



N1 Commercial Lending (excludes broking)

Performance Update 22/01/2019

Overview

AVERAGE LOAN SIZE

We kept our loan size at a relatively conservative range



\$ 335,135

147 days



AVERAGE LOAN TERM

Majority of our loan terms are between 3 - 6 months

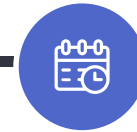
AVERAGE LOAN TO VALUE RATIO

Risk is kept as low as possible via low leverage ratio, subject to security type



LVR 61 %

20.51 %

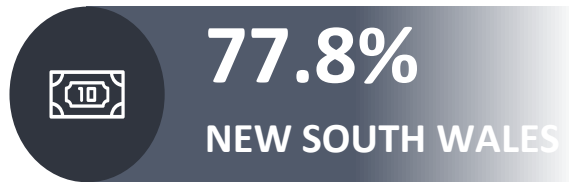


AVERAGE INTEREST RATE

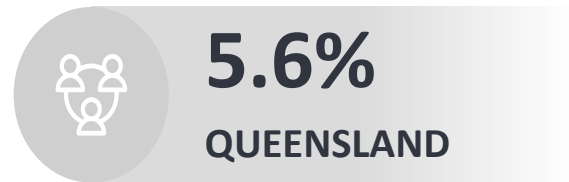
Wide margin of safety in return on capital to allow for competition if needed



Security Property Allocation by States



Most mortgaged properties are SYDNEY or NSW-based consisting of various type of properties



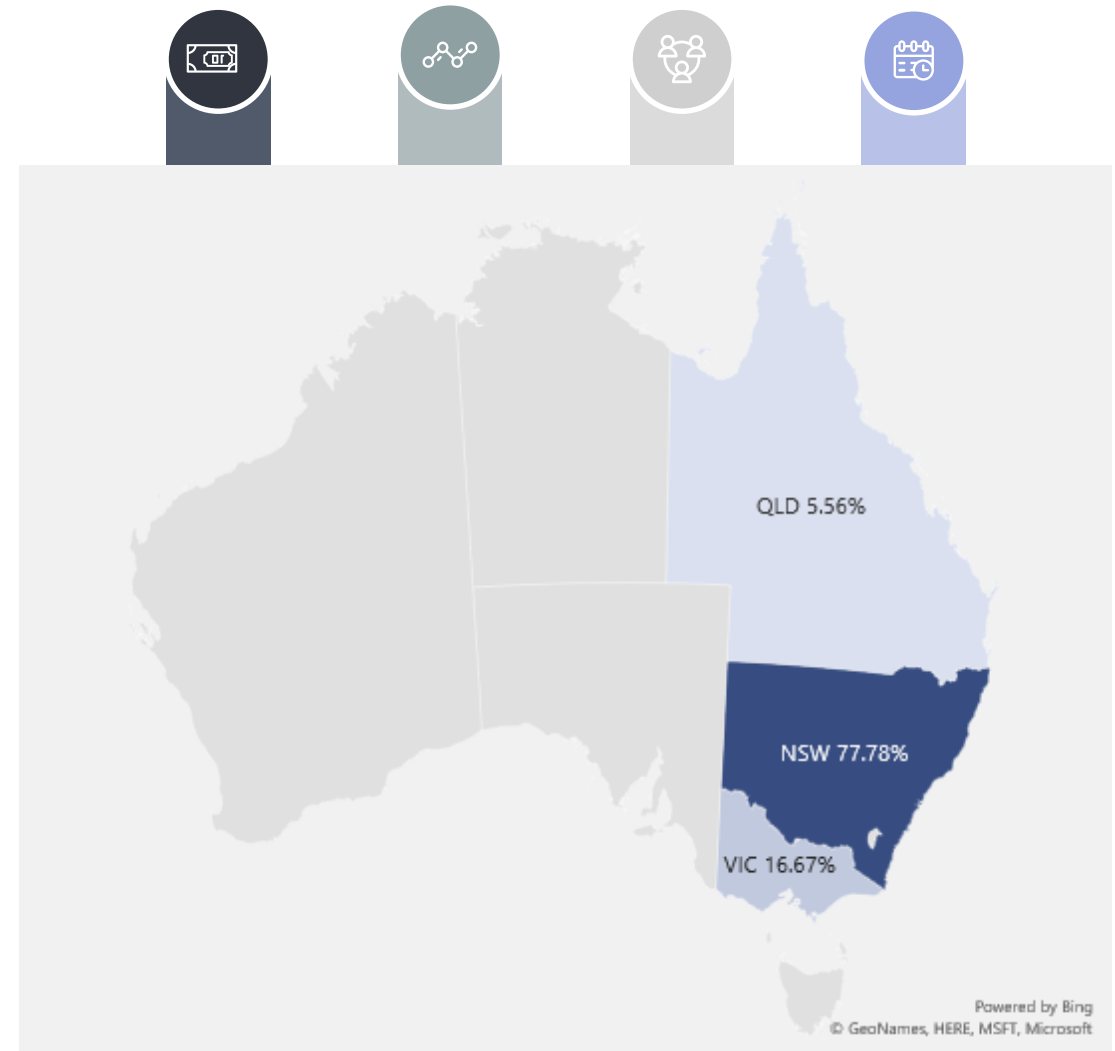
We are very selective in taking QLD properties as security unless it has low LVR, in some cases as low as 30+% LVR



Although not as high as NSW, it is still a significant jurisdiction with limited marketing and by word of mouth solely



At this stage the markets in NSW, VIC and QLD are sufficiently large to cater for our lending capacity



The Importance of Zeroes



NO PRIMARY RESIDENCE



We only take investment properties as security, (no primary residence) and ensure that the borrower is asset rich.

0 %

NO ARREARS



100% prepaid interest. No arrears of loans due to rigid credit policy.

0 %

NO DEFAULT



No loans in default due to rigid credit policy.

0 %



N1 is involved in the commercial credit market (business and commercial property lending) via two forms of activities: lending and broking.

All lending activities are geared towards SMEs. We do not lend to project developers. However, N1 performs broking activities in this segment.



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