

Loan Market Group expands lender panel with the addition of GetCapital

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GetCapital, a leading specialist lender to small and medium size businesses (SMEs), has further broadened its broker panel expansion by partnering with Loan Market Group, one of Australasia's largest and fastest growing retail mortgage brokerages.

The addition of GetCapital to its lending panel reinforces Loan Market Group's commitment to support its brokers as Trusted Advisers - financial specialists who cater to the full suite of financial needs of customers, not just mortgages.

GetCapital Head of Sales and Distribution Cristian Fedrigo welcomed the new partnership which enables Loan Market Group's network to introduce their clients to GetCapital's multi-product offering of equipment finance, fit-out finance, trade finance and flexible business loans.

"Despite generating job growth, driving innovation and boosting competition in the economy, accessing external finance remains a key challenge for small businesses across Australia", said Mr. Fedrigo. "Brokers are increasingly being engaged as a trusted resource and provide an invaluable service to SMEs in their search for working capital and equipment finance. We are delighted to partner with Loan Market as part of our commitment to support the growth of Australian small business".

Loan Market Group's Chief Operating Officer Stephen Scahill said the partnership underpinned the company's commitment to offering its clients an unmatched range of lenders and products. In 2018, a poll of 550 industry brokers by Momentum Intelligence ranked Loan Market's lender panel as the best in the market.*

"Loan Market Group continually reviews its lender panel to ensure its brokers have access to the best-in-market solutions for the spectrum of financial needs," said Mr Scahill.

"We're excited to welcome GetCapital to our lender panel. Australia's small business economy is growing exponentially and so are the needs of its operators. Loan Market Group is catering to this by providing our borrowers with access to a broader range of options, delivering faster access to capital and open up the lending landscape to SMEs."

For small businesses, access to working capital is often the greatest priority. SMEs make up 96 per cent of all the country's businesses, employing nearly 5 million people and producing over \$330 billion of Australia's economic output per year.

GetCapital's products are now live on Loan Market Group's lender panel, providing brokers with a unique opportunity to deliver multiple solutions to their SME clients via a single lending partner.

*Momentum Intelligence, via The Adviser (2018)

About GetCapital

GetCapital is an award-winning specialist lender to Australian small and medium sized businesses.

The company provides fast and convenient access to growth capital through a broad range of business finance solutions including working capital loans, trade finance facilities and equipment finance. As a technology-enabled finance company, they do so quickly and efficiently, often in under 24 hours.

In 2018, GetCapital was recognised in *AFR's* Fast 100, Deloitte's Technology Fast50, Smart Company's

Smart50 and Deloitte's Asia Pacific Technology Fast 500, reflecting not only the company's fast growth trajectory, but also its strong customer focus and use of technology to improve the customer experience.

About Loan Market Group

Loan Market is one of the largest and fastest growing retail mortgage brokerages in Australasia. Proudly family-owned and led, it was founded in 1995 by Sam White and is part of the White Family Group of companies comprising of Loan Market, Wealth Market, Home Now and Ray White. Today, Loan Market works with a panel of 47 lenders and supports a network of over 650 brokers across Australia and New Zealand with a further 850 brokers trading under their own brand. Loan Market has helped individuals and businesses in Australia and New Zealand secure over \$32 billion in loans.

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