



Westpac Industry Sector Matrix.

Current as at March 2010

For Brokers accredited by Westpac only. For further information refer to your Partnership Manager. These features may not apply to existing loans.

| BUSINESS | PURPOSE | MAXIMUM LOAN AMOUNT | MAXIMUM LOAN TERM | SECURITY |
|--|--|---|--|---|
| Accounting Firms/ Partners | Purchase of accounting practice, establishment of new practice, working capital, items of a capital expense nature, superannuation contributions. | Business Lending: up to 60% of gross accounting fee income (plus up to 2.5x renewal income from financial planning arm in terms of insurance & financial planning policy). Consumer Lending: up to 90% of market value of partner's primary residence. | Business Lending: 10 years Consumer Lending: 30 years | Partnership/Firm: A floating charge (including charge over debtors and a Deed of Accession). Company: Fixed & Floating Charge, Directors' Guarantees. Consumer Lending: Mortgage over residence. |
| Aged Care Non-Construction/ Construction* | Fund acquisitions of existing accredited freehold facilities. Fund reinvestment in order to meet accreditation requirements. Fund major renovations/ extensions to existing facilities or fund Greenfield construction of Aged Care facilities | 60+ Beds: up to 65% ^ ^ of going concern valuation by a bank instructed valuer. Facilities <60 beds may be considered where part of group. Construction: Lesser of 75% development cost or up to 65% of pre-trading going concern value and 70% of "net amount" of uncollected accommodation bonds. | Non Construction: 10 years Construction: 3 years | Non Construction: Fixed & Floating Charge (over all assets including rights and licences), Directors' Guarantees. Construction: Fixed & Floating Charge (over all assets). Tripartite Agreement between the Bank, client & builder, Directors' Guarantees. |
| Agriculture (separate policy applies for fisheries) | General agricultural activities. Specific variations to core policy includes Beef, Dairy, Grain, Sugar, Livestock leasing, Wine and Wheat Harvest Finance. | Rural Freehold Premises: up to 70% ^ Productive Dairy Cows: up to 50%^ Weaned Sheep: up to 30%^ Plant & Machinery: up to 25% ^ ^ of market valuation. | 15 years | Partnership/Firm: Registered mortgage over the whole farm, including home block. Bill of sale (or equivalent) over business assets. Company: Fixed & Floating Charge, Directors' Guarantees. |
| Child Care | Purchase of existing Child Care Centre, purchase of additional Child Care Centre, converting commercial or residential premises to a Child Care Centre or Child Care Centre being built by applicant (Greenfield), superannuation contributions. | Freehold Premises: Purpose Built or Commercial Converted: up to 70%^ Greenfield: up to 60%^ Converted Residential: up to 80%^ Leasehold Premises: up to 50%^ Existing/Greenfield: up to 35%^ ^ of a going concern valuation by a bank instructed Valuer. | Freehold: – Purpose Built: 10 years – Converted Residential: 15 years Leasehold: 10 years | Partnership/Firm: Mortgage over Freehold premises or Mortgage over Leasehold premises, charge over business assets. Company: Mortgage over Freehold premises or Mortgage over Leasehold premises, Fixed & Floating Charge, Directors' Guarantees. |
| Drinking Hotels* | For acquisition of or improvements to drinking hotels. | Freehold (with gaming): up to 65% ^ Freehold (without gaming): up to 50%^ Leasehold (with gaming): up to 50% ^ ^ of going concern valuation by a bank instructed Valuer. | Freehold: 5 years Leasehold: 5 years | Registered mortgage over hotel property (or lease, if leasehold). Registered Fixed and Floating Charge or Bill of Sale over the business assets of the hotel. Directors' guarantees. A specific charge/security over the hotels' liquor licence and, where appropriate for state legislation, related licences for gaming or off-licence packaged liquor operations (not applicable in WA and SA). A Deed of consent between lessor/lessee and Westpac if the hotels operating under the leasehold arrangement. |
| Financial Planning | To purchase an existing portfolio (can include buying out an outgoing director), working capital up to \$50,000, refit of premises or refinancing of existing borrowings, superannuation contributions. | Dealer Members: Lesser of 70% of purchase price of practice being acquired or 2.5x annual renewal income. Independent Advisors: Lesser of 50% of purchase price of practice being acquired or 1.75x annual renewal income. | 10 years (15 year term may be considered) | Fixed and Floating Charge/Bill of Sale over all the assets of the dealer member including renewal income, directors guarantees and other tangible security where required. |
| Franchises (Over 60 Accredited Franchise Systems) | Purchase of existing/new franchise outlets, stock and equipment, working capital, equipment and refurbishment. | Assessed on Sector Value Ratios applicable for individual accredited franchise systems. Maximum expenditure under this policy is \$5m. | Lesser of 10 years, or residual term of franchise agreement | Directors' Guarantee from company borrowers, Fixed and Floating Charge or a Bill of Sale. Right of entry and other tangible security as necessary. |
| Independent Schools | Non-government schools carrying government accreditation. More than 400 students and established more than 5 years. | Lesser of 50% continuing use value or 65% alternative use value by a bank instructed Valuer. | 20 years | Mortgage over the school's real estate property and Fixed and Floating Charge over the school's operation. |

| BUSINESS | PURPOSE | MAXIMUM LOAN AMOUNT | MAXIMUM LOAN TERM | SECURITY |
|----------------------------------|--|--|---|--|
| Independent Supermarkets | This policy is limited to IGA and Foodworks groups. Finance is available to cover refurbishment of existing store and/or purchase of existing store and superannuation contributions. | Purchase: Up to 50% of purchase price. Refurbishment: Up to 50% of key balance sheet items + 80% EBIT | Purchase: 15 years Refurbishment: 5 years Leasehold: Lesser of remaining lease term or 10 years | Fixed and Floating Charge and Directors' Guarantee (company borrowers), Bill of Sale for Sole Traders/Partnerships. First mortgage over any real property. Mortgage over lease or right of entry for 3rd party landlords. Other tangible security where required. |
| Legal Practitioners/ Partners | Purchase of practice or share in a practice, working capital, items of a capital expense nature and superannuation contributions. | Business Lending: Up to 60% of gross fee income. Consumer Lending: Up to 90% of market value of partner's primary residence. | Term Facilities: Business: 10 years Consumer: 30 years | Partnership/Firm: A floating charge (including charge over debtors and a Deed of Accession). Company: Fixed and Floating Charge and Directors' Guarantees. |
| Leveraged and management buyouts | Purchase for the acquisition, buyout or expansion of existing businesses. | Position against Balance Sheet/Cash Flow. | Stable Cash Flow: 6 years Acceptable Cash Flow: 5 years | Fully interlocking security over assets and undertakings of the borrowing group. |
| Management Rights | Acquisition of Management rights businesses in well located properties, predominantly in tourist locations. Includes purchase of the business and the Manager's unit (as a freehold). | Primary Locations: Business: Up to 65% of purchase price. Manager's Unit: Up to 80% of purchase price. Secondary Locations: Business: Up to 50% of purchase price. Manager's Unit: Up to 80% of purchase price. | Business: 15 years Manager's unit: 25 years | Partnership/Firm: Bill of Mortgage over manager's unit. Bill of Sale over caretaking and letting agreements and chattels of the business. Company: Bill of Mortgage over manager's unit. Fixed & Floating Charge (including caretaking & letting agreements), Directors' Guarantees. Acknowledgement of Westpac's notice required from the Body Corporate. Partner capital contribution loans: Letter of Comfort from the partners firm to cover the full debt, life insurance policy in favour of Westpac for the amount of the Loan. |
| Medical, Dental and Veterinary* | Working capital, goodwill, practice refit and equipment, motor vehicle leasing, purchase practice premises, superannuation contributions, residential premises (owner occupied and investment). | Business Lending: Up to 100% of market value Consumer Lending: Up to 90% of market value of primary residence. Up to \$2m. | Purpose Built: 15 years Converted residential: 25 years Business Assets: 10 years Consumer: 30 years | Partnership/Firm: Mortgage over freehold or leasehold. Charge over business assets. Company: Fixed & Floating Charge, Directors' Guarantees. Copy of term life and income protection policy and copy of Medicare Provider Approval/Registration with Australian Dental Association or Veterinary Surgeons Board. |
| Pharmacies | Acquiring a pharmacy, refinancing an existing wholesaler guaranteed loan, business expansion including purchase of freehold. Improvements and shop refits, superannuation contributions (non-wholesaler loans only unless otherwise approved by the wholesaler). | Building Assets Existing: Up to 75% of going concern valuation by bank instructed Valuer. Greenfield: Up to 60% of purchase price or forecast going concern valuation by instructed Valuer. | 10 years | Wholesaler guaranteed: Master Guarantee from wholesaler. Non Wholesaler guaranteed loans: - Firm/Partnership: Mortgage over freehold or leasehold, Bill of Sale (or equivalent) over business assets, - Company: Fixed & Floating Charge, Directors' Guarantees. Term insurance to a minimum 50% of borrowing. |
| Retirement Villages* | Purchase and construction of new freehold sites, purchase of existing mature Retirement Villages, freehold/ leasehold improvements or repurchase of a unit. | Going concern: Up to 50% of market value Development: Lesser of 75% of development cost or 65% on completion market value. Re-purchased: Up to 75% of purchase price. | Going Concern: 15 years Development: 3 years Re-purchased unit: 12 months | Mortgage over Retirement Village property, Fixed & Floating Charge (including developers/owner's rights and undertakings), Directors' Guarantees. |
| Registered Clubs | Finance for Licensed Recreational Clubs. Profitable, well-managed, medium to large clubs with a strong competitive advantage in their local market. | Position against Balance Sheet/Cash Flow. | Term: 5 years | Registered Mortgage over freehold/leasehold premises. Fixed and Floating Charge. A specific charge/security over the clubs liquor licence and, where appropriate for state legislation, related licences for gaming or off-licence packaged liquor operations (not applicable in WA). A Deed of consent between lessor/lessee and Westpac if the club is operating under the leasehold arrangement. |
| Rent Rolls | Specifically to assist in the purchase of Rent Rolls (larger businesses with at least 300 properties under management). | 60% of Rent Roll purchase price or independent valuation (whichever is the lower). Maximum \$5m. | 5 years - P&I 3 years - 1/O ^ ^Only available where LVR is <50%. | Incorporated: Fixed and Floating Charge plus Directors Debt and Interest G/tees. Unincorporated: Bill of sale. Note: Security over the rent roll must not be the primary security. Freehold security be the principals/directors is also to be held in all instances. |
| Self Managed Super Funds (SMSF) | Allows SMSF to borrow to purchase residential or non specialised commercial investment property. | Residential: 80%. Commercial non specialised: 65% Rural non specialised: 50% | Purchase: 25 years Commercial: 15 years Rural: 15 years | - Limited recourse Mortgage by Property trustee over purchase property. - Charge by super trustee. - Guarantee from the member(s) of the superannuation fund (guarantee is modified to ensure guarantor(s) do not have the recourse to the super trustee in the event of default/payment under the guarantee). - Certificate required in regards to Financial advice. |
| Superannuation | Available to finance contributions to a complying superannuation fund where individual or business principal is aged 50 years+. | Non-specialised commercial property: 70% current market value. Maximum: \$5m. | Term: 10 years | Registered mortgage over non-specialised commercial property. |

*Access to this policy is restricted to accredited Industry Lending Specialists.

Speak to your Westpac Partnership Manager for more details.

Please note that these sector policies are guidelines only and not hard and fast rules. They should be used to screen proposals and identify opportunities for further discussion with a Partnership Manager.

This information is current as at March 2010 and is subject to change. Please confirm accuracy of this information with your Partnership Manager.

Any application for credit is subject to the Bank's normal lending criteria. Fees and charges apply. Full terms and conditions are available on request. These may be varied, or new terms and conditions introduced, in the future. © 2010 Westpac Banking Corporation.

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