Product Matrix

SECURED LENDING

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The Short-Term Financier You Have Been Waiting For

If you have ever needed short-term finance for a client, you will have no doubt experienced one of the following:

- Lenders who issue term sheets with no intention of funding and then chase clients for their fees.
- Last minute changes to the funding, grabs for extra security and blame games on the 'valuation'.
- Lenders who say they are fast, but are only fast at issuing a letter of offer and not actually funding the loan.
- Lenders who won't deal with you when you want to repay the loan or are unreasonable once the loan has commenced.

At Secured Lending We Are Different

We understand the importance of the relationship between the broker and their client. We have our own internal valuation team, our own funds **and regularly fund loans within 24 hours.**

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Our Difference

Have our own funds available to lend and not be reliant on obtaining funds once a Letter of Offer is signed which is the traditional model adopted by many lenders in this space.

We lend our own funds and don't provide a Letter of Offer unless we have the money in the bank.

Have an internal team with deep property and finance expertise such that both borrowers and brokers recognize us as experts in our field.

In order to do this, our in-house team includes direct personal expertise across property developments and finance experience gained in Top Four Accounting Firms, Global Banks, Private Equity and Listed Hedge Funds. We don't obtain external valuations, rather we complete our own assessments.

Have the capacity to execute and fund in 24 hours.

We regularly fund within 24 hours and are able to do so because we have our own balance sheet and leverage our own internal expertise.

Do what we say we are going to do.

A Letter of Offer from us is a recognition that we have the funds and are going to fund the deal if the key conditions are met. The loan documents you will receive will reflect the Letter of Offer and there will not be any last-minute changes by us.

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Our Process

1

Assessment Stage

We need certain information to assess a deal. Once we have what we require and are happy we can proceed.

2

Final Due Diligence

Once we get the executed Letter of Offer and confirmation that you have paid the application fee, we will attend to the following:

- Arrange an onsite inspection;
- Transfer funds into our solicitor's trust account;
- Liaise with the first mortgagee to confirm outstanding balance and cross collateralisation;

3

Terms/Letter of Offer

We will issue you indicative terms for your client's consideration. If these are acceptable, we will issue a Letter of Offer to list all theterms, costs and structure of your loan, along with a short list of documents that may be required to settle the loan.

We recommend that you review the Letter of Offer to ensure that you are satisfied with the terms and conditions. If you are happy to proceed, sign and return the Letter of Offer so we can process your loan.Instruct our solicitors to prepare the necessary loan and security documents.

4

You Are Nearly There

Our solicitors will issue the loan, security and ancillary documentation to finalise the loan. We require that you obtain legal advice to ensure all documents are in order and suitable for your financial situation.Instruct our solicitors to prepare the necessary loan and security documents.

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Secured Lending Products

Key terms	Discounted First Mortgage Facility < 3 Months
Loan Amount	From $250,000 to $45 million
Interest Payments	Paid monthly in advance or prepaid (for the whole term or part of the term)
Term	Up to 3 months, with the option to rollover for a further 3 months (at the lenders discretion)
Interest Rates	From 9.95% per annum
Loan Management Fee (per month)	0.188%
Establishment Fee	1.50%
Security	First registered mortgage
Security Location	Metro and eastern seaboard
Maximum LVR	65% or less

IMPORTANT - All of the Secured Lending product terms mentioned in this document are dependent on the scenario (risk, presales, level of drawdowns, location, etc.) and are a general guide. Each scenario is assessed on a case-by-case basis.

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Secured Lending Products

CONTINUED

Key terms	First Mortgage Facility	Second Mortgage Facility
Loan Amount	From $250,000 to $45 million	
Interest Payments	Paid monthly in advance or prepaid (for the whole term or part of the term)	
Term	4 to 24 months	
Interest Rates	From 9.95% per annum	From 15.00% per annum
Loan Management Fee (per month)	0.188%	0.188%
Establishment Fee	1.75%	2.20%
Line Fee	N/A	N/A
Security	First registered mortgage	Caveat followed by a second registered mortgage
Security Location	Metro and eastern seaboard	
Maximum LVR	65% or less	75% or less

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Secured Lending Products

CONTINUED

For All Our Loans

Amount – from $250,000

Sweet spot – $1,000,000 to $5,000,000

Security Location – Eastern seaboard / Metro locations only

Term – 1 to 24 months

Brokerage – Generally 2.2% (unless mandated)

Extension / Rollover – We can consider extensions to the Facility, however, it will be dependent on the circumstances and the conduct of the borrower.

NOTE - Our financial products are NOT offered to consumers who seek to use the funds for personal, domestic or household purposes pursuant to the National Consumer Credit Code and/or National Consumer Credit Protection Act. If the loan is intended to be used for such purposes, you should not apply for these loans.

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Typical Information Required

Typical information required to assess a deal

- What are the reasons for funds?
- How long they need the loan for?
- How much do they need?
- Rate Expectations
- Exit Strategy
- Proposed Security an is it owner-occupied

Typical documents required

- Asset & Liability Position
- Drivers License
- Application form
- Trust Deed (if required)
- Contracts for Sale (if funds are for purchase or the property has been sold)
- Confirmation deposits are being held in trust account (if property has been sold).

Part completed developments/ Construction facility

Part-completed developments are complex in nature and require additional information. The below list is not exhaustive, however, it will give us enough guidance to assess the scenario:

- Copy of the Permit Approval / DA Consent
- Copy of the Stamped and Approved Plans
- Copy of the Feasibility Study
- Summary of the works completed to date
- Breakdown of costs and time to complete the project from the builder
- Latest QS Report
- Last inspection report from the private/council certifier
- Summary of the presales achieved to date, detailing the following information:
    1. deposit amount
    2. held in-trust
    3. purchaser name
    4. date of exchange
    5. sunset date
    6. any special conditions Refinance current senior loan
    7. provider and provide furtherΩΩfunding to allow an equity release while allowing for the sell down

Our Funds In 24 Hours

There are times for many Australian businesses where short-term finance may be required, including, but not be limited to:

- Cash flow difficulties and/or timing,
- Business growth and opportunities, and
- Outstanding tax payments or work-related expenses.

Our short-term loans are designed to provide relief in circumstances similar to the above where funding is not immediately available from traditional sources of finance, such as banks and other institutions.

We pride ourselves on our ability to assess your financial needs in a timely manner and are able to fund your loan within 24 hours.

Our short-term loans are typically 1 to 24 months in duration and are required to be secured against property.

Our Funds In 24 Hours

CONTINUED

Why Us? Some Examples Of Deals We Have Funded Included:

Developers And Investors Who Are Seeking To:

- Obtain bridging finance
- Introduce subordinated capital structures for redeployment of funds
- Release equity or future profits in-advance
- Have funding injected into part-completed projects

Trading Businesses which require:

- Cash flow injections to manage timing mismatches
- Placement of external capital into their balance sheet to support an acquisition
- Funds for business growth opportunities such as equipment purchases
- Cash to tide over a funding gap in working capital cycle
- Cash to meet outstanding tax or work-related expenses

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Recent Scenarios

Development Finance

Demolition of existing structures and construction of 32 room boarding house.

Provide a capitalised bridging facility to fund on-site works while delayed capital was being transferred on-shore, which covered cost to complete and bullet repayment of loan facility.

Term	3 months + 3 month rollover
Amount	$3.5 million
Location	Inner Sydney NSW
LVR	70%
Security	Registered first mortgage
Exit Strategy	Refinance to construction finance

Completed Land Subdivision

Refinance current senior loan provider and provide further funding to allow an equity release while allowing for the sell down of residual lots. necessary loan and security documents.

Term	8 months
Amount	$15.2 million
Location	North-West Sydney NSW
LVR	75%
Security	Registered first mortgage
Exit Strategy	Sale of asset

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Recent Scenarios

CONTINUED

Winding Up Application Dismissed

The Accountant approached a number of lenders, however, they were experiencing significant delays due to valuation timeframes, condition precedents and upfront costs to proceed to settlement. Within 24 hours, we funded the client and the winding up application was dismissed.

Term	6 months
Amount	$250,000
Location	Western Sydney NSW
LVR	60%
Security	First Registered Mortgage over Residential Property
Exit Strategy	Refinance

1st Mortgage

The Client required funds to settle on a property as the banks could not arrange funds prior to settlement of the property.

Term	8 months
Amount	$7 million
Location	Melbourne CBD, VIC
LVR	75%
Security	Registered first mortgage
Exit Strategy	Refinance to major bank

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Recent Scenarios

CONTINUED

Bridging Finance

The Client required working capital to expand his business operations in Brisbane and had already acquired funds from elsewhere for the expansion. However, the borrower required more funds to purchase all the necessary stock and machinery.

Term	2 months
Amount	$5 million
Location	Brisbane, QLD
LVR	60%
Security	Registered second mortgage
Exit Strategy	Sale of property (bridging finance)

Construction

The client required financing for the construction of 40 luxury units in Sydney's Lower North Shore. The Borrower had a pre-existing approval with another lender, however, they were delaying the process with onerous requirements such as presales.

Term	24 months
Amount	$20 million
Location	Lower North Shore, Sydney NSW
Interest Rate	8% per annum on drawn balance
Interest Payments	Prepaid for the first 18 months, with the remaining term being paid monthly in advance
LVR	60% on the GRV
Security	First registered mortgage
Exit Strategy	No presales - residential units

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Recent Scenarios

CONTINUED

Part-Complete Construction

The borrower required additional funds to complete the construction on 20 luxury townhouses in Melbourne. The senior Lender wasn't comfortable advancing further funds even though the site was 75% complete. We provided the additional capital necessary to complete the development and allow for settlement to occur on the presales.

Term	9 months
Amount	$3.75 million
Location	Melbourne CBD, VIC
Interest Rate	8% per annum on drawn balance
Interest Payments	Prepaid for the entire term
LVR	69% on the GRV
Security	Registered first mortgage
Exit Strategy	13 presales - residential units

Secured LENDING

Our Executive Team

Mark Hutchins

Mark is the Managing Director of Secured Lending and is responsible for the group's strategies, operations and growth of the loan portfolio.

Mark has been with Secured Lending since inception and has managed, originated, approved and overseen the underwriting of $500M+ loans. Mark has extensive lending experience and is skilled in structuring and underwriting. Mark's previous experience includes 10 years as a registered liquidator and Partner of an insolvency firm, 4 years working at a publicly listed US hedge fund, specialising in leveraged and structured finance. Prior to working for a hedge fund, Mark was employed by a major bank in their large and complex workout area.

Daniel Juratowitch

Daniel brings a wealth of distressed asset experience having been a registered liquidator and trustee in bankruptcy for over 20 years. Daniel is also a Chartered Accountant and CEO of Cor Cordis, a leading insolvency firm in Australia. Daniel brings firsthand experience with enforcement for lenders and understands intricately the relationship between market value and the value an asset is worth under distressed situations.

Gino Tabila

Gino has over 15 years' experience in corporate accountancy, financing and turnaround work. Gino has been working in alternative lending for the past 5 years with considerable experience in finding short term finance solutions for clients, with a depth of knowledge as to the speed and requirements of the same.

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