Blueskin Bay Finance
Freedom to Grow

# BLUESKIN BAY PTY LTD

**ACN:** 099 688 016
**ABN:** 59 099 688 016
**Trading As:** Blueskin Bay Finance
**Australian Credit Licence:** 389132

---

## 1. Business Description

### "Specialising in Finance"

Blueskin Bay Pty Ltd, trading as **Blueskin Bay Finance**, is a finance and mortgage broking business that has been operating since **2002**.

The business has contractual arrangements with **Specialist Finance Group** and various finance companies, providing access to relevant lenders through their lender panels and enabling Blueskin Bay Finance to submit finance applications on behalf of clients.

As individual finance brokers and most finance broking businesses are generally unable to obtain direct agreements with every financial institution, aggregators such as Specialist Finance Group provide access to a broad range of lenders and finance products.

Blueskin Bay Finance also has employees and credit representatives who undertake finance and mortgage broking activities on behalf of the company. Both Directors, **Shaye Leanne Dunstan (Resigned)** and **Geoffrey Arthur Webb**, have been active licensed brokers in Western Australia.

## 2. Credit Activities

Blueskin Bay Finance engages in the following credit activities:

- Finance Broking
- Mortgage Broking

## 3. Credit Products

Our finance and mortgage broking activities may relate to the following types of credit products:

- Home Loans – First Mortgage
- Home Loans – Subsequent Mortgage
- Vehicle Loans
- Reverse Mortgages
- Credit Cards
- Car Leases
- Deposit Bonds

# 4. Our Credit Application Process

Blueskin Bay Finance does not make the final credit decision or formally assess applications on behalf of lenders. Our brokers assist clients by gathering and preparing the information required for a lender's credit assessment.
Our process includes:

### Step 1 – Initial Interview and Fact Find

We meet with the client to understand their financial position, requirements and objectives. An interview/fact find document is completed together with a **National Finance Broking Contract**.

### Step 2 – Understand the Client's Circumstances

We make reasonable enquiries about the client's:

- Financial situation
- Requirements
- Objectives
- Existing financial commitments

### Step 3 – Gather Supporting Information

We collect the information required to support the credit application and assist with the lender's assessment. This may include:

- Payslips
- Taxation returns
- Identification documents
- Employment letters
- Bank statements
- Details of existing loans and liabilities
- Other relevant financial information

### Step 4 – Verify Financial Information

Depending on the circumstances, we take reasonable steps to verify the client's financial position and living expenses.
The level of enquiry and verification will depend on the circumstances of each application.

## 5. Additional Enquiries

### More Extensive Enquiries

More extensive enquiries are likely to be required where:

- The potential negative impact on the consumer is likely to be relatively serious if the credit contract is unsuitable.
- The proposed loan is large compared with the consumer's capacity to repay.
- It is evident that the consumer has limited capacity to understand the credit contract.
- The product being considered is a reverse mortgage.

### Less Extensive Enquiries

Less extensive enquiries may be appropriate where:

- The credit contract has relatively simple terms that most consumers can easily understand.
- The consumer is an existing customer.

## 6. Preliminary Assessment

Our brokers make a preliminary assessment of whether the proposed credit is **not unsuitable** for the consumer.

This assessment is undertaken using appropriate industry software, available lender information and the broker's knowledge and experience.

Where credit is provided or credit assistance is provided, a copy of the assessment will be provided to the consumer upon request, where required.

## 7. Business Location and Operations

Blueskin Bay Pty Ltd conducts its finance and mortgage broking business from:

**Principal Place of Business**
9/39 Peppermint Gardens
Aubin Grove WA 6164
Our Finance and Mortgage Brokers may also meet with applicants at:

- The applicant's premises; or
- The applicant's home.

This provides flexibility for clients and allows our brokers to provide a more convenient and personalized service.

## 8. Typical Client Base

Blueskin Bay Finance provides finance services to clients from a broad range of demographics and financial circumstances.

Our typical client base includes:

- First home buyers
- Residential property buyers
- Existing property owners seeking further finance
- Commercial property and business clients
- Vehicle finance clients
- Clients requiring Deposit Bonds
- Clients seeking Reverse Mortgage products

The business sources loans across a broad range of lending requirements, depending on each client's individual circumstances, requirements and objectives.

## 9. Business Income

As a Mortgage and Finance Broking company, Blueskin Bay Finance receives **upfront and trail commissions** from various lenders.

A significant portion of this income is paid to our Representatives in accordance with the individual percentages and arrangements contained within their contracts.

The difference between the commissions received from lenders and the amounts paid to Representatives forms part of Blueskin Bay Pty Ltd's income.

The business also has **fee-for-service arrangements** in place with certain Representatives.

# 10. Business Structure and Operation

**Principal Place of Business:**
9/39 Peppermint Gardens

# 11. Functions We Intend to Outsource

Blueskin Bay Pty Ltd intends to outsource certain business functions to experienced external service providers and utilize industry services available through its aggregator. These outsourced functions support the day-to-day operation of the business and include accounting, industry software, loan lodgment systems and credit checking services.

## Accounting

Accounting services are outsourced to:
**R & L Harrison t/as GTAS**
47 Wheatley Street
Gosnells WA 6110
GTAS provides accounting services to support the financial management and accounting requirements of Blueskin Bay Pty Ltd.

## Industry Software and Loan Lodgments

Blueskin Bay Finance utilizes industry software and services made available to members through:

**Specialist Mortgages Pty Ltd t/as Specialist Finance Group**
This includes **SFG Connect 2.0**, which is used as the business's Customer Relationship Management (CRM) system and provides access to various industry tools and services.

Loan application lodgments are facilitated through **AOL**, which is part of the range of software and services available to members through Specialist Finance Group.

These systems assist our brokers with managing client information, processing applications and submitting finance applications to relevant lenders.

## Credit Checks

Credit checking services are provided through **Equifax** via **Specialist Mortgages Pty Ltd** and the **SFG Connect 2.0 CRM**.

These services assist our brokers in obtaining relevant credit information as part of the finance application and assessment process.

| | | |
|---|---|---|
| □□□□□□□□□ | □□□□□□□□□ | □□□□□□□□□ |