

# Commercial Broker News



## Introduction

Welcome to the February edition, where we announce commission payments for trading businesses with total business limits up to \$35M.

A big thank you to our readers who have provided feedback highlighting the desire to understand better the types of deals we are accepting and writing. A 'Sample Deal' section has been developed to provide these details for you.

There is also an update on how ANZ is assisting those affected by the recent floods in New South Wales and Queensland.

Kind regards,

**Cosi De Angelis**

ANZ

Head of Commercial Broker

P: +617 3228 3746

E: [Cosi.DeAngelis@anz.com](mailto:Cosi.DeAngelis@anz.com)

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## Commercial Broker News

### Paying commissions on deals up to \$35M

We are pleased to advise that Commercial Broker will now be paying commissions on deals valued up to \$35M for trading businesses and valued up to \$15M for property deals. Please contact your ANZ Broker Manager to discuss these opportunities with your existing customers.

### Sample Deals – Trading Business

Here are some examples that have been recently written to help assist our Brokers to understand what deals ANZ Commercial are currently writing.

Please note that each deal has individual risks associated that need to be mitigated. Therefore we look at appropriate conditions for the deal rather than just blanket ones.

We are keen to ensure all trading deals are successful where possible. Before you self decline any proposals, please send them through to your ANZ Broker Manager who can determine if a deal can be structured.

### **Case: Trading business with lending requirements of \$6M**

#### **Industry & Experience**

- Industry is key driver (Tip Truck business with 20+ years in the industry).
- Management experience (35+ years industry experience).

#### **Facility & Security**

Facility structure is a key driver:

- \$5.5M (2 years Interest Only).
- \$350K Overdraft (Annual Review).
- Existing ANZ Asset Finance client with solid track record.
- Security ~\$11M (extended value ~\$6M) plus additional \$12M in net assets on top of what ANZ is taking as security.

#### **Covenants**

Covenants provide comfort in bank testing the cash flows on a regular basis:

- Six monthly management data for new business being acquired.
- Six monthly management data (consolidated) for the group.
- All transaction banking for group to move to ANZ.
- Pricing very competitive and client has been approached for hedging.

### **ANZ's relief to customers affected by floods in NSW and QLD**

In response to the emerging flood crisis in Northern NSW and Southern Queensland, ANZ has announced special relief measures for customers that include:

- Making reduced payments or suspending repayments on loans and credit cards for an agreed period of time (with interest capitalised);
- Applying for temporary adjustments to lending limits to assist with unexpected costs;
- Accessing term deposits early without incurring penalty fees;
- Restructuring finances or applying for new home or personal loans without incurring the usual application fees; and
- Waiving fees associated with the replacement of damaged business EFTPOS/credit card terminal.

If you have ANZ customers who are affected by the floods, we are encouraging them to contact their Broker Manager or ANZ's dedicated financial difficulty team to discuss the impact on their business or personal circumstances.

Customers can call ANZ's financial difficulty team on 1800 252 845, or they can also use our phone and internet banking services, which is available 24 hours a day, seven days a week.

## Anti-Money Laundering (AML) Legislation requirements

As communicated in previous Commercial Broker Newsletters, we recently implemented a monitoring and testing program. This was to determine the level of compliance with AML processes and identified a number of instances where the "Customer Identification Process" had not been completed correctly. To ensure we comply with our legal and compliance obligations under the Anti-Money Laundering (AML) Legislation and the Customer Identification Process (CIP), we need to ensure this information is provided accurately and consistently.

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### Asset Finance Broker

#### Reminder: Personal Property Security Register (PPSR)

We are pleased to advise you that the EsandaNet changes required due to the introduction of the PPSR went live on Sunday 29 January 2012. These changes have been outlined in our Commercial Broker Newsletters dated 12 and 19 January 2012.

#### Action required by all Brokers

As an interim step for the next few weeks, we require an additional terms and conditions annexure to be provided to and signed by the customer for all facility types. This annexure should have been provided to you by your Broker Manager – if you do not have a copy please contact your Broker Manager immediately to obtain a copy.

Please note that provision of the signed annexure will be a mandatory settlement condition (however, this will not appear on the settlements checklist as this is only an interim measure).

In the near future, we will incorporate the additional terms and conditions arising as a result of the introduction of the PPSR into our standard terms and conditions, at which time the additional annexure will cease to be required. We will advise you when this change will take place.

#### Further information available

The Australian Government has introduced new legislation covering the registration of personal property securities. The Personal Property Securities Act 2009 will introduce a national online register to record all security interests held against lending arrangements for personal property. This register will replace the national registers including ASIC and each State based REVs, and the Acts that govern them.

This will be available 24 hours, seven days a week for search, registration, amendment, renewal and discharge. A government body (Insolvency & Trustee Service Australia-ITSA) will be responsible for maintaining the new national register.

Further information on PPSR is available at the Attorney General's website at [www.ppsr.gov.au](http://www.ppsr.gov.au)

## Customer Identification Process (CIP) - Skype

There have been cases where Brokers have used Skype - a program used to communicate to peers by video over the internet – as an identification tool to sight relevant original paperwork.

This practice does not meet the provisions of the AML/CIP legislation as determined by ANZ Legal and Compliance, and as a result is not acceptable to ANZ.

All relevant original paperwork must be sighted in person for it to be accepted.

Please contact to your Broker Manager if you have any further questions.

## How to resubmit an application – without modifying the deal

When you need to send additional documentation to assessments or if you are referring a deal back in with additional information or comments, this following tip will assist you with the above without needing to modify the application. This will help you to process your applications through the system as quickly as possible.

Follow the following steps:

### 1) Select “Credit assessment Monitor”

The screenshot shows the ESANDA ABACUS MAIN MENU interface. The menu items are listed in two columns. The item "Credit Assessment Monitor" is circled in red. Below the menu, there are input fields for Bailment No., Chassis/Veh.ID. No., Commission Account No., Contract No., and Quote No. The date 5/12/11 is displayed in the top right corner.

Quote Inquiry	Print Abacus Documentation
Tax Based Lease Quote	Reprint Abacus Documentation
Other Finance Quote	Progressive Monthly Writings
Payout Quotes	Commission Account Inquiry
Individual Credit Assessment	Stock Outstandings
Business Credit Assessment	Stock Details Inquiry
Modify Credit Assessment	Bailment / Stock Processing
NOT AVAILABLE	Stock Payout Quote
<del>Credit Assessment Inquiry</del>	Stock Reports Menu
Credit Assessment Monitor	Employee Option Exclusion

90. Signoff.

Option No.

Bailment No.

Chassis/Veh.ID. No.

Commission Account No.

Contract No.

Credit Assess. No.

Quote No.

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### 2) Select “X” next to the deal you wish to re-submit

### 3) Select “F10=Maintain”

DLU830

ESANDA LIMITED VICTORIAN REGION  
ASSESSMENT SUMMARY MONITOR

5/12/11  
JARVIS D

Sel (X)	Name	Date	Time	ABACUS Result	Status
<input checked="" type="checkbox"/>		26/11/11	6:30	Referred	Subject To
<input type="checkbox"/>		26/11/11	6:26	Referred	Subject To
<input type="checkbox"/>		26/11/11	6:20	Referred	Subject To
<input type="checkbox"/>		26/11/11	6:16	Referred	Subject To
<input type="checkbox"/>		24/11/11	6:11	Referred	Subject To
<input type="checkbox"/>		21/11/11	10:40	Referred	Withdrawn
<input type="checkbox"/>	TEST, ONE	19/11/11	7:02	Conditioned	Subject To
<input type="checkbox"/>		18/11/11	15:32	Conditioned	No Action
<input type="checkbox"/>		4/11/11	12:26	Referred	Withdrawn
<input type="checkbox"/>		4/11/11	12:12	Referred	Declined
<input type="checkbox"/>		23/10/11	14:07	Referred	No Action
<input type="checkbox"/>		11/10/11	16:05	Referred	No Action
<input type="checkbox"/>		23/09/11	15:05	Referred	No Action +

F3-Exit F5-Refresh F6-Inquiry **F10-Maintain**

4) Select "F11=Comments" and add your comments/notes to the deal

JARVIS D

ESANDA'S ABACUS  
CREDIT ASSESSMENT INQUIRY

5/12/11

Dealer: 389511414 Dealer Relationship Training Assessing Officer:  
Name: TEST, ONE  
Address: 85 SPRING ST  
Suburb: MELBOURNE, 3000

Office decision: Subject To

Satisfactory Insurance Over Goods  
CIP Driver's Licence and 2nd form of ID to be Provided

RESUBMIT ASSESSMENT:  (Y/N) NUMBER OF SUPPORTING PAGES:

F3-Exit F7-Reprint Cred Ass Rept F9-Dup Mags **F10-Dup Details** **F11-Comments**

