

Business Finance Options and Lender Support Packages

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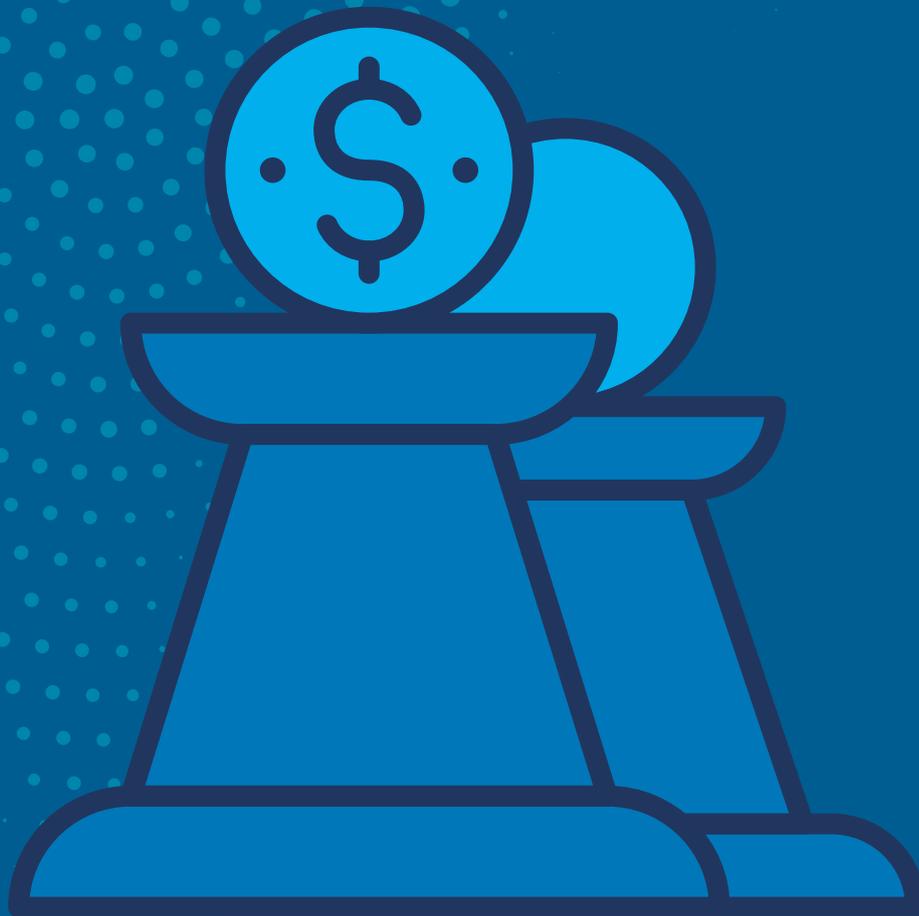


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Business Finance Options Available Including Government Supported Lending

In recognition of the significant role that small and medium businesses have in the economy, the Government has announced several stimulus schemes aimed at keeping businesses operating and employees employed. We have summarised the available options to businesses.

LET EDGEVIEW FINANCE SOURCE YOUR FUNDING

In these times of change, it can be challenging to know how best to get access to the funding that is required and to be able to access these support schemes. As Commercial Finance Brokers, we specialise in helping businesses source the funding they need. If you have any questions or require financing in your business, please get in contact and let us take control of the process and get the funding you need.

COMMONWEALTH GOVERNMENTS ANNOUNCED SCHEMES

- 1. SME Guarantee Scheme
- 2. RBA Term Funding for the Banking System injecting \$90 billion to support banks to lend
- 3. Government Backed Funding to Smaller Lenders

CORONAVIRUS SME GUARANTEE SCHEME

- Under the Scheme, the Government will guarantee 50 per cent of new loans issued by eligible lenders to SMEs. The Government's support will enhance lenders' willingness and ability to provide credit to SMEs with the Scheme able to support \$40 billion of lending to SMEs.
- At the time of this edition, lenders were yet to communicate how these loans will be accessed and whether different credit policies will apply from normal. As a business we are keeping close contact with the lenders to ensure our clients are able to access these loans as soon as possible.

GOVERNMENT-BACKED FUNDING TO SMALLER LENDERS TO CONTINUE LENDING TO BUSINESSES AND CONSUMERS

- This scheme will enable customers of smaller lenders to continue to access affordable credit as the world deals with the significant challenges presented by the spread of coronavirus. The Australian Office of Financial Management (AOFM) will be provided with an investment capacity of \$15 billion to invest in wholesale funding markets used by small authorised deposit-taking institutions (ADIs) and non-ADI lenders ensuring affordable cost of providing credit.

RBA Term Funding for the Banking System injecting \$90 billion to support banks to lend

- A term funding facility for the banking system, with particular support for credit to small and medium-sized businesses. The Reserve Bank will provide a three-year funding facility to authorised deposit-taking institutions (ADIs) at a fixed rate of 0.25 per cent allowing them to provide discounted finance to SME's.
- This in conjunction with the 50% Government Guarantee to unsecured lending should increase the availability of finance to SMEs.

FUNDING AVAILABLE TO BUSINESSES

As announced, Unsecured Business Loans are being made available to small and medium businesses through the banks. These loans will typically have the following characteristics.

- Loan amounts up to \$250,000
- Reduced rates on business loans
- No payments required for six months

Whilst the loans are backed 50% by the Government, credit policies of the lenders will still apply. Please give us a call to discuss your scenario and requirements and help arrange the most appropriate option for your business.

Current Business and Commercial Finance Process and Requirements

Applications will be assessed using lenders normal document requirements

- This will either be 2018 or 2019 financials and tax returns for the business and personal
- Normal supporting information and application form
- Potentially the need to provide projections of business performance after business resumes

NOTE: Edgeview Finance can assist with all aspects of the finance process

- There should be additional resources made available through the banks' credit departments and potentially more streamlined application processes to access the funding
- Lenders normal individual credit policies will apply however we expect there will be allowance given for the current circumstances businesses are in. This is changing regularly and as a result we maintain close contact with the Banks to ensure our clients have earliest access to funding.

Types of Business Finance Available to Support Your Business

As an experienced Commercial Finance Brokerage, we have a full range of Commercial Finance Products and solutions available across a large panel of lenders. We have included a summary of the most applicable products for businesses that are needing cash flow assistance during this period.

DEBTOR FINANCE & INVOICE DISCOUNTING

We have a range of lenders available offering cash flow facilities that allow you to lend against your customer's invoices owed to you. This allows you to gain early access to funds owed to you to fund continued growth.

Who's It For	<ul style="list-style-type: none"> • Any business that operates business to business • Businesses with cash flow strains caused from outstanding invoices • Established businesses sales exceeding \$3m (to access confidential facilities) • Looking for commercial non-bank alternatives • Start-ups acceptable
What Can It Be Used For	<ul style="list-style-type: none"> • Access cash now against outstanding invoices • Business cash flow • Invoice management assistance • Capital injection • Acquisitions • Replace property backed lending to free up equity • Succession Planning
What Are The Typical Terms	<ul style="list-style-type: none"> • Initial advance up to 85% against invoice • Limits begin at \$50k • Flexible criteria • No real estate required
What Information Needs to be Provided	<ul style="list-style-type: none"> • Standard Business Application documents • Aged debtors/creditors ledger • One recent invoice trail from largest debtor
How Long to Arrange	<ul style="list-style-type: none"> • Approvals can be provided in 2 weeks

TRADE FINANCE

We have a range of lenders available offering various Trade Finance facilities that provide cash flow for the funding of supplier invoices.

Who's It For	<ul style="list-style-type: none">Established businesses needing supplier invoice cash flow assistance for one off or ongoing transactions
What Can It Be Used For	<ul style="list-style-type: none">Imported goods for resaleOne off purchasesPurchasing of loose inventoryFilling Purchase OrdersSupplement existing trade facilitiesDomestic (local) purchases
What Are The Typical Terms	<ul style="list-style-type: none">Up to 100% advance of supplier invoices 30, 60, 90-day recourseNon real estate security required options available (limit and strength of business dependent)Limits begin at \$10kFlexible criteria
What Information Needs to be Provided	<ul style="list-style-type: none">Standard Business Application documents
How Long to Arrange	<ul style="list-style-type: none">Approvals can be provided in 1-2 weeks

TYPES OF FACILITIES AVAILABLE

We have a full range of Commercial Finance Products and solutions available across a large panel of lenders. We discuss the individual scenario for each client and then the get funding strategy in terms of products and lenders. Below is a simplified summary of the various products available.

UNSECURED BUSINESS LOAN, BUSINESS OVERDRAFT, LINE OF CREDIT & OTHER CASH FLOW FACILITIES

Who's It For	<ul style="list-style-type: none">• Any business trading more than 15 months
What Can It Be Used For	<ul style="list-style-type: none">• Any worthwhile purpose – primarily used for cash flow and stock purchases
What Are The Typical Terms	<ul style="list-style-type: none">• Starting from 3 month terms up to several years (lender dependent)• Line of Credit/ Business Overdrafts – 12 months with annual review
What Information Needs to be Provided	<ul style="list-style-type: none">• Bank Statement Link (up to \$100,000)• Standard Application Documents for Bank applications
How Long to Arrange	<ul style="list-style-type: none">• Shorter Term Facilities can be assessed in as little as 24 hours• Bank Originated Facilities up to 2-3 weeks for approval
How To Get Started	<ul style="list-style-type: none">• Contact Dan Peters 0405 053 155 or dan.peters@edgeview.com.au

To Discuss A Scenario Or Get An Application Started Request A Callback

CLICK TO REQUEST A CALL BACK

COMMERCIAL FINANCE LOANS (PROPERTY SECURED)

Who's It For	<ul style="list-style-type: none">• Any business trading more than 2 years
What Can It Be Used For	<ul style="list-style-type: none">• Purchase of Commercial Property• Refinance of an existing Commercial Loan• Access Equity for Capital Injection• Business Purchase
What Are The Typical Terms	<ul style="list-style-type: none">• Up to 80% LVR (commercial and residential)• Principal & Interest and Interest Only Payments• Loan Terms up to 25 years (Commercial)• Loan Terms up to 30 years (Residential)
What Information Needs to be Provided	<ul style="list-style-type: none">• Standard Application Documents
How Long to Arrange	<ul style="list-style-type: none">• Minimum 2 weeks for approval
How To Get Started	<ul style="list-style-type: none">• Contact Dan Peters 0405 053 155 or dan.peters@edgeview.com.au

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EQUIPMENT FINANCE

For businesses looking to take advantage of the Instant Asset Write Off Increased Threshold up to \$150,000 or Accelerated Depreciation for assets over \$150,000.

Streamlined Applications up to \$150,000 – No Financials Required

Who's It For	<ul style="list-style-type: none"> Existing Businesses 2 years ABN and GST Registered Company or owner has equity in a property (not used as security) Clear credit history and good conduct on previous asset finance facilities
What Can It Be Used For	<ul style="list-style-type: none"> Motor Vehicles up to \$150,000 (up to 4 years old, purchased from a dealer) Wheeled Assets up to \$150,000 (light commercials under 3.5T, up to 4 years old, purchased from a dealer) Most other assets up to \$75,000 * (excludes attachments, kitchen equipment, IT equipment and some other tertiary assets)
What Are The Typical Terms	<ul style="list-style-type: none"> Up to 100% finance of asset value Up to 5-year facilities Balloon or residual payments available to improve cash flow
What Information Needs to be Provided	<ul style="list-style-type: none"> ID, Personal Details, Statement of Position & Privacy Consent Confirmation of property ownership Purchase Contract, quote or details of asset being financed
How Long to Arrange	<ul style="list-style-type: none"> Approval within 1-2 business days Settlement 1-2 days after document signing
How To Get Started	<ul style="list-style-type: none"> Contact Dan Peters 0405 053 155 or dan.peters@edgeview.com.au

* call Dan on 0405 053 155 to confirm if your asset can be included as a streamlined application. Many assets excluded from the streamlined application can be financed with full financials.

Get A Quote, Request A Call, Discuss A Scenario Or Get An Application Started

[Click to GET A QUOTE](#)

[Click to REQUEST A CALL BACK](#)

Standard Applications - Last 2 years Business Financials Required

(finance amounts \$10k + and all serial numbered business assets considered)

Who's It For	<ul style="list-style-type: none"> Existing Businesses 2 years ABN and GST Registered Company or owner has equity in a property (not used as security) Clear credit history and good conduct on previous asset finance facilities
What Can It Be Used For	<ul style="list-style-type: none"> All assets are considered that have a serial number and are for business use
What Are The Typical Terms	<ul style="list-style-type: none"> Up to 100% finance of asset value Up to 5-year facilities (up to 7 years for Solar Assets) Balloon or residual payments available to improve cash flow
What Information Needs to be Provided	<ul style="list-style-type: none"> ID, Personal Details, Statement of Position & Privacy Consent Last 2 years business financials Commitment schedule of existing business & equipment finance held ATO tax portals and payment plan confirmation (if applicable) Purchase Contract, quote or details of asset being financed
How Long to Arrange	<ul style="list-style-type: none"> Approval within 2-3 business days Settlement 1-2 days after document signing
How To Get Started	<ul style="list-style-type: none"> Contact Dan Peters 0405 053 155 or dan.peters@edgeview.com.au

* call Dan on 0405 053 155 to confirm if your asset can be included as a streamlined application. Many assets excluded from the streamlined application can be financed with full financials.

Get A Quote, Request A Call, Discuss A Scenario Or Get An Application Started

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[Click to REQUEST A CALL BACK](#)

Lender Support Packages, Financial Hardship Information & Contact Points

THINGS TO NOTE

- It is better to take action sooner rather than later
- All lenders have programs available to assist their clients in times of financial hardship or difficulty which won't affect your credit rating
- For business owners, consider what impacts you are expecting to cash flow. It might be beneficial to arrange an overdraft facility now just in case

If you are worried or unsure of what is the best way to approach your individual situation send me an email at dan.peters@edgeview.com.au or give me a call on 0405 053 155 to discuss your situation and the best way forward.

LENDER SUPPORT PACKAGES

The Australian Banking Association (ABA) which comprises have 22 banks across Australia, has organised a Small Business Relief package. The package includes all ABA member banks who agree to participate, which at this stage includes:

- AMP Bank
- ANZ
- Bank Australia
- Bank of Queensland Limited
- Bendigo and Adelaide Bank Limited
- Commonwealth Bank of Australia
- HSBC
- Macquarie Bank
- National Australia Bank
- Suncorp Bank
- Westpac

The package includes a deferral of principal and interest repayments for all term loans and retail loans for six months, for small business customers with less than \$3 million in total debt owed to credit providers.

NAB, ANZ, Westpac, CBA and St George have all announced additional support for businesses:

Lender	Overdrafts	Small Business Loans (linked to cash rate)	Merchant Terminal Fee Waivers	Merchant Terminal Fee Waivers
NAB	2% reduction on QuickBiz Overdrafts from 30 March	2% reduction on QuickBiz Business Loans from 30 March	Yes - up to 6 months (including HICAPS)	NIL
ANZ	NA	0.25% reduction on small business loans from 27 March	NA	Temporary Overdraft Limit increases for 12 months
Westpac	2% reduction on nnew and existing customers from April 6	1% reduction on new and existing customers from April 6	Yes - 3 months	NIL
CBA	0.25% Reduction on new and existing customers from 24 March	0.25 reduction on new and existing customers from 24 March	Yes - 3 months	Waiver of early redraw fees on Business Term Deposits
St George	2% reduction on new and existing customers from April 6	1% reduction on new and existing customers from April 6	Yes - 3 months	

LENDERS NOT INCLUDED ABOVE

If your lender is not included with the list above, for home and business lending, they will have a financial hardship team that will be able to discuss your situation and then discuss what support they may be able to offer.

Financial Hardship Contact Points

If your lender is not included in the below list, simply Google your lender name + financial hardship to find Financial Hardship offered by your lender, e.g., “AMP Financial Hardship”

Bank	Phone Number	Website
AMP	1300 130 191	<i>Experiencing financial hardship</i>
ANZ	1800 252 845	<i>Customer Connect</i>
Arab Bank	1800 64 64 84	<i>Hardship Assistance</i>
Bank Australia	132 888	<i>Contact Us</i>
Bank of Sydney	13 95 00	<i>Financial Hardship</i>
BOQ	1800 079 866	<i>Financial Hardship Assistance</i>
BankSA	1800 679 461	<i>BankSA Assist</i>
Bankwest	1300 769 173	<i>Experiencing financial hardship</i>
Bendigo and Adelaide Bank	1300 652 146	<i>Financial difficulty assistance</i>
Citibank	1800 722 879	<i>Hardship assistance</i>
Commonwealth Bank	1300 720 814	<i>Emergency assistance</i>
HSBC	1300 555 988	<i>Financial difficulty</i>
ING	1300 349 166	<i>Financial Hardship</i>
Macquarie Bank	1300 363 330	<i>Financial Hardship</i>
ME Bank	1300 500 520	<i>ME Bank financial hardship</i>
MyState	13 800 1	<i>MyState financial hardship</i>
NAB	1800 701 599	<i>Financial Hardship</i>
Rabobank	1800 025 484	<i>Financial Hardship</i>
Rural Bank	1800 660 115	<i>Financial Hardship</i>
St. George Bank	1800 629 795	<i>St. George Assist</i>
Suncorp Bank	1800 225 223	<i>Suncorp Customer Assist</i>
Westpac	1800 067 497	<i>Westpac Assist</i>