FINSURE
LOANS
POWERED BY ASCF
Australian Secure Capital Fund

ascend

Borrow better.

Broker Guide
Loan Product Suite

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ABN 38 613 497 635
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Version 1.0

THE ASCF DIFFERENCE

At ASCF, we do things differently. Our personalised service will guide you and your clients carefully through all of our processes and requirements, with no confusing or annoying hang-ups. With us, it's always clear *exactly* who you're working with; we make the credit decisions, no middlemen here.

When your clients are stuck and need a leg up in life, our streamlined service allows them to apply within minutes and achieve financial freedom in as little as 3 days. All ASCF loans are secured by way of a registered 1st or 2nd mortgage over Australian property; Residential, Commercial, Industrial, Rural, and even Land Lease Properties. We also provide coded loans to individuals, not just business borrowers.

CLIENT TESTIMONIALS

"Thank you so much for your help on this—it has been so easy working with you and you've been so consistent in your communication and efficiency in helping get the result and outcome for our client."

-Steve, Recovery Loan

"When you are running out of all options, ASCF comes to the rescue, They are very like-minded, knowledgable, and provided me with a quick & fast great service and helped my client."

-Mahesh, Cash Flow Loan

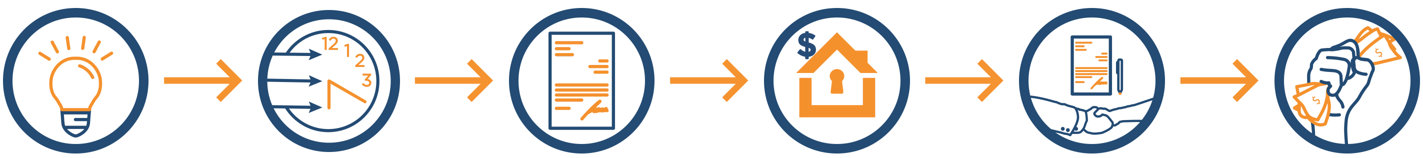
"I had a client in urgent need of finance that the banks were unable to do. ASCF provided a solution and I was absolutely thrilled with the speed of service."

-Phillip, Bridging Loan

"The team had made it all so easy every step of the way. I would wholly recommend these guys for loans which fall outside of the normal lending criteria."

-Craig, Sale Funding Loan

OUR PROCESS



My client needs urgent funding! → Contact ASCF to get a quote in 2 hours! → Apply and receive same-day finance approval → Valuation completed. → Solicitors issue formal documents. → Funds will be made available for settlement.

YOUR LENDING SPECIALISTS

Your ASCF lending specialists come with a wide array of experience in the finance industry.

Richard Taylor (CEO/Director of Finance) has over 40 years of experience in finance and over 25 years in private lending. Richard was the co-founder of ASCF in 2016 and continues to assist with the development, mentorship, and training of new to industry brokers.

Joe Bennett has over 25 years of experience in banking and finance—eight of which have been with ASCF—including stints with CBA, NAB, and ANZ. Joe uses this experience to provide clients with flexible solutions to their financial goals, handling the inflows and outgoings of the lending and investment platforms while servicing brokers and clients across QLD and TAS.

Molly Michelmore has 8 years experience in lending operations and financial management inside ASCF. As ASCF's Business Development Manager for NSW Finsure, Molly helps service one of the fastest growing aggregators in the broker industry.

David Hui has over 12 years of experience as a lender and a broker, including nearly five years with ASCF. David has a wealth of knowledge when it comes to assessing market changes and understanding the needs of brokers across Australia, with a particular emphasis on the mining, medical, and property development industries.

We work all over Australia, from the Pilbara in Western Australia to the Gold Coast in sunny Queensland, to ensure we can serve as many brokers as possible. **Be sure to check out ascfloans.com.au for more information.**

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SECURITIES ACCEPTED

Accepts both 1st and 2nd mortgage property

- Residential Property
- Commercial Property
- Regional Property
- Industrial Property
- Land Lease Property

LOANS ON OFFER

- Equity Access
- Retirement Bridging
- Sale Funding
- Refinancing
- Property Flip
- Financial Separation
- Urgent Property Settlement
- Investment Opportunity
- Development Line-of-Credit
- Land Banking
- Business Start-Up
- Working Capital
- Stock/Equipment Purchase
- Residual Stock Financing
- ATO or GST Debt
- Bridging Loan

LOAN SCENARIOS

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Equity Release

Sitting on equity has its uses when elderly parents want to assist their adult children with a $200,000 financing shortfall, but they don't have the serviceability to qualify for traditional finance.

Problem:

ASCF was approached by a broker who knew a couple in their forties who wished to purchase a new property, but they were short on servicing. Their retired elderly parents owned their own unencumbered home in Hawthorne, VIC, but only had the old age pension as income, so they were not in a position to provide a servicing guarantee.

Solution:

The parents had decided they would downsize to a retirement villa within 2 years, so ASCF was able to offer them an equity loan with all interest retained. This allowed them to release $200,000 as a coded loan and gift it to their children to assist with the purchase.

Exit:

The customer's proposed exit was via sale, still leaving them plenty of funds for retirement.

Highlights:

- ASCF can do regulated equity loans to individuals.
- 1st or 2nd mortgage options.
- Under NCCP, servicing is not required if the exit strategy is a sale and the presumption of hardship can be rebutted.

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Equity Release

Location:

Loan:

$200,000

Term:

24 months

URGENT LAND SETTLEMENT—CODED (REGULATED) LOAN

When time was of the essence, ASCF stepped in to provide swift and reliable bridging finance for a client in need. Here's how we helped secure a $2.7 million loan just in time for a critical property settlement.

Problem:

ASCF was approached by a broker with a well-established property investor as a client who required urgent funds to settle the purchase of a large residential land site in Logan, Queensland. The borrower had been let down by another lender, and only had days to settle before the Christmas period.

Solution:

ASCF was able to instruct our local panel valuer in Queensland to provide an urgent valuation on the property, which they delivered within 24 hours. This allowed us to settle the loan on Friday, 23rd December, just before Christmas. A loan amount of $2,709,000 was provided at an LVR of 70% for a 9-month term.

Exit:

The customer's proposed exit was via the proceeds from other property sales.

Highlights:

- ASCF can do regulated loans to individuals.
- Fast funding.
- Under NCCP, servicing is not required if the exit strategy is a sale and the interest is retained.

Borrow better.

Urgent Settlement

Location:

Loan:

$2,709,000

LVR:

70%

Term:

9 months

PURCHASE OFF THE PLAN (COMMERCIAL)

ASCF provided urgent funding to help a client secure a commercial land purchase off the plan, ensuring they met their settlement deadline despite facing approval delays.

Problem:

An accountant in Melbourne, Victoria, was introduced to us via our valued broker network, seeking funding to complete the purchase of a commercial block of land. An off-the-plan contract was signed 18 months prior, and with the settlement date fast approaching, the customer needed urgent funding to complete the settlement. Development approval had been lodged with the council to subdivide the property; however, approval had not yet been granted.

Solution:

Our trusted panel valuer provided a valuation within 2 days and confirmed an uplift in value of $705,000 over the purchase price. Accordingly, we provided $1.818m in funding at a 60% LVR for a 6-month period to allow the customer time for the development approval to come through and the lots to be sold.

Exit:

The customer's proposed exit was via the sale of the lots.

Highlights:

- Funding based on current property value, not purchase price.
- Unused interest refunded if the loan is repaid early.
- No servicing needed; exit strategy is sale.

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Business Lending

Location:

Loan:

$1.818m

LVR:

60%

Term:

6 months

BRIDGING LOAN (CONSUMER)

When a client faced challenges funding their new land purchase before selling their current home, ASCF provided a quick and flexible bridging loan solution to make it happen.

Problem:

A broker approached ASCF seeking a bridging loan for a client who had contracted to purchase a residential block of land in Burrum Heads, QLD. The customer already had a mortgage on their principal place of residence in Highland Park, QLD, but required the funds from that sale to complete the land purchase, as they could not demonstrate servicing on the proposed peak debt.

Solution:

Given there was no forecast of end debt once the customer sold their existing residence, we were able to provide a $467,000 loan against a 1st mortgage over the land and a 2nd mortgage over their PPR, at an LVR of 63.75%, for a 4-month term.

Exit:

Once the customer sells their current home, they will repay the 1st mortgagee and ASCF in full. If they manage to sell prior to the end of the term, we will rebate the unused interest.

Highlights:

- ASCF specialises in bridging loans, offering both 1st and 2nd mortgages.
- Interest was capitalised, providing the client with financial breathing room to complete the transaction.
- Servicing was not required, as the exit strategy was the sale of the client's current home.

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Bridging Loan

Location:

Loan:

$467,000

LVR:

63.7%

Term:

4 months

DEBT CONSOLIDATION AND PROPERTY RENOVATIONS

When a couple faced financial challenges due to COVID-19, ASCF provided a tailored loan solution to help them consolidate debt, renovate their home, and prepare for a fresh start in retirement.

Problem:

A husband and wife from Newcastle were struggling with financial commitments following the impact of COVID-19. With their home and personal debts piling up, they decided to downsize and move to Port Macquarie for semi-retirement, aiming to be debt-free. They approached ASCF for a sale-funding loan to consolidate their debts and access an additional $50,000 to renovate their home and maximise its sale value.

Solution:

ASCF offered a 1st mortgage loan of $430,000 at a 46.99% LVR for 6 months, aligning with the customer's plans to renovate for 3 months and leave 3 months to sell the property. All fees, charges and interest were retained from the loan proceeds at drawdown.

Exit:

Once the renovations are complete, they will sell the property and purchase in Port Macquarie.

Highlights:

- ASCF supports clients with low credit scores or defaults where the exit strategy is sale.
- Cashout and debt consolidation are accepted.
- Customers only pay for what they use, with rebates on unused interest if the loan is repaid early.

Debt Consolidation

Location:

Loan:
$430,000

LVR:
47%

Term:
6 months

INCOMPLETE CONSTRUCTION (COMMERCIAL)

When an owner-builder faced cost overruns and exhausted funds while constructing a luxury home, ASCF stepped in with tailored financing to complete the project and enable a successful sale.

Problem:

A broker approached ASCF with an owner-builder client who needed funds to complete the construction of a luxury home in Kew, Victoria. The client had exhausted his cash reserves and could not meet the cost overruns incurred on the construction. The client sought $500,000 to complete the construction of the property, which they would then sell.

Solution:

ASCF provided a $600,000 loan at 64.59% LVR based on the “as is” valuation of the incomplete property. The loan was secured with additional collateral from two other properties owned by the borrower. Funds were drawn progressively over the nine-month term, with interest capitalised and only applied to amounts drawn.

Exit:

The sale of the property will repay the ASCF loan.

Highlights:

- ASCF lends against “as is” property values, accommodating incomplete construction projects.
- Borrowers only pay interest on monies drawn.
- Flexible funding solutions allow clients to complete projects and achieve their financial goals.

Borrow better.

Incomplete Construction

Location:

Loan:

$600,000

LVR:

64.6%

Term:

9 months

WORKING CAPITAL (COMMERCIAL)

When a business owner needed urgent funding to cover working capital and settle outstanding tax debt, ASCF delivered a tailored solution to keep operations running smoothly.

Problem:

One of our valued referrers presented us with a borrower seeking funding to assist with his business's working capital while also clearing some outstanding tax debt. The customer had the opportunity to secure a significant discount from a supplier by paying upfront rather than taking advantage of payment terms, and also wanted to clear up his outstanding tax debt, as his existing lender would not provide him with additional financing with a tax debt in place.

Solution:

We offered a tailored solution to the borrower, which was secured by a second mortgage over his home in Subiaco, Perth. The loan was for $300,000 at an LVR of 68.45% for a 6-month term (after accounting for the first mortgage debt).

Exit:

The customer intends to refinance through their current business bank, which he will do without having a debt to the ATO.

Highlights:

- ASCF supports tax debt funding and working capital loans.
- 2nd mortgage lending is available to meet urgent financial needs.
- Flexible funding options tailored to unique borrower circumstances.

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ATO Debt

Location:

Loan:
$300,000

LVR:
68.5%

Term:
6 months

BRIDGING LOAN/ RETIREMENT (CONSUMER)

ASCF provided a tailored funding solution for a retiree who was unable to obtain financing from traditional lenders due to age and servicing requirements.

Problem:

A retiree approached us directly seeking funding to purchase a home in a lifestyle community, pending the sale of his existing unencumbered home. He was unable to source funding for this purpose from traditional lenders due to his age and his inability to evidence his capacity to service the debt.

Solution:

Our valuation confirmed an LVR of 53.22% against the existing property, and we provided a 6-month facility for $750,000, with interest being retained for the term. The customer was able to settle on the purchase of his new home in the lifestyle community until he sells and settles his family home of 45 years.

Exit:

The borrower will repay the loan from the sale of his family home, and ASCF will rebate any unused interest should the loan not run through to the expiry date.

Highlights:

- ASCF provides lending solutions for retirees unable to meet traditional servicing criteria.
- Interest retention and a clear exit strategy (property sale) simplify the process.
- Flexible funding options, including leveraging against land lease properties if needed.

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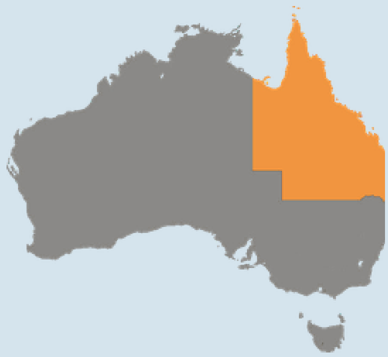
Retirement Home Funding

Location:



Loan:
$750,000

LVR:
53.2%

Term:
6 months

PROPERTY TRANSFER/ SEPARATION (CONSUMER)

When a joint owner of a parcel of land wanted to buy out their co-owner's share but couldn't raise the funds, ASCF stepped in to provide a tailored solution.

Problem:

A broker approached us with a transaction where one of the parties to a jointly owned parcel of land in the fast-growing suburb of Oran Park, NSW, wanted to sell their interest in the land, but the other party wished to retain their share, as there was significant interest from developers. The client wanted to purchase the outgoing parties' interest, but could not raise funding through traditional sources due to a servicing shortfall.

Solution:

The client committed to selling the land within 12 months, so we provided a 12-month sale-funding loan of $858,000 at an LVR of 37.30% to assist. Being a coded loan, interest for the entire loan term was retained, negating the need for servicing. Should the client sell before the end of the term, any unused interest will be rebated.

Exit:

The customer's proposed exit is via the sale of the land.

Highlights:

- ASCF is licensed to lend to individuals.
- Under NCCP, servicing is not required if a sale is the exit strategy, as interest for the term of the loan was retained. RG209 does not apply as the property is not their PPOR.
- Land Banking as a purpose is ok with ASCF for both regulated and non-regulated loans.

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Divorce Settlement

Location:

Loan:
$858,000

LVR:
37.3%

Term:
12 months

URGENT SETTLEMENT (COMMERCIAL)

When a change to the tenancy agreement caused previous bank approvals to fall through just five days from settlement, ASCF were able to offer a tailored solution.

Problem:

A client approached us directly via their accountant, requiring urgent funding to settle on the purchase of a large industrial warehouse in Corio, VIC. Due to a change in the tenancy arrangement, the previous bank approval fell through and required re-assessment, with only 5 days remaining before the settlement was due.

Solution:

The client was able to provide us with the new leasing agreement, which showed a rental increase over the previous agreement, resulting in an uplift in the property value. We were able to provide a 4-month facility of $3,075,000 with an LVR of 51.25% and were able to settle the transaction for the client on the due date.

Exit:

The borrower expects his bank to approve a refinance of the loan later this month.

Highlights:

- Fast funding.
- Servicing not considered as the loan was a non-regulated loan and interest was capitalised even though exit is refinance.
- ASCF to refund unused monthly interest if the loan is refinanced out prior to expiry date.

Commercial Funding

Location:

Loan:
$3,075,000

LVR:
51.3%

Term:
4 months

Borrow better.

LAND SUBDIVISION LINE OF CREDIT (CONSUMER)

When a retired town planner was unable to secure funding to subdivide his principal residence, ASCF stepped up to offer a solution.

Problem:

A retired town planner approached ASCF seeking funding to subdivide his principal place of residence, which sat on a large parcel of land at Little Mountain on the Sunshine Coast, QLD. As he was retired with no employment income, he was unable to secure funding through the traditional sources.

Solution:

ASCF engaged one of its panel valuers to value the property on an “as is” basis, with the benefit of development approval of subdivision into 5 lots. After considering the capital works required and infrastructure charges, ASCF was able to provide the customer with a line of credit limit of $1,035,000 to be progressively drawn over 12 months to enable him to complete the subdivision.

Exit:

The customer will complete the subdivision and then sell the subdivided blocks.

Highlights:

- Land subdivision as a purpose is ok with ASCF, so long as it works against “as is” values.
- Age is no barrier to obtaining finance with ASCF.
- Under RG 209.233, there was no presumption of substantial hardship as the sale of his PPOR was not required repay the debt.

Development Subdivision

Location:

Loan:

$1,035,000

Term:

12 months

Borrow better.

SECOND MORTGAGE LOAN

When a couple renovating their investment property to prepare for a sale ran out of funds, ASCF stepped in to offer a resolution.

Problem:

A broker introduced ASCF to a couple who required $250,000 to finish renovating their residential investment property in Malvern, Victoria and maximise the property's sale value. However, they had been unable to raise the necessary funds to complete the renovations through their 1st mortgage lender.

Solution:

ASCF commissioned one of our panel valuers to complete an "as is" valuation on the security property, which allowed us to offer a 6-month, 2nd mortgage loan of $282,000 at 14.95% p.a.with an overall LVR of 55.59%. This enabled the customers to complete the renovations and list the property for sale.

Exit:

The sale of the property was their exit strategy, with a contract secured shortly after and the loan repaid in full the following month. ASCF understands that customers require flexibility, so interest was only charged for the period the funds were drawn.

Highlights:

- 2nd mortgage lending is available to meet urgent financial needs.
- Fast, flexible funding.
- Loans can be structured so that interest is fully capitalised upfront to preserve day-to-day cash flow, while all unused interest is credited back if a loan is repaid early.

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Property Renovation

Location:

Loan:
$282,000

LVR:
55.59%

Term:
6 months

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