

# Deal of the Month.

Property purchase – Judgement

judobank



## Customer profile

- Specialist supermarket with cafe attached
- Experienced owners with impressive corporate management background and credentials
- Approached Judo 12 months ago for funding requirements, however chose to proceed with another funder due to pricing



## What they needed

- Seeking \$3.2m to assist with property purchase as well as refinance of existing business facilities.



## What happened

- Other funders were only able to offer \$1m pre-approval for property purchase as opposed to \$1.8m requested.
- Other funders would only use historical financials for servicing which limited funding capacity.



## The Judo difference

- Judo took the time to understand the client, backing the business with \$3.2m funding based on:
  - A strong character assessment from the outset, which provided comfort around the sponsor's capability
  - The expertise to apply a forward-looking position on business

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

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