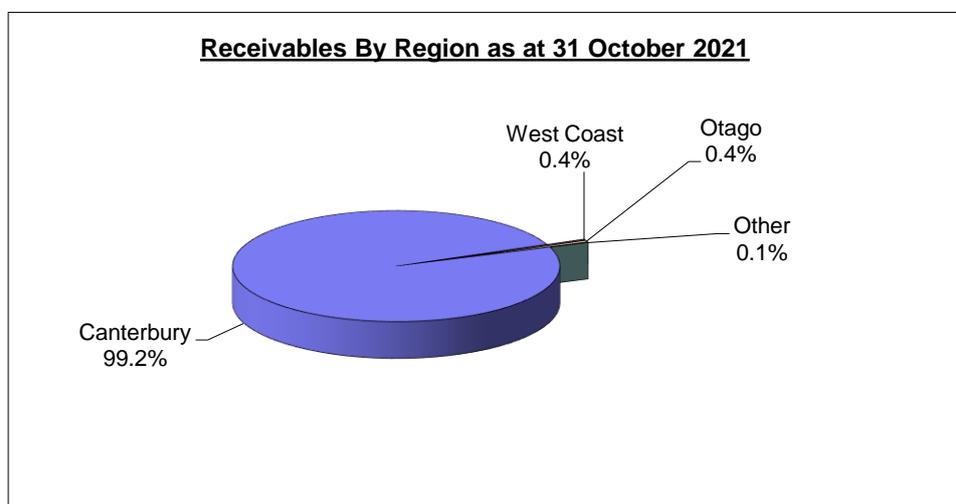
MCF's Trust Deed limits the maximum level of funding that can be provided to an individual client or client group. MCF regularly reviews exposures to these client groups to ensure it remains informed as to their position and any potential issues are addressed.

### **Geographical Exposure Risk**

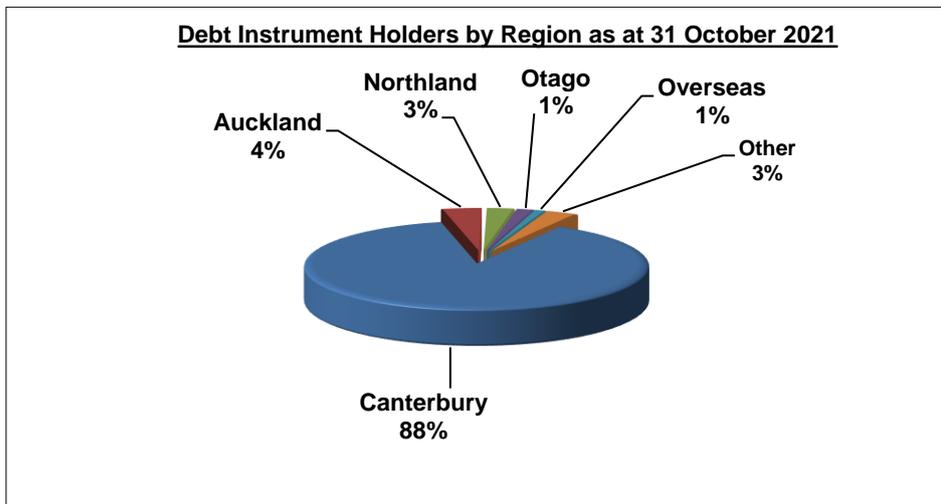
#### Description of the risk

MCF's business is concentrated in the Canterbury region. This is because of the following:

1. MCF's loans are predominantly made to borrowers based in Canterbury and secured over assets located in Canterbury. The percentage of borrowers based in Canterbury as at 31 October 2021 is detailed in the below graph.



2. MCF's Debt Instruments are predominantly issued to investors based in Canterbury. The percentage of Debt Instrument holders based in Canterbury as at 31 October 2021 is detailed in the below graph.



**MCF's assessment of the nature and potential magnitude of the risk**

This concentration of credit exposures and funding in the Canterbury Region presents a moderate risk to MCF. This is due to the possibility of the economy in Canterbury experiencing a down turn which could impact on the borrower's ability to repay advances when due and also reduce the level of reinvestments and new investments made from investors in the Canterbury region.

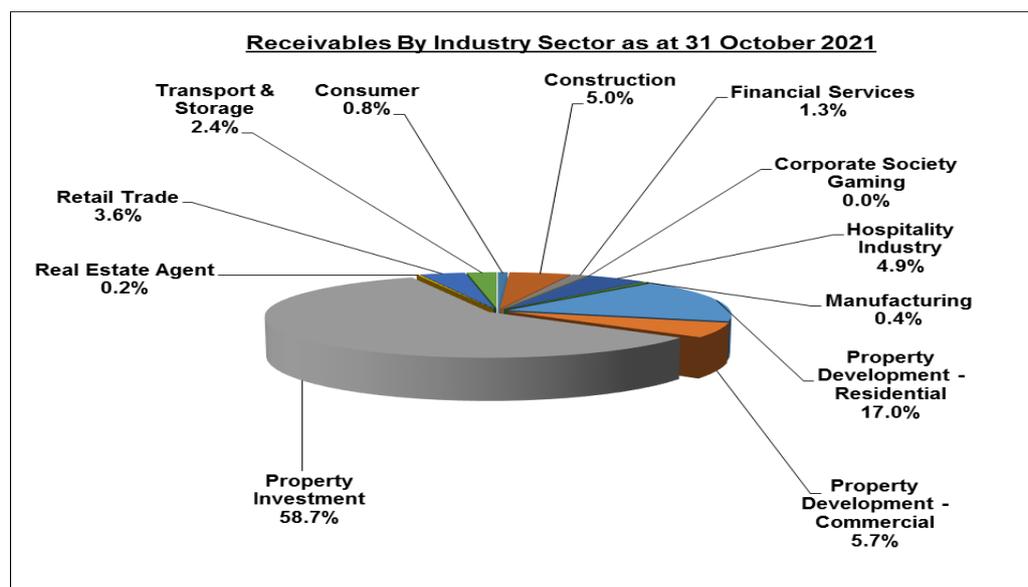
**Mitigation strategies**

MCF considers this risk is mitigated by the benefits of the concentration. As MCF has traditionally operated in the Canterbury region, it has built a number of longstanding relationships with borrowers, investors and professional advisors in the region. MCF's Directors and Management have considerable experience and knowledge of local market conditions which assists in the assessment of lending proposals.

**Industry Concentration Risk**

**Description of the risk**

This is the risk of lending predominantly to client groups involved in the same or similar industries. A summary of MCF's financial receivables net of impairment provisions by industry sector as at 31 October 2021 is detailed in the below graph.



MCF's assessment of the nature and potential magnitude of the risk

Borrowers who are involved in the same or very similar industries are likely to be subject to the same adverse market factors at the same time. This could affect their ability to comply with loan terms and repayment obligations and in some cases, impact security values and its saleability. MCF's largest area of lending is to clients involved in different sectors of the property industry including residential and commercial investment and development. As such MCF has a significant exposure to a downturn in the property market or property values.

Mitigation strategies

MCF regularly monitors the level of lending by industry type and manages this risk by having in place maximum levels of a property's market value (or percentage of completion thereof) that funding will be provided to, and requiring levels of pre-sales where appropriate.

**Reliance on Key Staff**

Description of the risk

Due to its small size and low staff numbers, MCF is reliant on its key staff.

MCF's assessment of the nature and potential magnitude of the risk

Should a number of staff be lost in a short space of time, there is a risk that operations could be impacted for a period until suitable replacements were identified.

Mitigation strategies

MCF reduces this risk by the provision of on-going training to develop and increase the knowledge of all staff to assist with succession planning.

## Appendix 1

<b>Summary of advances to Client Groups where MCF's exposure is more than 10% of shareholders equity as at 31/10/21 and comparative position as at 30/09/21</b>					
	Balance as at		Repayment	Region	Security
	31/10/2021	30/09/2021	Terms		
<b>Group 1</b>	Industry Sector: Property Investment - Residential				
Advance 1	\$0	\$249,382	Interest Only	Canterbury	1st Mortgage over residential property and personal guarantees
Advance 2	\$0	\$699,500	Interest Only	Canterbury	1st Mortgage over residential property and personal guarantees
Advance 3	\$0	\$721,500	Interest Only	Canterbury	1st Mortgage over residential property and personal guarantees
Advance 4	\$699,500	\$699,500	Interest Only	Canterbury	1st Mortgage over residential property and personal guarantees
Advance 5	\$1,529,157	\$0	Interest Only	Canterbury	1st Mortgage over residential properties and personal guarantees
<b>Total for Group</b>	<b>\$2,228,657</b>	<b>\$2,369,882</b>			
<b>Group 2</b>	Industry Sector: Property Investment/Development - Residential				
Advance 1	\$1,198,731	\$1,198,474	Interest Only	Canterbury	1 <sup>st</sup> Mortgage over residential property and personal guarantee
Advance 2	\$413,300	\$398,800	Interest Only	Canterbury	1st Mortgage over residential property and personal guarantee
Advance 3	\$423,000	\$423,000	Interest Only	Canterbury	1st Mortgage over residential property and personal guarantee
<b>Total for Group</b>	<b>\$2,035,031</b>	<b>\$2,020,274</b>			
<b>Group 3</b>	Industry Sector: Property Investment - Residential/Commercial				
Advance 1	\$420,505	\$420,173	Interest Only	Canterbury	1st Mortgage over residential property and personal guarantee
Advance 2	\$852,850	\$852,850	Interest Only	Gisborne	1st Mortgage over commercial property and personal guarantee
Advance 3	\$715,500	\$715,500	Interest Only	Canterbury	1st Mortgage over residential property and personal guarantee
<b>Total for Group</b>	<b>\$1,988,855</b>	<b>\$1,988,523</b>			
<b>Group 4</b>	Industry Sector: Property Investment - Residential				
Advance 1	\$368,756	\$369,111	Interest Only	Canterbury	1 <sup>st</sup> and 2 <sup>nd</sup> Mortgages over residential property, intercompany and personal guarantees
Advance 2	\$304,459	\$304,797	Interest Only	Canterbury	1 <sup>st</sup> and 2 <sup>nd</sup> Mortgages over residential property, intercompany and personal guarantees
Advance 3	\$346,000	\$346,000	Interest Only	Canterbury	1 <sup>st</sup> and 2 <sup>nd</sup> Mortgages over residential property, intercompany and personal guarantees
Advance 5	\$572,000	\$572,000	Interest Only	Canterbury	1 <sup>st</sup> and 2 <sup>nd</sup> Mortgages over residential property, intercompany and personal guarantees
Advance 6	\$0	\$252,500	Interest Only	Canterbury	1 <sup>st</sup> and 2 <sup>nd</sup> Mortgages over residential property, intercompany and personal guarantees
Advance 7	\$360,000	\$0	Interest Only	Canterbury	1 <sup>st</sup> and 2 <sup>nd</sup> Mortgages over residential property, intercompany and personal guarantees
<b>Total for Group</b>	<b>\$1,951,215</b>	<b>\$1,844,408</b>			

**Summary of advances to Client Groups where MCF's exposure is more than 10% of shareholders equity as at 31/10/21 and comparative position as at 30/09/21**

	Balance as at		Repayment	Region	Security
	31/10/2021	30/09/2021	Terms		
<b>Group 5</b>	Industry Sector: Hospitality				
Advance 1	\$552,350	\$552,994	Interest only	West Coast	2nd Mortgage over land & buildings, GSA and intercompany and personal guarantees
Advance 2	\$14,796	\$14,826	Interest only	Otago	1st mortgage over two 2 bedroom units, intercompany and personal guarantee
Advance 3	\$42,402	\$42,447	Interest only	Otago	1st mortgage over a 3 bedroom unit, intercompany and personal guarantee
Advance 4	\$74,191	\$74,340	Interest only	Otago	1st mortgage over a 3 bedroom unit, intercompany and personal guarantee
Advance 5	\$34,748	\$34,784	Interest only	Otago	1st mortgage over a studio unit, intercompany and personal guarantee
Advance 6	\$194,067	\$194,369	Interest only	Otago	1st mortgage over a 3 bedroom unit, intercompany and personal guarantee
Advance 7	\$24,863	\$24,883	Interest only	Otago	1st mortgage over a studio unit, intercompany and personal guarantee
Advance 8	\$30,341	\$30,373	Interest only	Otago	1st mortgage over a studio unit, intercompany and personal guarantee
Advance 9	\$145,837	\$145,950	Interest only	West Coast	2nd Mortgage over land & buildings, GSA and intercompany and personal guarantees
Advance 10	\$90,729	\$90,897	Interest only	Otago	1st mortgage over a 2 bedroom unit, intercompany and personal guarantee
Advance 11	\$65,429	\$65,497	Interest only	Otago	1st mortgage over a 2 bedroom unit, intercompany and personal guarantee
Advance 12	\$151,856	\$152,073	Interest only	Otago	1st mortgage over a 2 bedroom unit, intercompany and personal guarantee
Advance 13	\$148,432	\$148,530	Interest only	Otago	1st mortgage over a 2 bedroom unit, intercompany and personal guarantee
Advance 14	\$137,668	\$137,857	Interest only	West Coast	2nd Mortgage over land & buildings, GSA and intercompany and personal guarantees
Advance 15	\$15,530	\$15,905	Principal & interest	West Coast	2nd Mortgage over land & buildings, GSA and intercompany and personal guarantees
Advance 16	\$15,906	\$16,268	Principal & interest	West Coast	2nd Mortgage over land & buildings, GSA and intercompany and personal guarantees
Advance 17	\$92,834	\$92,918	Interest only	West Coast	2nd Mortgage over land & buildings, GSA and intercompany and personal guarantees
Advance 18	\$76,134	\$76,258	Interest only	West Coast	2nd Mortgage over land & buildings, GSA and intercompany and personal guarantees
<b>Total for Group</b>	<b>\$1,908,113</b>	<b>\$1,911,169</b>			
<b>Group 6</b>	Industry Sector: Property Investment - Residential				
Advance 1	\$0	\$553,691	Interest only	Canterbury	1st Mortgage over residential property and personal guarantees
Advance 2	\$135,700	\$135,700	Interest only	Canterbury	1st Mortgage over residential property and personal guarantees
Advance 3	\$434,555	\$434,555	Interest only	Canterbury	1st Mortgage over residential property and personal guarantees
Advance 4	\$325,000	\$295,000	Interest only	Canterbury	1st Mortgage over residential property and personal guarantees

<b>Summary of advances to Client Groups where MCF's exposure is more than 10% of shareholders equity as at 31/10/21 and comparative position as at 30/09/21</b>						
	<b>Balance as at</b>		<b>Repayment</b>	<b>Region</b>	<b>Security</b>	
	<b>31/10/2021</b>	<b>30/09/2021</b>	<b>Terms</b>			
Advance 5	\$319,500	\$0	Interest only	Canterbury	1st Mortgage over residential property and personal guarantees	
Advance 6	\$608,500	\$0	Interest only	Canterbury	1st Mortgage over residential property and personal guarantees	
<b>Total for Group</b>	<b>\$1,823,255</b>	<b>\$1,418,946</b>				
<b>Group 7</b>	Industry Sector: Property Development - Commercial					
Advance 1	\$1,710,145	\$1,710,145	Interest Only	Canterbury	1st Mortgage over commercial property and personal guarantees	
<b>Group 8</b>	Industry Sector: Property Development - Residential					
Advance 1	\$1,515,861	\$1,515,861	Interest Only	Canterbury	1st Mortgage over residential sections and personal guarantees	
<b>Group 9</b>	Industry Sector: Property Development - Residential					
Advance 1 (1. See below)	\$1,162,563	\$1,153,086	Interest capitalised	Canterbury	1st Mortgage over residential property and personal guarantees	
Advance 2 (1. See below)	\$327,912	\$325,239	Interest capitalised	Canterbury	1st Mortgage over residential property and personal guarantees	
<b>Total for Group</b>	<b>\$1,490,475</b>	<b>\$1,478,325</b>				
<b>Group 10</b>	Industry Sector: Property Investment - Residential					
Advance 1	\$0	\$352,725	Interest Only	Canterbury	1st Mortgage over residential properties and personal guarantees	
Advance 2	\$449,200	\$449,200	Interest Only	Canterbury	1st Mortgage over residential properties and personal guarantees	
Advance 3	\$710,008	\$710,008	Interest Only	Canterbury	1st Mortgage over residential properties and personal guarantees	
Advance 4	\$326,000	\$326,000	Interest Only	Canterbury	1st Mortgage over residential properties and personal guarantees	
<b>Total for Group</b>	<b>\$1,485,208</b>	<b>\$1,837,933</b>				
<b>Group 11</b>	Industry Sector: Property Investment - Residential					
Advance 1	\$1,464,454	\$2,014,050	Interest Only	Canterbury	1 <sup>st</sup> & 2 <sup>nd</sup> Mortgage over residential properties and personal guarantee	
<b>Group 12</b>	Industry Sector: Property Investment - Residential					
Advance 1	\$337,500	\$337,500	Interest Only	Canterbury	1st Mortgage over residential properties and personal guarantees	
Advance 2	\$504,800	\$504,800	Interest Only	Canterbury	1st Mortgage over residential properties and personal guarantees	
Advance 3	\$317,200	\$317,200	Interest Only	Canterbury	1st Mortgage over residential properties and personal guarantees	
<b>Total for Group</b>	<b>\$1,159,500</b>	<b>\$1,159,500</b>				

**Summary of advances to Client Groups where MCF's exposure is more than 10% of shareholders equity as at 31/10/21 and comparative position as at 30/09/21**

	Balance as at		Repayment	Region	Security
	31/10/2021	30/09/2021	Terms		
<b>Group 13</b>	Industry Sector: Property Investment - Residential				
Advance 1	\$430,197	\$426,600	Interest Only	Canterbury	1st Mortgage over residential properties, and personal guarantees
Advance 2	\$403,022	\$358,977	Interest Only	Canterbury	1st Mortgage over residential properties, and personal guarantees
Advance 3	\$259,500	\$0	Interest Only	Canterbury	1st Mortgage over residential properties, and personal guarantees
<b>Total for Group</b>	<b>\$1,092,719</b>	<b>\$785,577</b>			
<b>Group 14</b>	Industry Sector: Property Investment – Commercial and Residential				
Advance 1	<b>\$963,871</b>	<b>\$964,800</b>	Interest Only	Canterbury	1st mortgage over commercial and residential property and personal guarantees
<b>Group 15</b>	Industry Sector: Property Investment – Commercial and Residential				
Advance 1	\$926,892	\$928,419	Interest Only	Canterbury	1st mortgage over commercial property, intercompany and personal guarantees
Advance 2	\$0	\$459,000	Interest Only	Canterbury	1st mortgage over residential property, intercompany and personal guarantees
<b>Total for Group</b>	<b>\$926,892</b>	<b>\$1,387,419</b>			
<b>Group 16</b>	Industry Sector: Property Development –Residential				
Advance 1	\$404,000	\$244,000	Interest Only	Canterbury	1st Mortgage over residential property, intercompany and personal guarantee
Advance 2	\$393,275	\$393,275	Interest Only	Canterbury	1st Mortgage over residential section, intercompany and personal guarantee
	<b>\$797,275</b>	<b>\$637,275</b>			
<b>Group 17</b>	Industry Sector: Property Development –Residential				
Advance 1	<b>\$768,000</b>	<b>\$0</b>	Interest Only	Canterbury	1st Mortgage over residential subdivision and personal guarantees

1. These facilities are MCF's share of syndicated facilities with the securities held be MCF for the benefit of all of the syndicate lenders.