

Deal of the Month.

Property purchase – Speed

judobank



Customer profile

- Transport and logistics client
- Well-known business, been around for 20 years with an established client base
- \$10m turnover with many contracts underpinning their income



What they needed

- The client purchased vacant land next to their existing factory with a goal of storing their trucks and trailers to save on leasing costs and logistics timeframes.
- The purchase price of the land of the land was \$4m.



What happened

- Judo refinanced the existing owner/occupier commercial property and financed the vacant land with an overall LVR of 80%.
- Clients decided to leave their owner-occupied residential property, which had significant equity, out of the transaction.
- Judo became the primary funder with a 1st ranking GSA over the trading entities and personal guarantees from directors.



The Judo difference

- Judo delivered a credit endorsed indicative term sheet within 1 week of receiving the info pack from the broker
- We also delivered a 6 week settlement including valuation, formal approval and documentation to achieve this timeframe for the client.
- Judo proactively established a \$1m revolving Asset Finance Limit Facility to support ongoing capex requirement for their transport fleet.
- While financiers were LVR driven, Judo focused on the 4 C's of credit to get the desired outcome for the client.

**We back our broker partners to make
business easier.**

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