

*Property Finance*  
*Development Finance*  
*Corporate & Institutional Finance*

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## Innovative finance solutions

Equiline specialises in providing innovative, results-orientated finance solutions for property developers and corporations. Our objective is to assist property owners, developers and business owners with gaining finance to develop, construct and expand their business activities.

In today's marketplace where financial institutions guidelines are continually changing, finance needs must be presented in an accurate and professional manner. Our valued reputation with financial institutions provides Equiline with strong purchasing power and access to a complete array of financial and risk strategy products.

Equiline has access to a diverse range of financiers and bring to you the latest in innovative and flexible financing solutions from our accredited institutions. These contacts enable the company to source and negotiate cost competitive funding structures and provide a high degree of certainty with regards to sourcing suitable financing.

## Adding value to the finance solution

Structuring a suitable finance package is only part of the solution and services provided by Equiline. Before any finance proposal is tendered to our select Panel of Financiers, a careful assessment of our clients requirements along with risks and timeframes are assessed so that the strong and effective presentation can be made.

Our thorough and professional presentation standards have been approved by our Institutional Panel and provide the following benefits to our clients:

- > Direct and impartial assessment of your finance needs and options
  - > Quick and concise assessment of the finance requirements by Institutions
  - > Agreed turnaround times for finance offers from Institutions
  - > Terms negotiated on your behalf using our experience in the structuring of property and corporate financing
  - > Kept abreast of competitor activity amongst institutions and new lending guidelines
  - > Establishment of key milestones for the financing of the project or business needs.
- Structuring a finance solution agreed to by all stakeholders is not the end of our involvement. Equiline staff will continue to monitor key milestones such as settlement dates, contractual requirements and project construction to ensure aspects such as major variations and time extensions are assessed and adjusted if need be, within the finance package. In essence, we overcome obstacles.

## Corporate finance solutions

The staff at Equiline understands results. We treat our role in your success as a priority and ensure that a long term relationship is maintained so we are there to assist with your future needs. Equiline will be there to guide your business finance needs for the long term and provide you with the latest options from our panel of commercial lending institutions.

Equiline personnel have a diverse experience in a mix of industry sectors. From new ventures to multi national corporations, our aim is to achieve a thorough understanding of each businesses requirements and provide innovative financial solutions for:

- > Commercial finance
- > International trade finance
- > Cash flow and factoring finance

Our strong corporate finance experience and financial skills will allow us to carry out the following on your behalf:

- > Assess the business risk profile and match the appropriate finance solution
- > Prepare a professionally presented loan submission for tender which is discussed personally with each financial institution
- > Encourage competition between tendering lenders so finance structure is at the lowest cost, minimum risk and structured to fit the business plan
- > Maintain contact between borrower and lender along with their financial and legal representatives to assist a timely and smooth completion

From the initial interview through to the settlement of finance, the staff at Equiline will keep you informed throughout the process to ensure the outcome is to your satisfaction.

# Solutions through knowledge

## Property finance solutions

Our knowledge covers the full spectrum of the property finance markets, which includes core debt, mezzanine, and equity finance as well as take out risk strategies.

We maintain direct accreditation via our Panel of Financial Institutions so that access to the relevant Property Finance and Credit Risk Teams is available for improved negotiation outcomes and turnaround times on behalf of our clients.

Equiline can provide structured property development and corporate financing solutions ranging from the following.

- > Bulkygood and industrial projects
- > Residential unit developments
- > Residential and industrial land subdivision projects
- > Hotel and resort accommodation
- > Retirement villages
- > Shopping centres

Equiline maintains a close understanding of changes within the property development industry to ensure we understand the issues facing our clients in this dynamic sector. This is reinforced through our membership of both the Urban Development Institute of Australia and Property Council of Australia.

## Management team

Equiline is represented with 2 offices to cover the Eastern Seaboard located in Brisbane and in Melbourne and our team is managed by the following directors.

### Manuel Siliprandi - Director



Manuel has been associated in the property and corporate finance industry for over 18 years. This consisted of International Finance in Melbourne to senior roles in both Sydney and Northern Queensland. Prior to

co-founding Equiline, his most recent appointment was with a major financial institution as Senior Business Development Manager in Queensland. This role involved assessing major projects across Queensland and negotiating structured finance positions with major institutions.

### Chris Cooper - Director



Chris co-founded Equiline and has significant experience in Corporate Finance and Credit Risk Management in both Queensland and South Australia. He has worked with a major financial institution for 19

years and managed both public companies as well as major property developers. Chris is an active member of the UDIA and Property Council.