

INSTRUCTIONS FOR ASSET FINANCE BROKER QUOTE REQUESTS

FOR COMMERCIAL BROKER USE ONLY

- To submit a Quote Request for Asset Finance, complete ALL the fields in this form
- If your request is for a motor vehicle and insurance is to be financed, please provide details in the Comments section
- If the request is for a motor vehicle, you must provide specific details of the make, model and any factory fitted options/accessories
- You may submit up to three Quote Requests by completing the separate pages in this form
- Email this Quote Request to your ANZ Broker Relationship Manager and you will receive a response within 24 hours

Note:

For Residuals/Balloons via Edge:

- Not available for Bronze Profile customers
- Not available for Terms > 60 months
- Max 60% of amount financed

For Lease:

- Maximum term is 60 months
- Residual/Balloon as per ATO guidelines

Broker Firm <input type="text"/>	Broker Name <input type="text"/>	Source of Business Number (SOB) <input type="text"/>
Broker Phone ()	Broker Email <input type="text"/>	Broker Fax ()

Preferred Method of Contact <input type="text"/>	Other Details <input type="text"/>
---	---------------------------------------

Customer Name

Goods Category (Please tick ✓)

- | | | | | |
|---|---|--------------------------------------|---|---|
| <input type="checkbox"/> Motor Vehicle - Edge | <input type="checkbox"/> Truck/Trailer/Forklift | <input type="checkbox"/> Earthmoving | <input type="checkbox"/> Agricultural Goods | <input type="checkbox"/> Business Equipment |
| <input type="checkbox"/> Industrial Plant | <input type="checkbox"/> Boat/Caravan/Motor Cycle | <input type="checkbox"/> Other Goods | | |

Please indicate if the goods are New / Used / Demo:

Goods Description (Incl. year of Manufacture, Model, Options/Accessories)

State where the goods will be registered or predominantly used

Amount Financed (inc GST)

\$

Hire Purchase / Lease only (provide GST amount as per invoice)

\$

Term (Please tick ✓)

- | | | | | |
|---|------------------------------------|---|------------------------------------|------------------------------------|
| <input type="checkbox"/> 12 Months | <input type="checkbox"/> 24 Months | <input type="checkbox"/> 36 Months | <input type="checkbox"/> 48 Months | <input type="checkbox"/> 60 Months |
| <input type="checkbox"/> 72 Months - Motor Vehicle only | | <input type="checkbox"/> 84 Months - Motor Vehicle only | | <input type="checkbox"/> Other |

Other Details

Repayment Pattern (Please tick ✓)

- | | | | | | |
|---|----------------------------------|------------------------------------|--------------------------------------|---------------------------------|------------------------------------|
| <input type="checkbox"/> Fortnightly - Consumer Loan Only | <input type="checkbox"/> Monthly | <input type="checkbox"/> Quarterly | <input type="checkbox"/> Half Yearly | <input type="checkbox"/> Annual | <input type="checkbox"/> Irregular |
|---|----------------------------------|------------------------------------|--------------------------------------|---------------------------------|------------------------------------|

Details of Irregular Payment Structure

Repayment Type (Please tick ✓)

- | | |
|----------------------------------|-----------------------------------|
| <input type="checkbox"/> Arrears | <input type="checkbox"/> Advanced |
|----------------------------------|-----------------------------------|

Facility (Please tick ✓)

- | | | | |
|---|--|--------------------------------|--|
| <input type="checkbox"/> Chattel Mortgage | <input type="checkbox"/> Hire Purchase | <input type="checkbox"/> Lease | <input type="checkbox"/> Consumer Loan |
|---|--|--------------------------------|--|

Residual/Balloon (incl GST) for Leases, residuals will be in line with ATO guidelines

\$ or %

Contract Fees (Please tick ✓)

- | | |
|-----------------------------------|---|
| <input type="checkbox"/> Financed | <input type="checkbox"/> Paid on Settlement |
|-----------------------------------|---|

Desired Brokerage/Commission (incl GST)

\$ or %

Origination Fee - Motor Vehicle Only N/A for Leases (maximum \$700 inc GST)

\$

Customer Profile (Please tick ✓) - Motor Vehicle Only Refer to Customer Profiles on page 5

- | | | | | |
|----------------------------------|-----------------------------------|-------------------------------|---------------------------------|---------------------------------|
| <input type="checkbox"/> Diamond | <input type="checkbox"/> Platinum | <input type="checkbox"/> Gold | <input type="checkbox"/> Silver | <input type="checkbox"/> Bronze |
|----------------------------------|-----------------------------------|-------------------------------|---------------------------------|---------------------------------|

Note: Edge Profile Calculator can also be used to assist in determining the customer profile

Writing/Customer rate required:

%

Details of Competition:

Comments

Note: ANZ will provide you with an indicative quote based on the customer profile indicated above. ANZ will determine the final customer profile upon assessment of a full loan application and the rate will be confirmed at this time

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Broker Phone ()	Broker Email <input type="text"/>	Broker Fax ()

Preferred Method of Contact <input type="text"/>	Other Details <input type="text"/>
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Customer Name

Goods Category (Please tick ✓)

- | | | | | |
|---|---|--------------------------------------|---|---|
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State where the goods will be registered or predominantly used

Amount Financed (inc GST)

\$

Hire Purchase / Lease only (provide GST amount as per invoice)

\$

Term (Please tick ✓)

- | | | | | |
|---|------------------------------------|---|------------------------------------|------------------------------------|
| <input type="checkbox"/> 12 Months | <input type="checkbox"/> 24 Months | <input type="checkbox"/> 36 Months | <input type="checkbox"/> 48 Months | <input type="checkbox"/> 60 Months |
| <input type="checkbox"/> 72 Months - Motor Vehicle only | | <input type="checkbox"/> 84 Months - Motor Vehicle only | | <input type="checkbox"/> Other |

Other Details

Repayment Pattern (Please tick ✓)

- | | | | | | |
|---|----------------------------------|------------------------------------|--------------------------------------|---------------------------------|------------------------------------|
| <input type="checkbox"/> Fortnightly - Consumer Loan Only | <input type="checkbox"/> Monthly | <input type="checkbox"/> Quarterly | <input type="checkbox"/> Half Yearly | <input type="checkbox"/> Annual | <input type="checkbox"/> Irregular |
|---|----------------------------------|------------------------------------|--------------------------------------|---------------------------------|------------------------------------|

Details of Irregular Payment Structure

Repayment Type (Please tick ✓)

- | | |
|----------------------------------|-----------------------------------|
| <input type="checkbox"/> Arrears | <input type="checkbox"/> Advanced |
|----------------------------------|-----------------------------------|

Facility (Please tick ✓)

- | | | | |
|---|--|--------------------------------|--|
| <input type="checkbox"/> Chattel Mortgage | <input type="checkbox"/> Hire Purchase | <input type="checkbox"/> Lease | <input type="checkbox"/> Consumer Loan |
|---|--|--------------------------------|--|

Residual/Balloon (incl GST) for Leases, residuals will be in line with ATO guidelines

\$ or %

Contract Fees (Please tick ✓)

- | | |
|-----------------------------------|---|
| <input type="checkbox"/> Financed | <input type="checkbox"/> Paid on Settlement |
|-----------------------------------|---|

Desired Brokerage/Commission (incl GST)

\$ or %

Origination Fee - Motor Vehicle Only N/A for Leases (maximum \$700 inc GST)

\$

Customer Profile (Please tick ✓) - Motor Vehicle Only Refer to Customer Profiles on page 5

- | | | | | |
|----------------------------------|-----------------------------------|-------------------------------|---------------------------------|---------------------------------|
| <input type="checkbox"/> Diamond | <input type="checkbox"/> Platinum | <input type="checkbox"/> Gold | <input type="checkbox"/> Silver | <input type="checkbox"/> Bronze |
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Customer Name
Goods Category (Please tick ✓)

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State where the goods will be registered or predominantly used
Amount Financed (inc GST)
\$ Hire Purchase / Lease only (provide GST amount as per invoice)
\$ **Term (Please tick ✓)**

- | | | | | |
|---|---|------------------------------------|------------------------------------|------------------------------------|
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Other Details
Repayment Pattern (Please tick ✓)

- | | | | | | |
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Details of Irregular Payment Structure
Repayment Type (Please tick ✓)

- | | |
|----------------------------------|-----------------------------------|
| <input type="checkbox"/> Arrears | <input type="checkbox"/> Advanced |
|----------------------------------|-----------------------------------|

Facility (Please tick ✓)

- | | | | |
|---|--|--------------------------------|--|
| <input type="checkbox"/> Chattel Mortgage | <input type="checkbox"/> Hire Purchase | <input type="checkbox"/> Lease | <input type="checkbox"/> Consumer Loan |
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Residual/Balloon (incl GST) for Leases, residuals will be in line with ATO guidelines

\$ or %**Contract Fees (Please tick ✓)**

- | | |
|-----------------------------------|---|
| <input type="checkbox"/> Financed | <input type="checkbox"/> Paid on Settlement |
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Desired Brokerage/Commission (incl GST)

\$ or %

Origination Fee - Motor Vehicle Only N/A for Leases (maximum \$700 inc GST)

\$ **Customer Profile (Please tick ✓) - Motor Vehicle Only Refer to Customer Profiles on page 5**

- | | | | | |
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CUSTOMER PROFILES - TYPICAL CHARACTERISTICS FOR CONSUMER AND COMMERCIAL CUSTOMERS

Note: Typical characteristics are only provided as an indication of the likely customer profile based on the actual individual (or owner/director of a company) purchasing the vehicle.

ANZ will determine the final customer profile upon assessment of a full loan application.

Diamond

- A very extensive, excellent borrowing history
- Generally home owners (property unencumbered)
- Highly stable in residence and employment
- High income and often professionally employed
- Strong asset portfolio – total assets much greater than liabilities

Platinum

- A very good borrowing history
- A mortgagee with sizeable equity in own home
- Very good stability in residence and employment
- Higher than average income – often middle management or a stable and profitable tradesman
- Assets are significantly greater than their liabilities

Gold

- Sound overall credit history
- A renter or mortgagee
- Sound stability in residence and/or employment
- Reasonable income – general employee or skilled worker
- Assets are clearly greater than liabilities

Silver

- Shorter credit history, may have one credit issue
- Generally a renter or boarder
- Moderate stability in residence and/or employment
- Average income – which still clearly demonstrates an ability to service
- Minimal assets

Bronze

- Minimal or no credit history, typically has some adverse on their credit file
- A renter or boarder
- Low stability in residence and employment
- Low income – perhaps reliant on a pension or spouse
- Typically has no assets