Commercial Equity Group quarterly newsletter. Visit www.commercialequity.com.au

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Commercial Equity Group Ltd
Business & General Finance
1800 CEG FINANCE

Don't let that deal walk out the door!

Why Choose Us?
1.We assist with working capital requests.
2.We refinance other lenders' residual.
3.We have cheaper rates than other non-conforming lenders.
4.We fund up to $750,000.
5.In-house documentation allows us a fast turnaround time.
To see the different loans and finance we offer, click here.

Increased Brokerage

Standard brokerage is 4.0% up to $250,000. Maximum brokerage is 6.0%. Customer rate will increase 0.5% for every 1% of brokerage requested over 4.0%.

Recent CEG loan examples

State	Amount ($)	Purpose	Security
SA	270,000	2x2010 Mitsubishi Fuso Fighter/Concrete pump	1986 Mitsubishi Concrete Pump Truck
QLD	161,000	1998 Freightliner 6*4 Truck	1996 Iveco Eurocargo
NSW	110,000	2 X 2005 Mercedes Benz Actros	2005 + 2007 Mercedes Benz Actros
WA	166,000	4 X Barker 20' Skel trailer	PT60 Loader and Isuzu Truck
VIC	45,000	Working Capital for a start up	Charge over unencumbered truck

New Credit Reporting Changes

As most of us in the finance industry would now be aware of the new Veda changes from the 12 March 2014, the new amendments will affect nearly every applicant applying for credit and serves as a timely reminder to borrowers to tidy

up their finances.

The flow-on effect could have a number of issues for the borrower including predictions from differential pricing for loans or regular late payers would be viewed as a high risk client and therefore the interest rate could rise over time. While these reforms will create a clearer, simplified view of the borrower, it may mean the borrower might not be able to obtain assistance from a major lender.

Work in Progress

Commercial Equity Group has been working hard to ensure we have the best approval rates in the country. We have been working closely with our vast database of brokers to secure the best chance of getting your proposal across the line.
We have joined forces with many of Australia's leading financial aggregators and have been accepted as a panel lender for most. This ensures that all new brokers are able to deal directly with us.

To see our equipment finance options, <u>click here.</u>

Non Bank Lenders

Brokers have recently praised non bank lenders in the market place by keeping the big banks honest. Niche lenders, specialist lenders and non conforming lenders all fill a void in the commercial lending market by offering solutions and flexibility to cater to individual clients who may be limited in their access to obtain finance.
Healthy competition is of high value to brokers, clients and lenders by offering a rate vs. risk scenario with lenders tailoring a loan product to suit and

allowing everyday Aussies to get back to business.

Recent Case Studies
Purchase:
Recent Divorce - $80,000

A client from QLD who had been in transport for over 14 years and commenced his own business and was looking to purchase a truck. He had been through a tough divorce period and wanted to make a fresh start. He was unable to gain assistance from a major bank on the basis of effectively being a start up and having limited asset backing after the divorce. Given his past experience and a new contract from a major transport company, we were able to help our client make a fresh start.

Capital Raising
Unencumbered Trucks - $160,000

A husband and wife from NSW were looking to raise working capital against their current fleet of trucks.They had a chequered history financially, as the previous partner had pulled out of the business and left them to pay the accounts outstanding, putting enormous pressure on the couple. Fortunately we were able to finalise the accounts, giving them some breathing space.

MailChimp

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