



Partner Guide

How to become a Reckon Loans Partner
and offer business funding solutions to your clients.





A word from our CEO

Reckon Loans is an established fintech product within Reckon's suite of small business solutions, servicing hundreds of thousands of businesses across Australia.

We launched Reckon Loans (powered by Prospa) in July 2016 to help businesses access the funds they need to seize opportunities, support cash flow in the short-term and grow their business. We are faster and more flexible than traditional bank lending and offer world class support to match.

With Reckon Loans, you get a trusted and experienced partner to take your business to the next level.



A stylized, handwritten signature in black ink, consisting of several fluid, connected strokes.

Sam Allert
Reckon CEO





Why Reckon Loans



Each SME client receives a personalised consultation in order to understand their needs and their business.



Clients enjoy a fast decision on amounts of up to \$300,000 with funding possible in 24 hours.



We provide a choice of funding solutions, including transparent pricing and no hidden fees.



Our friendly service team assists applicants at every step, and ensures they are well supported right through the borrowing process.



Funding options to keep small business moving

Small businesses are the backbone of our economy, yet accessing funding remains one of the biggest challenges facing small business owners today.

Partner with Reckon Loans to connect your small business clients with the funding they need to help drive growth or alleviate cash flow challenges. All Reckon Loans are powered by Prospa, Australia's #1 online lender to small business.

Prospsa has helped more than 28,750 small businesses with funds to seize opportunities or to support cash flow. Now more than ever, Reckon Loans powered by Prospsa is here to support the small business community.



More choice, more control

Line of Credit

Ongoing access to funds for business owners. Interest is only charged on the funds used.

	Managing day-to-day cash flow fluctuations
Facility amount	\$2,000 - \$100,000
Upfront security	None to access up to \$100,000 in Prospa funding
Decision time ¹	Within 24 hours
Term	12 month extendable line
Application requirements	<ul style="list-style-type: none">• Completed Application (including credit consent)• Minimum 12 months bank statements
Minimum eligibility criteria	<ul style="list-style-type: none">• Minimum 12 months trading for brand new businesses, or 3 months trading under new ownership for recently bought businesses• At least \$6k turnover per month• Business must not operate in Prospa's excluded industries
Rates	Between 19.99% and 29.99% APR (annual percentage rate) depending on risk grade
Fees	Origination Fee: Set at \$0 for launch Weekly Service Fee: 0.046% of facility limit per week



Small Business Loan

A lump sum over a fixed term. Great for one-off business expenses or investing in business growth.

Seasonal expenses or one-off opportunities

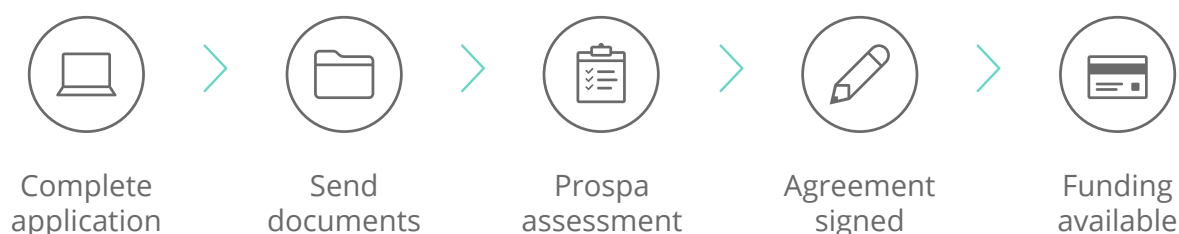
Bigger opportunities to invest in your business

Facility amount	\$5,000 - \$150,000	\$150,000 - \$300,000
Upfront security	None required upfront to access up to \$100,00 in Prospa funding	A charge over assets required over \$100,000
Decision time¹	Within 24 hours	Within 72 hours
Term	3 - 24 months	6 - 36 months
Application requirements	Completed Application (Including credit consent) 12 months bank statements	Completed Application (Including credit consent) 12 months bank statements Last 2 years finalised company financials, plus interim, current FY financials Aged Payables and Aged Receivables summaries Copy of ATO Tax Portal
Minimum eligibility criteria	Minimum 12 months trading for brand new businesses, or 3 months trading under new ownership for recently bought businesses At least \$6k turnover per month Business must not operate in excluded industries	Minimum 3 years trading At least \$100k turnover per month Business must not operate in excluded industries
Rates	Between 9.9% and 26.5% annual simple interest rate ² , depending on risk grade	Between 9.9% and 16.9% annual simple interest rate ² , depending on risk grade
Fees	Origination fee 3%	Origination fee 3%





Fast and simple application process



Supporting documents

Check if your SME customers qualify:

- * Is their monthly turnover more than \$6,000?
- * Have they been trading for more than 12 months?

What do they need to have ready?

- * Driver Licence
- * ABN
- * BSB and Account Number of their main trading account
- * Up to 12 months of bank statements*
- * Business financials for loans over \$150,000

*They can use the electronic bank statements link which is secure, quick and easy to use

Trust your small business clients to the experts

Prospsa is Australia's #1 online lender to small business and this is reflected in a five star rating on Trustpilot and a raft of industry awards. The fact is, Prospsa cares about your small business clients, and it shows.





Strong commission program

Reckon Loans pays you for every introduced customer.
Our market leading commission program can yield
up to 14% commission over a 3 year period.

Small Business Loan

4% for new loans and 2% for additional capital.

Line of Credit

3% (first-time customer) or 2% (repeat customer) upfront on facility limit
- paid on the first drawdown and, upon extension, 1% p.a. of the avg.
drawn balance over the first term (first extension only).

New and repeat commissions are paid within 5 business days of the customer being funded. In the event that a customer applies direct to Reckon for a repeat loan, then a repeat commission will still be paid to the Introducer. Please refer to the Reckon Loans Introducer Schedule for more information.



Your questions answered

> Why is Reckon introducing Prospa?

At Reckon we have transformed the way small businesses access funding. We have made business lending smarter, faster and easier. That's why we partner with Prospa, Australia's leading online lender to small business, to change the loan approval process from stumbling blocks to stepping-stones.

> Tell me about Reckon Loans.

Reckon Loans, powered by Prospa, helps businesses access business funding solutions from \$2,000 to \$300,000. With Reckon Loans, powered by Prospa, you can offer your small business clients the choice of a flexible Line of Credit or a fixed-term Small Business Loan.

> How does Reckon work with Prospa?

Reckon Loans is powered by Prospa. Reckon Limited is not a provider of financial services. Reckon Limited acts as an introducer only.

> Does my small business client need security to access Reckon Loans, powered by Prospa, funding?

Prospa considers the health of a business to determine creditworthiness. For Small Business Loans or Business Lines of Credit, no asset security is required upfront to access up to \$100,000.

Your small business client need to continue to meet their obligations under the facility, such as payment obligations (as detailed in their contract), security will never be required. For facilities over \$100,000, Prospa takes security in the form of a charge over your assets.

> How much can my small business client borrow?

Prospa may be able to provide your business client with funding of up to \$300,000. The total amount will depend on the specific circumstances of their business.

> Do I need to hold or operate under an Australian Financial Services License (AFSL) to be a Reckon Loans partner (Introducer)?

You do not need to hold or operate under an AFSL to be a Reckon Loans partner. Prospa's legal advice is that our business loans (powered by Prospa) are a 'credit facility' within the meaning of the regulation 7.1.06 of the Corporations Regulations 2001 (Cth) and are therefore not a 'financial product'. As such, they are exempt under section 765A(1)(h)(i) of the Act. Prospa is the provider of the business funding and holds an Australian credit licence 454782.



Reckon Loans customer story

Finding the right financing solution for small business

Thriving day spa Simply Beautiful Hair and Beauty in WA has kept customers looking their best since the business' conception in 2012. But when owner Suzanne Flanders needed finance for expansion, an online solution delivered by Reckon Loans proved truly elegant.

> The need to expand

Since its opening, Simply Beautiful Hair and Beauty has specialised in offering complete day spa experiences including both hair and beauty treatments, which has provided the business with a competitive advantage against its local rivals.

However, in August 2016, with Perth experiencing an economic downturn following the end of the mining boom, Suzanne decided that her spa needed fresh investment in multiple areas. Her strategies included expanding the spa's premises, investing in more stations, and improving her marketing reach. These changes would enable the business to grow and remain profitable in such a harsh economic climate.

Without having the cash flow available to reinvest, Suzanne evaluated her external finance options. After discovering an offer from Reckon Loans, powered by Prosra, she shunned the big banks and applied for a small business loan.

"I saw Reckon Loans offer on Facebook, and learned that they can provide access to finance without needing you to submit a lot of paperwork such as business plans and projections," Suzanne said.

"I'm not a clairvoyant and don't have the time to spend away from the business creating forecasts, and usually the banks ask you to reassess and re-submit all the paperwork anyway. That's why Reckon Loans was an easier process to access finance, it was fantastic."

> Improved ROI

Suzanne had the funds needed in no time, and has used them to grow her business successfully.

"We used the funds to make changes in the salon like expanding the rooms, investing in marketing and bringing in a new product," Suzanne said.

"I had been researching into our new brand, Sk institute, for quite some time, and already it has been very successful. It is very affordable for clients, and in fact we had one of our best sales weeks in a long time following its launch."

With Simply Beautiful Hair and Beauty already seeing the benefits and return on investment on its small business loan, Suzanne is hopeful the spa will continue growing as the local economy gradually improves.

"If we can survive these tough times, then we should be great once things improve," She said. "It had been a tough few months, but at the end of the day it comes down to the quality of your staff, and how they upsell and promote products."

> A hassle-free solution

Suzanne's success story is an example of just one of the thousands of small businesses that have been helped by business loans from non-bank lenders.

When asked whether she would recommend Reckon Loans (powered by Prosra) to other small businesses, there was no doubt as to the answer.

"I would recommend them, particularly to people struggling to obtain finance from the big banks and other traditional lenders," Suzanne said.

"It was hassle free, they only considered my main business account, not my personal financial situation, and I did not have to provide any other paperwork."

To conclude, for small businesses like Simply Beautiful Hair and Beauty, obtaining hassle-free finance from online lenders like Reckon Loans is fast and the process is easy, allowing owners to keep the focus on pleasing their customers.



Partner with us today!

Our partners can offer business funding to clients and create a new revenue stream for their business.

3 steps to partner success



Register to become a Reckon Loans partner at [Reckon.com/au/partners-loans](https://reckon.com/au/partners-loans)

1



Receive access to the Partner Portal, powered by Prospa, packed with features include tracking leads in real time.

2



Choose your involvement. Hand hold your client from application to settlement or refer them to us and our award-winning service.

3

Call our friendly team on **1300 518 014** and get setup today.

professionalpartner@reckon.com | reckon.com/au/loans

Level 2, 100 Pacific Highway, North Sydney, NSW 2060

