



**What does your lender want? The “5 Cs of Credit” OR “no thanks”.
Then perhaps we have the answer--- The Non Bank Lender.**

The Non-Bank Lender

As a Non-Bank Lender we understand that many businesses have suffered over the recent past due to a range of factors outside of their control such as drought, cyclones, floods and the world economy. Despite these events being one-off in nature, banks appear to be taking the view that they will have a lasting negative effect on business and are choosing to reject otherwise sound proposals. As a rule, the banks still require the “5 Cs of credit” being: **1.Character** (3 years in business and no adverse Veda), **2.Capacity**, (serviceability based on historical tax returns), **3.Collateral**, (security must be new or near new), **4.Conditions**, (no negative press on the applicants industry) and **5.Capital**, (must own real estate). If any of these factors are missing then the loan is usually declined.

We continue to show innovation and diversity in our lending practices, which demonstrates that all of those criteria are not always required; in fact 3 out of 5 is manageable.

Market Conditions

With the ongoing turmoil in global financial markets, many lenders continue to turn away customers by declining loans which in the past they would compete heavily to procure. Many of our customers have approached us because their lender would not extend their credit, for instance by refusing to refinance balloon payments, simply because the equipment is a little older, despite a good repayment history.

This explains why our business is continuing to grow as **“we listen, we lend, no fuss”**.

Recent CEG Loan Examples

State	Amount \$	Purpose	Security
TAS	81,000	Acquire Second Hand Excavator	2000 Komatsu Excavator
VIC	157,000	Acquire 4 Food Processing Machines	Food Processing Machines
QLD	375,797	Acquire New Equipment	Cone Crusher Plant
NSW	187,500	Acquire used heavy vehicle	2008 Truck and Tipper
SA	38,000	To pay ATO debt	Plant Seeder and Tractor

Flexible Security Options

Security can be as flexible as necessary to see the purchase completed with a mix of unencumbered equipment, 2nd or 3rd mortgages.

Give us some options and we can come back with some answers.

About US

Commercial Equity Group is a Launceston based finance company which has been assisting small business throughout Australia for the past 34 years with acquisitions and financing options that the major players have historically steered away from.

Staff Member Profile



David Hickman has been in the finance sector for as many years as CEG after starting his career with Commonwealth Bank back in 1977, before moving on to Westpac and FEA in the late 1990’s. As company Accountant he gets to overview all of the company’s activities – providing support to Directors, management and staff on matters of general and financial importance. He is the designated compliance officer for ASIC/NCCP and Austrac as well as company liaison with COSL and ITSA – in addition to which his experience in the lending field has made him an extremely valuable ‘cog in the wheel’ of CEG.



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Remember at Commercial Equity –
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