

NFF Agribusiness Loan Monitor: September 2013



The National Farmers' Federation (NFF) *Agribusiness Loan Monitor* compares the movement in agribusiness loan rates of the major banks and other financial institutions to shed light on bank rates and products. This tool is designed to help farmers and rural business operators to make decisions regarding banking products.

The objective of the monitor is to track the relative movement in interest rates. The products included in these tables give the best like for like comparison for this purpose and are not meant as a comprehensive listing of all products offered by the institution to primary producers. The *Agribusiness Loan Monitor* is released each month following the Reserve Bank of Australia rate announcements. The NFF provides this valuable tool to all Australian farmers in partnership with Canstar.

Agri Term Loans

Company	Product	Change from July to August 2013*	Change from Aug to Sept 2013*	2012 to 2013 financial year NB: RBA cut – 0.75%	2013 to 2014 financial year NB: RBA cut – 0.25%
ANZ Agribusiness	Bus Loan Var (Bus Asset)	0.25% decrease	No change	0.65% decrease	0.25% decrease
BankSA Agribusiness	Agri Bus Loan Variable	0.25% decrease	No change	0.60% decrease	0.25% decrease
BankWest Agribusiness	Business Low Rate Loan (All Sec)	0.25% decrease	No change	0.40% decrease	0.25% decrease
Bendigo Bank	Term Loan	No change	0.25% decrease	0.55% decrease	0.25% decrease
CommBankAgri	Agribusiness Variable Loan	No change	0.25% decrease	0.60% decrease	0.25% decrease
nab Agribusiness	Bus Opts InstalVarStd	0.25% decrease	No change	0.65% decrease	0.25% decrease
SuncorpAgri	Business Essentials	No change	0.25% decrease	0.64% decrease	0.25% decrease

Agri Overdrafts

Company	Product	Change from July to August 2013*	Change from Aug to Sept 2013*	2012 to 2013 financial year NB: RBA cut – 0.75%	2013 to 2014 financial year NB: RBA cut – 0.25%
ANZ Agribusiness	Revolving Agri Line	0.25% decrease	No change	0.65% decrease	0.25% decrease
BankSA Agribusiness	Agri Business Maximiser	0.25% decrease	No change	0.60% decrease	0.25% decrease
BankWest Agribusiness	AgriOne Overdraft	0.25% decrease	No change	0.50% decrease	0.25% decrease
Bendigo Bank	Seasonal Overdraft	No change	0.25% decrease	0.55% decrease	0.25% decrease
CommBankAgri	Agribusiness Overdraft	No change	0.25% decrease	0.60% decrease	0.25% decrease
nab Agribusiness	Farmers Choice OD	0.25% decrease	No change	0.65% decrease	0.25% decrease
SuncorpAgri	Business O/D	No change	0.25% decrease	0.40% decrease	0.25% decrease
Westpac Agribusiness	Agribusiness Overdraft	0.25% decrease	No change	0.63% decrease	0.25% decrease

Source: www.canstar.com.au. August data current from 16 July to 19 August 2013; September data current 20 September to 18 September 2013.

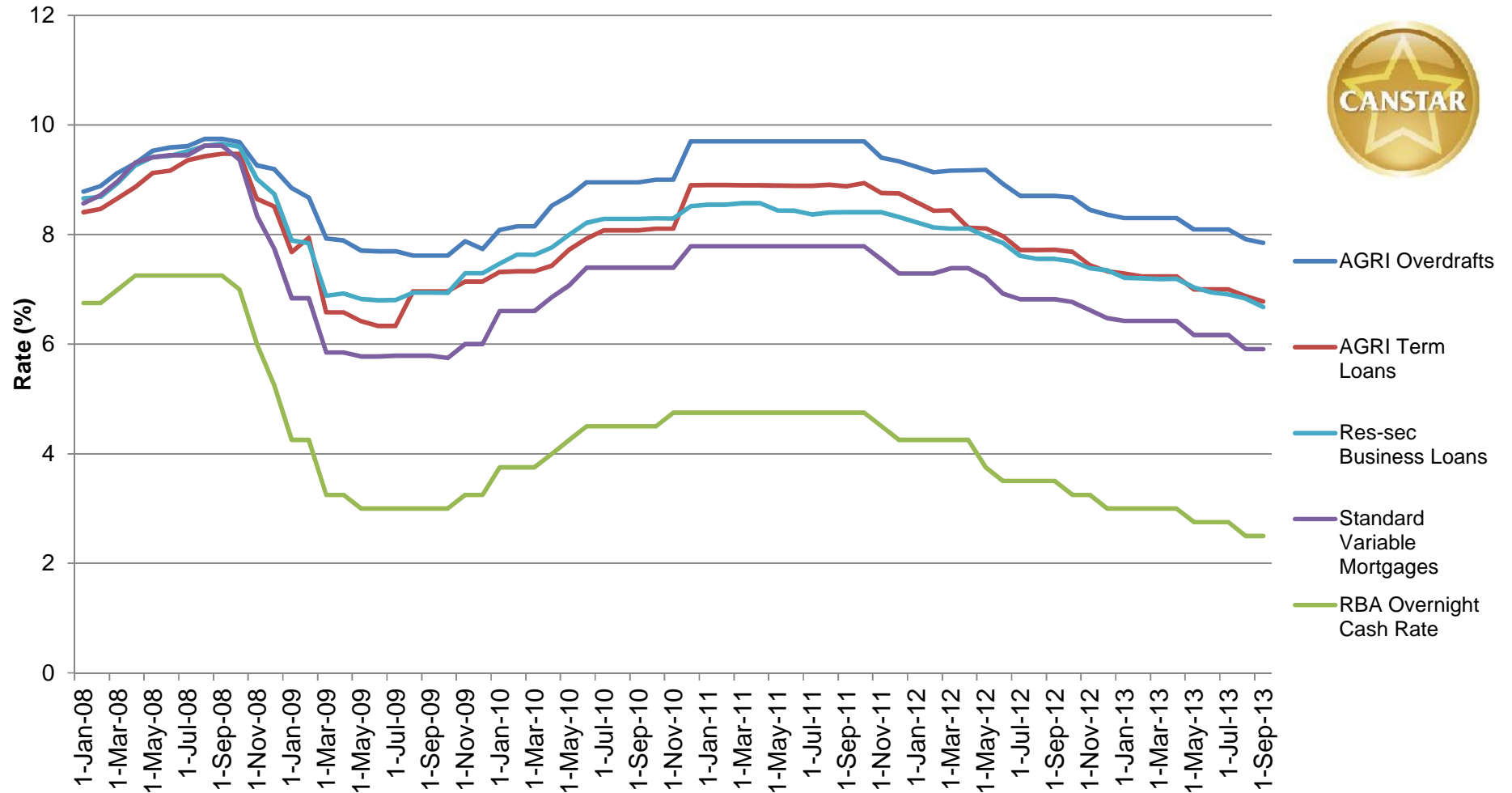
Notes to tables:

- Each loan has a different set of fees, features and benefits which should be considered in addition to interest rate when choosing a loan.
- *Change from base rate where applicable.

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Average Lending Rates:



Source: www.canstar.com.au, base rates used where applicable, risk margins may apply.