



Partner Pack





WHO WE ARE

A full service commercial finance brokerage firm providing a full service solution for you and your clients through one portal

MKP Finance Group is an independent advisory business that was established with the view to provide commercial brokerage services to referral partners and clients, specializing in commercial services across both bank and non bank financiers. We have built our offering on:



Experience



Knowledge



Reputation



Relationships

AWARDS





WHAT DO WE DO?

Anything that's not a home or personal loan or credit card. With a minimum \$500k loan amount.

Transform your business



Tap new revenue streams by capturing commercial opportunities currently being missed



Protect your client base and add more value by offering a full suite of services



Take advantage of mentoring opportunities with our team of experts, so you can build your commercial loan knowledge



Boost customer retention





SERVICES

Small enough to be bespoke, large enough to matter.

COMMERCIAL PROPERTY LOANS

MKP can transact on commercial property loans for both investors and owner occupied trading businesses. Most industries are covered.

EQUIPMENT FINANCE

Assist with purchasing of vehicles, general plant & equipment and fitouts. No minimum loan amount.

RESIDUAL STOCK FUNDING

Residual stock facilities are valuable to developers looking at recouping cash for the next project, while controlled sell down of the project's assets. Funding available on a gross realisation basis. Up to 65% ex GST for up to 18 months.

TRADE & WORKING CAPITAL

Marketplace commercial managers have decades of experience assisting clients with trading business finance needs.

SHORT TERM FINANCE

Assisting clients solve short term issues, can be secured by first or second mortgages or even preferred equity instruments.

CONSTRUCTION FINANCE

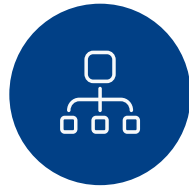
MKP have experience with construction and development finance. With experience in projects with gross realisation up to \$1.5BN.

CAPITAL RAISING

MKP can arrange a joint-venture equity partner in any ground up development. Up to 95% of the project's equity can be sourced on behalf of developers. So developers to diversify across multiple projects.



Why partner with Marketplace Finance?



ONE PLATFORM

Marketplace.finance brings commercial lending, market-leading IT and management experience into one simple seamless solution.



COMPREHENSIVE EXPERIENCE

With over 100 years of combined banking and broking experience, our specialist team is committed to securing the best results for our clients.



TRUSTED PARTNER

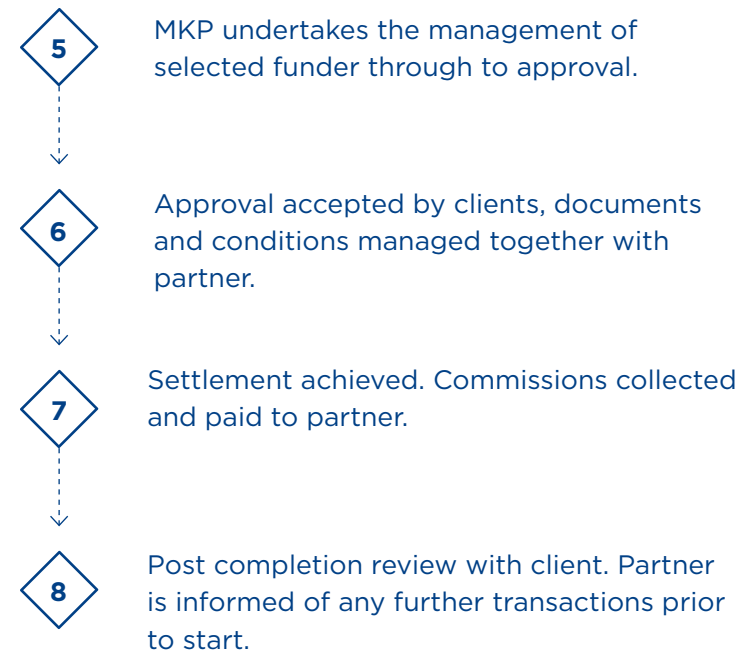
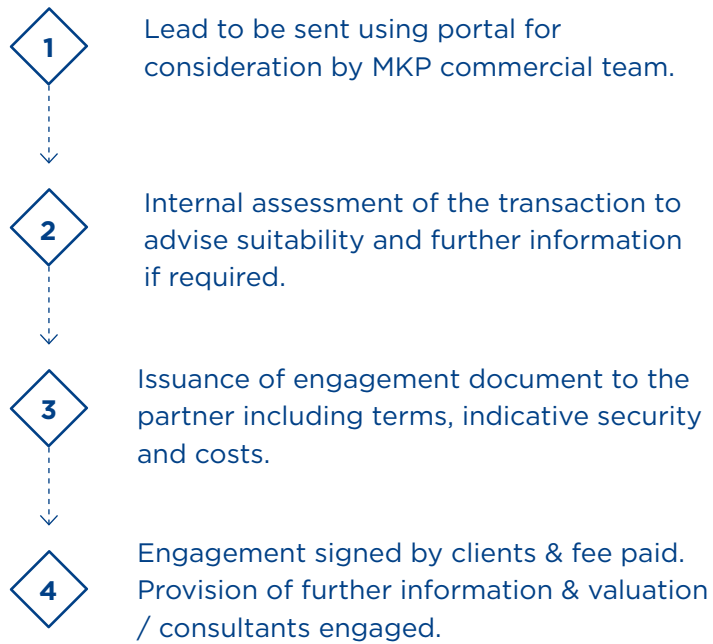
We've been managing broker-to-broker commercial referrals since October 2017, facilitating new revenue opportunities and helping build broker / client relationships.



RELIABLE AND VERSATILE

Backed by dedicated support, our online platform has proven capacity to handle volume and growth.

How it works





DEAL NOTIFICATION VIA SMS

Receipt of deal

Issuance of proposal

Acceptance of terms

Approvals, Conditional or Unconditional

Settlement



COMMUNICATION

Broker Allocation : within 1 business day

Initial broker and client contact : within 1 business day

Information request list : within day of contact



PROPOSAL ISSUANCE

Basic Deal : within 2 business days

Complex : case by case



COMMISSION PAYMENTS

Upfront and Trail on panel: With normal aggregator commission run

Upfront and Trail off panel: Paid no later than 14 days of receipt

Mandates: Paid no later than 14 days of receipt



Sample of some recently settled transactions



Going Concern - Childcare Centre Investment
NSW \$6m. Major Bank | 60% LVR



Commercial / Industrial Units Investment
QLD \$5m. Major Bank | 65% LVR



Residual Stock Facility
NSW \$50m. Private | 60% LVR



Dental Clinic Restructure & Refinance
NSW \$3.7m. Major Bank | 80% LVR



Construction Facility Townhouses
Hunter Region \$2.8m. Non Bank | 70% LVR



Leasehold Childcare Centre
NSW \$1.8m. Major Bank | 60% LVR



No Pre-sales Construction Facility
\$2.98m. Non Bank | 70% LVR



Construction of 35 Residential & Commercial Units
VIC \$21m. Private | 65% LVR



Debtor Finance Facility
NSW \$3m. Major Bank | 80% LVR



Single Tennant Commercial Investment Refinance
VIC \$94m. Non Bank | 70% LVR



Boarding House Construction
NSW \$5.85m. Non Bank | 65% LVR



Specialised Petrol Station & Convenience Store Construction
NSW \$4.8m. Major Bank | 60% LVR




Commercial Investment Property Purchase
QLD 2.9m. Non Bank | 80% LVR



SUBMIT A SCENARIO

Lodgement Portal

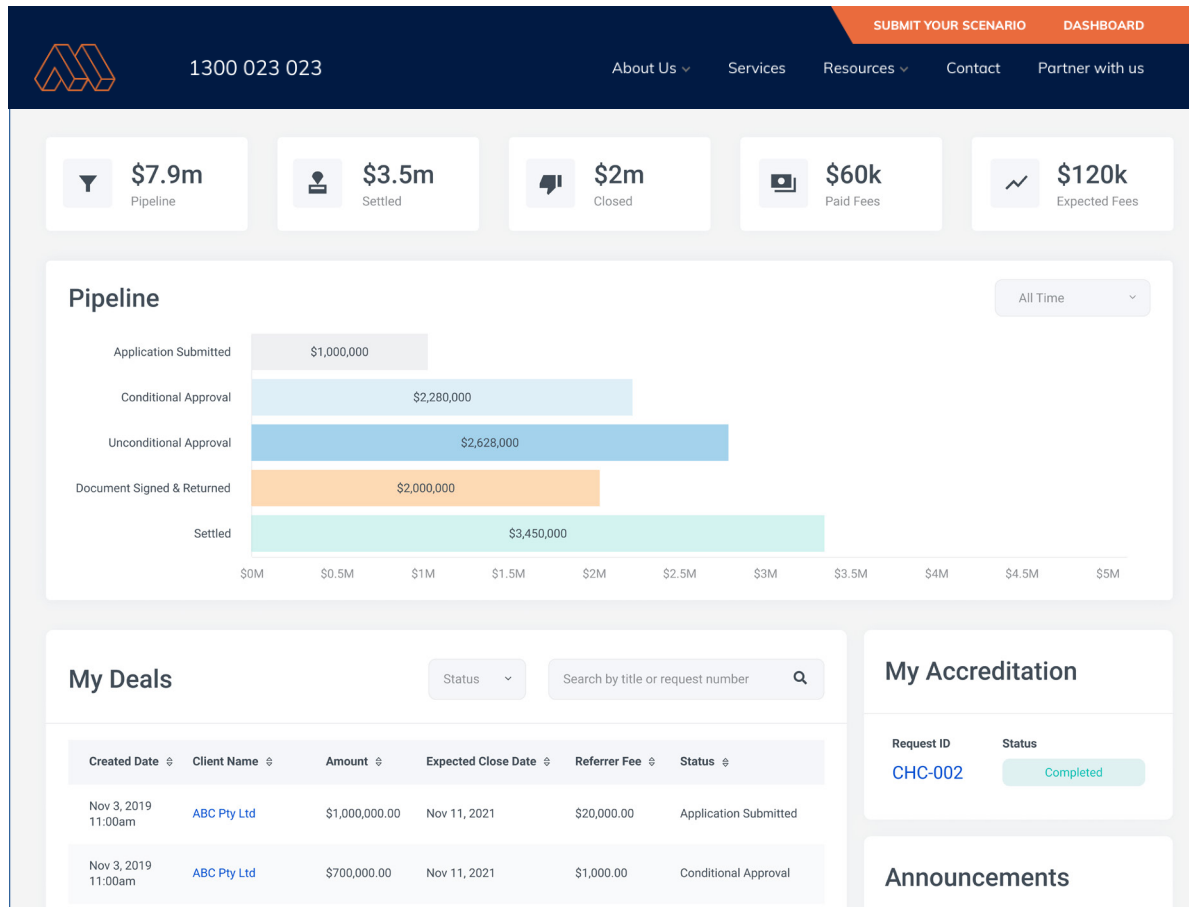
 1300 023 023 ABOUT US SERVICES RESOURCES CONTACT PARTNER WITH US SUBMIT YOUR SCENARIO DASHBOARD

Loan Request Details

Client name (to be used as a reference) *	Approximate loan amount *
<input type="text"/>	<input type="text"/>
Expected settlement date *	Requested repayment of loan
<input type="text"/>	<input type="text"/>
What is the loan request? *	Client background
<p>Example : Clients Seeking \$750,000 to purchase owner occupied commercial property located in 123 Smith St Liverpool</p>	<p>Example : Clients have operated coffee shops for over 30 years</p>
Which lender is sought (select more than one) *	
<input checked="" type="checkbox"/> Major Bank <input type="checkbox"/> Second Tier Bank <input type="checkbox"/> Non-Bank <input type="checkbox"/> Private Lender	

TRACK YOUR TRANSACTION

Dashboard





Tips to identify opportunities

START WITH THE SELF EMPLOYED

If a customer is self employed, this will be the first indication that there is more than likely a need for commercial debt. Know your clients, their current and future goals.

BUILD RELATIONSHIPS WITH CONSULTANTS

Build strong communication channels and relationships with your existing customers accountants, solicitors, builders and any other stakeholders of existing transactions.

LET EVERYONE KNOW YOU OFFER COMMERCIAL FINANCE!

Crucial to sourcing word-of-mouth leads, set up reminders in your CRM to contact clients annually and let them know that commercial finance is part of your overall offering.

PRE-APPROVED EQUIPMENT FINANCE FOR SELF - EMPLOYED

In addition to the current transaction, offer your client an asset-finance pre-approval to replace their vehicle or their forklift etc.

LOOK FOR COMMERCIAL DEBTS ON THEIR A & L + BALANCE SHEET

Provide a no obligation review of their existing debt facilities, this shows you are taking a holistic approach to their needs and may uncover new opportunities.



Terms of engagement



Standard deals minimum amount
\$500,000



Construction loans minimum amount
\$1,000,000



No stand alone NCCP residential
transactions



We engage with the client directly and
in conjunction with yourself



Client always remains with you and you
are paid on all subsequent deals





FAQs



How do I lodge a scenario?

Scenarios / deals are lodged via the Lodgement Portal on the MKP website under "Submit Your Scenario".



What if I don't have much information on the deal?

We can work with just the clients name and contact number but always include whatever information you have.



How do I enquire about my current deal?

You can track the progress of the transaction via the MKP dashboard. For more specific enquiries, you can always contact the Sales Manager directly or your MKP Relationship Manager.



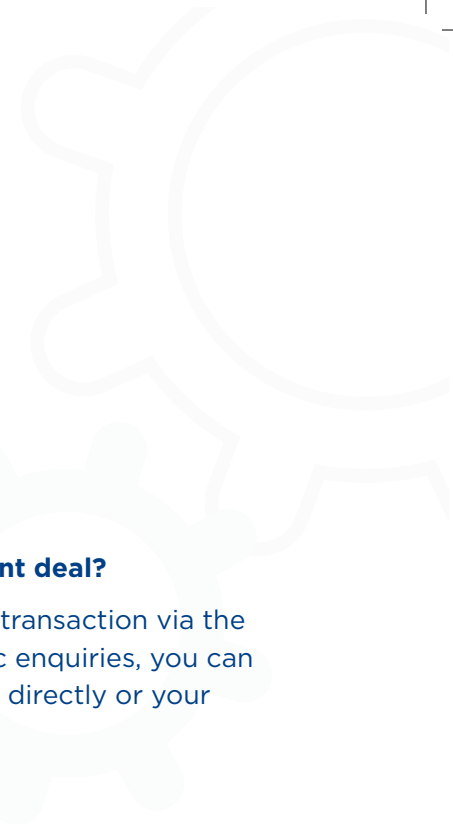
Can I choose who manages my transaction?

No, the transactions are allocated based on the sales managers pipeline and deal flow.



Do you do NCCP Home Loans?

No, we are a commercial platform.





Is there a minimum deal size?

Yes, we have a minimum loan amount of \$500k except for equipment finance in which case there is no minimum.

Are there deals that you won't do?

Stand alone Home Loans, Personal Loans or Credit Cards.

What happens when a client comes directly to you?

We will always refer the client back to you. You will always get paid on subsequent deals.



How do I get paid?

Payment is made directly to you at an Aggregator level or via an Invoice, where the funder is off panel.

What support do you offer me and my team?

We offer a dedicated relationship manager and sales manager on each deal who can assist with face to face, phone or zoom training and support.





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