



MEDIA RELEASE

Judo turning tables in favour of Australian SMEs Signs \$100m Goldman Sachs debt facility

April 2, 2019

Judo Capital announced today it has signed a \$100 million debt facility agreement with Goldman Sachs.

Co-founder and Co-CEO of Judo, David Hornery, said the Goldman Sachs facility would provide further depth to Judo's funding proposition for Australian businesses, including small and medium sized enterprises.

"Since Judo Capital launched a year ago, demand for our relationship-focused SME lending has rocketed because we take the time to fully understand the businesses we lend to," Mr. Hornery said.

"This \$100m debt facility with Goldman Sachs will allow Judo to continue to broaden our range of lending services, further accelerate our growth, and reach more small and medium sized businesses with our services nationwide.

"Successfully negotiating a transaction of this size and significance required a highly collaborative and commercial approach. We have been consistently delighted with the quality of the engagement with the Goldman Sachs team, and look forward to continuing to build that relationship into the future.

"This arrangement with Goldman Sachs further underpins Judo's capacity to offer a real alternative – an alternative that is improving lending by making judgement-based decisions and guaranteeing to do it quicker."

Today's announcement follows a recent agreement signed by Judo with global financial services firm Credit Suisse for a \$350 million debt facility, which was recognised by Techboard as the largest start-up funding event of 2018.

In August 2018, Judo announced that it had raised \$140 million of equity – the second largest pre-revenue fundraising round in Australian corporate history. Initial investors include Ironbridge Capital, Canadian pension fund manager OPTrust, Myer Family Investments, the Abu Dhabi Capital Group, and Credit Suisse Asset Management.

ABOUT JUDO

Judo Capital is challenging the one-size-fits-all approach to transform SME lending in Australia. Built from the ground up by a group of deeply experienced and highly credentialed banking professionals, Judo has been modelled on the successful challenger banks in the UK and US. Judo formally launched in March 2018 to provide a genuine alternative for small and medium-sized businesses to access the funding they need and deserve. Headquartered in Melbourne, with offices in Sydney and Brisbane, Judo has a team of close to 80 with plans to grow further in the coming months. Judo has lodged with APRA (Australia's banking regulator) its formal application for a full banking license, expected in April 2019. For more information on Judo, please visit www.judocapital.com.au.

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