

Business banking that keeps you in front

MACQUARIE RELATIONSHIP BANKING
COMMERCIAL REAL ESTATE



The crew of a super maxi-yacht rely on more than their intuition for navigation. With shock-proof laptops and a steady stream of predictive data, they are able to optimise their course and move ahead in the race.

Macquarie's team of experts can help optimise your business performance. As a Macquarie client, you'll enjoy access to a dedicated Relationship Manager who has specialist industry knowledge, understands your goals and can offer you a range of tailored banking solutions to help you achieve them.

Speak to the bank that keeps your business in front.



Keep your business in front with Macquarie Relationship Banking. Here's how:

1 Business lending

Macquarie provide lending solutions to meet your needs at every stage of your business lifecycle. We can lend against the value of your rent roll, residential and commercial property, or a combination of both to fund working capital, the acquisition of additional rent rolls, investments, succession planning and personal wealth creation.

2 Payment solutions

With the complexities of rental collection for commercial real estate agents, DEFT was developed – the simple, fast and cost effective solution that can help improve and maintain your back office efficiency. By integrating DEFT with your property management software*, you can automate the collection, receipt and reconciliation of your tenant payments – which means less administration and faster payment.

Macquarie Batch Payments is another innovative solution that has been developed allowing you to pay your bills in bulk, creating back office efficiencies that save you time and money.

3 Transactional accounts

We understand your legislative requirements for handling third party funds, as well as the need to manage your cash and surplus funds. Macquarie offers a range of accounts to suit your needs including; regulated and non-regulated trust accounts, commercial and retail bond accounts, general transaction accounts and invested sales deposits (at-call and term deposits).

Our team will work closely with you to efficiently manage your transition to Macquarie – arranging the opening and transfer of your accounts, including the relevant trust accounts you require opened in your state.

4 Service and expertise

Your Relationship Manager is not only an industry expert, they also become a trusted part of your business. We strive to have a Relationship Manager to client ratio that is lower than any other bank in Australia, which means you can call them directly at any time. What's more, they're empowered to be proactive and get things done for you quickly.

5 Knowledge and networks

As a Macquarie client, you'll have access to the latest market and industry-specific knowledge. But it's what you do with that knowledge that counts - so we'll help you apply our expertise and insight directly to your business. We only share this knowledge with our clients, helping you stay ahead of the competition. We also have links to industry associations, and you'll also be invited to a range of business and social events where you can meet like-minded people and continue to expand your networks.

* Check with your Relationship Manager to confirm your software is compatible.

To learn more about how Macquarie Relationship Banking can help keep your business in front, please call 1800 147 479 and you'll be immediately connected to one of our specialists in your region.

macquarie.com.au/commercialrealestate

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