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# Commercial Broker News



**Introduction**

July 2012

Diversification remains a hot topic in the Broking industry, not only from an income generation perspective but also as a mechanism to protect your income across different products. I am having regular discussions with brokers about the challenging economic environment and the benefits diversification can offer. We all need to remain agile and be able to adjust to the changing industry. If the broker's sole source of business is within either asset finance or commercial, they have opportunities to further service their clients for complete financial needs in addition to earning commission for originating combined businesses.

Our team can assist you with understanding how to ask your clients the right questions to ensure their needs are met.

For more information, speak to your Broker Manager to understand how you can maximize this service offered to your clients.

Kind regards,

**Cosi De Angelis**

ANZ

Head of Commercial Broker

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## Commercial Broker

### **ANZ Bank of the Year – *Money* magazine\***

ANZ has been named Australia's Bank of the Year and Home Lender of the Year in the prestigious *Money* magazine awards for 2012. The award's criteria included measures on how well we understand and meet our customers' needs, our customers satisfaction level, and the quality of services and products we provide. ANZ is Australia's most awarded home lender, having been named Home Lender of the Year 12 times since 1999 and Bank of the Year eight times since 2000.

\*ANZ was awarded Bank of Year from 2000, 2001, 2002, 2003, 2004 by *Personal Investor* magazine and in 2005, 2007, 2012 by *Money* magazine. ANZ was awarded Home Lender of the Year by *AFR Smart Investor* magazine in 1999, 2000, 2001, 2002, 2004, 2005 and by *Money* magazine in 2005, 2006, 2007, 2008, 2010, 2012.

## Product Watch: ANZ Business Loan (ABL)

The ABL is suitable for any business entity including sole traders, professional, partnerships, companies, trusts or other business entities and trusts with a requirement for capital funding of asset/business purchases. ANZ Business Loan is for customers who want a range of flexible options that suit their business needs.

### Target market

Any business entity including sole traders, professional, partnerships, companies, trusts or other business entities and trusts with a requirement for capital funding of asset or business purchases. ANZ Business Loan is for customers who want a range of flexible options that suit their business needs.

Regulated lending: These loans cannot be used in the normal manner in the following scenarios:

- Where the Entity is an Individual, Joint Individuals, Individual Trustee or Strata Corporation;
- If the purpose is to purchase, renovate or improve (including build/construct) residential property (including vacant land) for investment purposes; and
- If the purpose is to refinance credit originally provided for any of these purposes.

### Benefits at a glance

- Ease of use: customers can set up the terms of the loan once to provide capital funding and not have to actively manage daily transactions.
- Many forms of security available: residential, commercial, rural, business assets or a combination of these and there are unsecured terms available.
- Suitable interest rates options: variable and fixed interest rates with interest only or principal and interest reducing repayments. Otherwise you can select a combination of these options.
- Redraw available: For the variable interest loan only, customers can use their own surplus funds they have repaid up to the amortisation schedule of the loan providing more flexible financing.

If you have any queries or would like more information please contact your Broker Manager or the National Broker Sales Support team on 1300 385 269 or email [broker@anz.com](mailto:broker@anz.com)

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## Asset Finance Broker

### Luxury Tax Threshold Changes

The new LCT thresholds are effective from July 1, 2012 and applicable for the 2012/13 financial year:

<b>Standard Motor Vehicle</b>	\$59,133
<b>Fuel Efficient Motor Vehicles</b>	\$75,375

The GST input tax credit (ITC) on motor vehicles is limited to \$5224.18 which is 1/11 of the Luxury Car Depreciation Limit.

Please note there has been no change to the Luxury Car Depreciation Limit which remains at \$57,466.

#### **What is a Fuel Efficient Motor Vehicle?**

A fuel efficient motor vehicle has a fuel consumption that does not exceed 7 litres per 100 kilometres.

Refer Section 7 of the Motor Vehicle Standards Act 1989.

### Deed of Release Requirements

To help ANZ Commercial Broker best assist you and your clients with Deeds of Releases, please ensure you contact:

- Commercial Broker Sales Support for All Present and After Acquired Property (AIPAP) requirements that were lodged for Asset Finance purposes only; or
- Advise your customer to contact their ANZ Relationship Manager for ANZ Bank lodged AIPAP form.

## Changes to Broker Origination Fee

The maximum Broker Origination Fee that the ELS system will accept changed from \$700.00 to \$770.00 from the start of business on Saturday 14th July.

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