



Bank of Melbourne

**Committed to
your corporate
success**



Victoria deserves a first-class bank of its own. Bank of Melbourne is that bank.

We're serious about offering Victorian business a genuine banking alternative. We're local which means our Relationship Managers and specialist teams can deliver you and your business more relevant, more immediate advice and solutions. We understand the complexities of corporate banking and what it takes to keep your business moving.

Over coming years, we'll be investing heavily in our people to ensure you can access the specialist industry knowledge and support you need to work at your peak. So if you're looking for different ways to finance and manage the growth of your operations locally, nationally or internationally, talk to us.

Superior corporate banking. For life.

To successfully run and grow your business, nothing is more important than a trusted advisor. That's why we're committed to knowing you like no one else, and understanding what your operation needs now and where you want to take it. Together we can formulate a solution to help you achieve your business and personal goals.

Dedicated to you and the specific needs of your industry, your Relationship Manager and team of specialists will work closely with you. Whatever your plans - expansion, acquisition, restructure or succession - we can guide you to a solution, or combination of solutions, that works hard for your business.

From providing strategic input to your business plan, to spotting growth opportunities or advising on risk management and international trade, we're ready to help.

Your own Relationship Manager at your service.

You'd rather spend time dealing with your customers than us. That's why, as a Corporate Banking customer, you'll have a single point of contact. But you get more than that.

It's your dedicated Relationship Manager's business to know yours, from front to back. Their years of industry-specific expertise, plus the backing of a powerful national network, are on-call for you. At your office, home, in-branch, or wherever you need them to be, you'll get advice and action on the spot. Meanwhile, they will remain proactive and on the lookout for opportunities worth exploring.

With high-level access to banking solutions, your Relationship Manager could offer you more immediate control of key factors like finance for expansion and flexible lines of credit to improve cash flow, so you're ideally placed to take advantage of opportunities when they arise. Market conditions can change quickly. If they feel something could work more effectively for you, they'll raise it with you.

We treat you as a single customer.

Industry specialists on standby.

Through the course of business, there will be times when you need to access highly specialised skills to achieve your goals. Your Relationship Manager is backed by a team of industry specialists with the expertise to tackle matters.

In addition to our network, our knowledge and insights are supported by strong relationships with key industry associations.

**Access our
industry specialists
when needed.**

Key industry associations.

Leisure and Hospitality

Our experienced Leisure and Hospitality specialists can offer innovative solutions to help you better manage your financials. With the increasing regulations and legislative changes, particularly in regard to gaming taxes, smoking bans and licensing – we are a bank that understands your industry

Manufacturing and Wholesale

With experience in International Trade Finance, Foreign Exchange and Risk Management, our specialist Relationship Managers can tailor a strategy that can help you capitalise on the ever-changing national and international marketplace.

Professional Services

Our expert Relationship Managers specialise in providing banking advice to specific areas such as legal, accounting, financial advice, stockbroking, insurance broking and engineering. On top of providing financial products suited to your specific profession, our strong ties with key industry groups ensure you're fully prepared for industry change.

Property Finance

If you're seeking finance for acquisition, investment or construction and development in Victoria, a great way to get your project off the ground is to talk to our Property Finance specialists.

Health and Community Services

Whether you're seeking funding to meet industry compliance regulations including accreditation and certification, or require construction or fit-out finance, our specialist Relationship Managers offer a strong foundation of local knowledge, financial expertise and customised business banking to help you capitalise on opportunities in this growing sector.

Automotive Finance

With our regional brand partners, we provide an end to end service for our Motor Dealers.

They have solutions to fund new, demo and used cars and retail finance and we can provide you with a range of other finance products.

We're ready to talk Credit.

We understand to make the most of opportunities to grow your business, you need the confidence of having ready access to credit. Victorian business owners enjoy on-call access to local credit expertise and advice at our Corporate Banking Centres throughout the state.

Plus, as part of our commitment to faster, more local decisions we have a Chief Credit Officer in Victoria. So when you want to talk about more immediate finance for your business, we're ready.

Local knowledge. Global outlook.

We keep a close eye on the bigger picture too. Our people may be local, but their expertise and connections span the country and beyond. In addition, we have the resources of our national and global banking network to help you capitalise on international investment and trading opportunities. We're a local bank with a global reputation for excellence.

All important access to credit.

Let's get the conversation started.

We understand that no two businesses are the same. Tell us about yours.

Whatever your vision, we can provide a structure - strategic thinking, specialist advice, tailored products and services - to help your operation get there. And possibly beyond.

Like every great relationship, it begins with a conversation. So, first item of business, let's talk.



Bank of Melbourne

Better corporate banking is here.

To talk about the key details of our corporate banking offering drop into your local branch or Corporate Banking Centre, or call **13 82 66**.

bankofmelbourne.com.au



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