

ANZ working with Financial Planners

ANZ Business Banking

ANZ Financial Planners' Package.

At ANZ we recognise the unique business needs faced by owners of a financial planning practice. As a result we have developed a specific range of benefits to support your business and personal goals.

The ANZ Financial Planners' Package Offers Financial Solutions To:

- › Acquire other financial planning practices or fee books
- › Purchase capital assets for growth of the practice
- › Refinance existing Principal's debt for the purpose of purchasing practice equity
- › Plan for the succession of Principals
- › Grow your practice without the need to use property assets as security

Practice Finance Solutions	<ul style="list-style-type: none">› Practice loans up to 60%* of the value of the practice, secured against the practice› Available to independent AFS License holders and Authorised Representatives of AFS license holders› Interest only periods available; principal & interest repayment terms up to seven years› Minimum fee income of \$300,000 per principal on average is required› Tripartite Agreement required for Authorised Representative of AFS License Holder						
Principal Finance Solutions	<ul style="list-style-type: none">› Principal loan up to 60%* of the value of the principal's capital interest, secured against the equity› Available to individual principals or all practice principals› Interest only periods available; principal & interest repayment terms up to seven years						
Benefits to the Principal and the Practice	<ul style="list-style-type: none">› An easy way to fund growth in your business› A competitive edge to attract new or existing staff who may be principals of the future› Wealth creation can be maximised by leveraging the practice instead of personal assets						
Tailored Solutions	<table><tbody><tr><td><i>Esanda Asset Finance</i></td><td>A preferred and competitive interest rate for motor vehicles, office equipment and fit-outs</td></tr><tr><td><i>ANZ Professionals Mortgage</i></td><td>Up to 0.70% off the standard variable rate for some ANZ home loan products</td></tr><tr><td><i>ANZ Tailored Business Facility</i></td><td>A borrowing facility for businesses which allows greater flexibility and simplicity in repayments and interest risk management</td></tr></tbody></table>	<i>Esanda Asset Finance</i>	A preferred and competitive interest rate for motor vehicles, office equipment and fit-outs	<i>ANZ Professionals Mortgage</i>	Up to 0.70% off the standard variable rate for some ANZ home loan products	<i>ANZ Tailored Business Facility</i>	A borrowing facility for businesses which allows greater flexibility and simplicity in repayments and interest risk management
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It's Easy to Get More Details.

If you'd like to find out more about ANZ's Financial Planners' Package, please contact your local ANZ Business Banking Relationship Manager, or visit www.anz.com/financialplanners.

*All applications are subject to ANZ's normal credit approval conditions.

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