



Greg Woszczalski

GROW FINANCE

1st Place: Debtor Finance Loans

A new entrant in the ranking this year, SME lender Grow Finance was ranked first for its debtor finance products. Greg Woszczalski, executive director of Grow Finance, outlines what makes their product a hit with brokers

Q. Why do you think your debtor finance product is so popular with brokers?

Clarity is king; we believe a quick ‘no’ is as powerful as our usual ‘yes’! We make the process very simple.

Debtor finance is often complicated, so we try to take as much of the unknown out of the credit approval process in the first instance. Management and credit sit adjacent to the sales and operations team. If a deal comes in that is complex or unusual, it is workshopped with all parties, including credit, internally, so we can go back to our brokers with our appetite before going into a lengthy application process. This way, all parties – broker, BDM, credit and operations – are all up to speed on the project prior to it commencing.

Q. What are the main benefits of this product for borrowers?

Same-day funding, limit increases on request and approved within 48 hours, interest only payable on drawn funds, dedicated client account manager for each borrower, 85 per cent advance rate, can be linked to any of our other products – supply chain/trade finance, asset finance, insurance premium funding or business loans, simple client portal for borrowers to manage their account online, and market-leading rates.



Jamie Osborn

GETCAPITAL

1st Place: SME Loans under \$250K

Jamie Osborn, CEO of GetCapital, provides his thoughts on why the lender is top choice for brokers when it comes to larger SME loans

Q. Why do you think your products are so popular with brokers?

We’re honoured to be first in this category for the second year in a row. The consistent feedback from brokers has been our strong focus on product innovation and the support they receive from our BDMs who understand their needs and those of their clients.

Speed to market – accelerated by our existing technology foundations – has also been important, particularly during COVID.

We were the only lender to include an overdraft product as part of the SME Guarantee Loan Scheme, which was critical in uncertain times when businesses preferred the flexibility of revolving facilities.

Q. What are the main benefits of this product for borrowers?

At GetCapital, we’re technology-driven problem-solvers by nature. We’re continuously evolving as a business and improving the experience around simplicity, certainty and flexibility.

For us, it’s not just about quick approvals; more importantly, it’s about convenience and enhancing the broker and customer experience. We solve our customers’ problems while saving them time and effort. If we can deliver on this in every experience across every touchpoint, we believe we will go a long way in building long-term relationships with brokers. ■