

Understanding Loans

Have you ever wondered what your bank looks for when assessing your loan application?

Whether you're applying for a franchise loan, buying a new business, looking to grow your current business, thinking of buying your partner out, or need help with financing your equipment costs, it is important you understand the lending process to ensure your application is the best it can be.

No one wants to have their loan application knocked back, especially when they have invested significant time into it. That is why at BankWest, we believe it's important to help our customers and provide insight into what elements are essential for a loan to be successful.

Every client has a different set of needs, each finance situation has a unique set of circumstances, and every industry is different. Accordingly, we have taken the time to understand the needs of the independent grocery industry, and formulated lending guidelines to match.

Rather than looking at the value of bricks and mortar, we lend against the value of the business and the cashflow of the business to support its servicing. This approach allows owners to be able to free-up equity built up in the business for growth, expansion, purchasing of capital equipment, acquiring of new franchises and more.

Each case and type of loan sought has a different list of criteria. For a complete list to assist your financing application, contact BankWest.

At BankWest, we have a range of products to address all business finance requirements, from lending solutions to ongoing banking and transactional needs.



Our business banking specialists have expert industry knowledge and are committed to helping independent supermarket owners get the best financial solutions for their business.

"You align your expert knowledge to your customers' individual needs, so it's only fair we do the same thing for you," explained BankWest Business Development Manager, Vaughan Green.

"Our specialists will meet with you face-to-face to talk over your business requirements, and help you understand your own goals and what is needed to attain them.

"We understand the importance of growth, maximising the benefits of gearing, and are committed to developing tailored solutions to meet your specific needs (including the right terms and debt structure) – to help you get one step closer to having your loan application granted."

To find out more about how BankWest can help you grow, visit your local Business Banking Centre, or call one of our industry experts:

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