

## **Media Release**

### **At last! ABFX Funding for Local and Regional Business**

It can be tough for businesses to get funding in the present economic climate particularly with the 'big 4 banks' now in control of the funding market place. Further, why is it that business people and businesses always seem to work so much harder to obtain finance than have to pay premium interest rates when they are the cornerstone of the nation – a good question you may ask?

Similarly, for those seeking property development or construction finance the hurdles required to be overcome can be onerous and hence many development projects are just not getting a start.

Where does a suburban or regional business turn to for debtor funding or commercial leasing if they cannot get it readily from their bank? For suburban businesses access to funders and funding solutions can be a far greater problem than their CBD counterparts because access to all the different funders, specialist brokers and 'who does what' is often an unknown. Many non-CBD borrowers just don't know where to turn to find out all options and who the best people are to facilitate their funding.

Well, all that has recently changed with the launch of the Australian Business Financial Exchange, now better known as ABFX, a national clearing house for funding transactions and a national register of funders. 'We really want to champion funding for Local and regional business said Timothy Wright, Chairman and CEO of the ABFX. 'Having lived and worked in regional areas for 20 years I know how hard it can be to canvas all financing options' said Wright. 'We intend to be the leaders in local and regional business finance Australia-wide' he said.

So what is the ABFX 'point of difference' and why is set to work so successfully. Damien MacGinley, ABFX Director of Operations, outlined the ABFX formula and that 'point of difference'. 'Firstly' he said 'a key is having a finance specialist handle your transaction'. If you are buying a motel and need to put together the finance for it you don't want a party who has never done motel finance or a banker who is inexperienced at motel finance working up our application. That can be a recipe for grief. What ABFX has done is to appoint specialists all over Australia who are experts in their particular field – be that business finance, commercial finance, leasing, construction, debtor finance and much more'.

MacGinley went on to say that they have also assembled one of the largest funding databases in Australia today of all different types of funders and they are continually updating that database. This includes bank and non-bank funders, private funders, solicitors' funds, equity funders, second mortgage funders, venture capital funders and leasing funders. They are about to commence a comprehensive 'rural funding' database as well.

With this in place the recipe is set for the ABFX clearing house to work – and it is simple. A borrower lodges their application over the ABFX web site and ABFX undertakes a preliminary analysis of the application and advises the borrower on key issues and any further information required.

ABFX then appoints an accredited specialist to package and submit the transaction to targeted funders and works ensure the best funder for the transaction is sourced. ABFX monitors the transaction in conjunction with the borrower right the way through the settlement.

A simple but effective formula it seems. Access to specialists. Access to lenders. Professional facilitation.