

ANZ Financial Planners package

Application Process And Required Information

The ANZ Financial Planners Package can support growth goals and objectives of the Practice and its Principals

- ✓ Acquire other financial planning practices or fee books
- ✓ Purchase capital assets for growth of the practice
- ✓ Refinance principal's debt originally drawn to purchase practice equity
- ✓ Plan for the succession of principals
- ✓ Grow the practice without the need to use property assets as security

Up to 60% of the value of the practice or the value of a Principal's equity using the practice and/or Principal's equity as security.*

- ✓ For use by partnerships, incorporated entities, trusts or individuals
- ✓ Value of the practice or principal equity is determined by using a multiple of the practice's profitability
- ✓ Minimum fee income of \$300,000 per principal on average is required
- ✓ Interest only periods available; principal and interest repayment terms up to 7 years
- ✓ Tripartite agreement (with the dealer group), external due diligence and valuation requirements may apply
- ✓ Practices >12 months old, principals must have minimum 5 years financial planning experience
- ✓ Your ANZ Relationship Manager is a Financial Planning banking specialist

*All applications are subject to ANZ's normal credit approval and lending criteria. Australia and New Zealand Banking Group Limited (ANZ) ABN 11 005 357 522. This fact sheet contains general information about ANZ Financial Planners. It does not form part of the terms and conditions, which are available on application. Fees and charges apply. This material does not take into account your personal needs and financial circumstances and you should consider whether it is appropriate for you. ANZ recommends you read the Product Disclosure Statement, which is available by calling 13 13 14 or visiting www.anz.com before deciding to acquire or hold the product. All applications for Esanda asset financing are subject to Esanda's normal credit approval criteria. Esanda Finance Corporation Limited ABN 64 004 346 043 Member ANZ group of companies. ANZ's colour blue is a trade mark of ANZ. Item No. 58124 07.2007 W118894



ANZ Financial Planners package

Application Process And Required Information

Initial meeting with an ANZ Relationship Manager that specialises in banking for financial planners, to help us understand your business goals

Your Relationship Manager will review your needs and undertake an initial assessment based on the documents and financial information provided by the practice as listed below

Your specialist Relationship Manager will let you know if we require additional information to support your application

ANZ will assess your application. This normally takes around 5-10 working days. Your ANZ Relationship Manager will contact you during this period if we need further information

An external valuer may be engaged, depending on the transaction.

ANZ will contact you to let you know the outcome of your application. If approved, approval may be subject to satisfaction of certain conditions such as additional information or contractual agreements

Letter of Offer detailing the terms and conditions of your finance is issued

Upon receipt of signed Letter of Offer, ANZ will prepare security documents for you to sign

Return signed security documents plus any additional required documentation subsequent to your credit approval to your ANZ Relationship Manager

The valuer may require additional information about your business and may wish to visit the site to perform a valuation

Once all of your documentation has been received by ANZ and all lending conditions have been met, your loan(s) can be made available for settlement

Financial Information

- Last 3 year's accountant prepared financial statements of borrower(s) and guarantor(s)
- Management accounts for the year to date period
- Cashflow forecasts for 1-2 years showing future expected loan repayments
- Last 12 months bank statements for all trading accounts
- Signed personal statement of financial position for each guarantor/director
- Last two years personal taxation returns or group certificates for each Principal/Director/Partner
- The latest ATO Running Statement of the main trading entity

Documents (where applicable)

- Member Firm Agreement/Branch Agreement/Service Agreement
- Authorised Representative Agreements
- Advisor Deeds
- Organisational chart showing full group structure (provide 'before' and 'after' structures for acquisitions and company structures)
- Trust Deeds
- Copy of the most recent commission statements, confirming practice recurring income
- Copy of certificate of incorporation and registration for any business name
- Copies of certificates of currency evidencing Death, Disability & Income Protection insurance (i.e. Keyman) and Professional Indemnity insurance