



MEDIA RELEASE

Choice Aggregation Services welcomes Judo Bank to lending panel

July 8, 2021

Australia's first challenger bank for small and medium-sized businesses (SMEs), Judo Bank, has joined the lender panel of Choice Aggregation Services, expanding its reach to nearly 75 per cent of the broker market.

Judo Bank's Managing Director Third Party, George Obeid, said that the strategic partnership with Choice Aggregation Services would expand Judo's reach into the commercial and asset finance broker community and help support Judo's rapid growth in the market.

"Since the start of COVID, Judo has more than doubled the size of its loan book at a time when lending to SMEs by the banking sector has contracted," Mr. Obeid said.

"Partnering with Choice, one of Australia's largest and most respected finance broking operations, will help extend Judo's reach even further and support our continued growth in the market."

Founded in 1997, Choice Aggregation Services has grown to become one of Australia's largest and most respected finance broking operations, with over 1,400 members, settlements of over \$20b per annum, and a loan book exceeding \$80 billion.

Stephen Moore, CEO of Choice Aggregation Services, said the aggregator was continually looking for opportunities that broadened its offerings to brokers and their customers.

"The SME segment continues to be a key growth area for Choice brokers," Mr. Moore said.

"Judo has established itself as a genuine alternative bank who truly understands the different needs of SME clients.

"It's great to add Judo to our panel and I look forward to our brokers offering their SME clients more solutions through them as Australia navigates its way out of COVID-19."

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MEDIA ENQUIRIES:

William Roberts (Cannings): 0431 318 893 / wroberts@canningscomms.com.au