

NFF Agribusiness Loan Monitor: December 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 Oct to Nov 2013* | Change from Nov to Dec 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) | No change | No change | 0.65% decrease | 0.25% decrease |
| BankSA Agribusiness | Agri Bus Loan Variable | No change | No change | 0.60% decrease | 0.25% decrease |
| BankWest Agribusiness | Business Low Rate Loan (All Sec) | No change | No change | 0.40% decrease | 0.25% decrease |
| Bendigo Bank | Term Loan | No change | No change | 0.55% decrease | 0.25% decrease |
| CommBankAgri | Agribusiness Variable Loan | No change | No change | 0.60% decrease | 0.25% decrease |
| nab Agribusiness | Bus Opts InstalVarStd | No change | No change | 0.65% decrease | 0.25% decrease |
| SuncorpAgri | Business Essentials | No change | No change | 0.64% decrease | 0.25% decrease |

Agri Overdrafts

| Company | Product | Change from Oct to Nov 2013* | Change from Nov to Dec 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 | No change | No change | 0.65% decrease | 0.25% decrease |
| BankSA Agribusiness | Agri Business Maximiser | No change | No change | 0.60% decrease | 0.25% decrease |
| BankWest Agribusiness | AgriOne Overdraft | No change | No change | 0.50% decrease | 0.25% decrease |
| Bendigo Bank | Seasonal Overdraft | No change | No change | 0.55% decrease | 0.25% decrease |
| CommBankAgri | Agribusiness Overdraft | No change | No change | 0.60% decrease | 0.25% decrease |
| nab Agribusiness | Farmers Choice OD | No change | No change | 0.65% decrease | 0.25% decrease |
| SuncorpAgri | Business O/D | No change | No change | 0.40% decrease | 0.25% decrease |
| Westpac Agribusiness | Agribusiness Overdraft | No change | No change | 0.63% decrease | 0.25% decrease |

Source: www.canstar.com.au. November data current 15 October to 20 November 2013; December data current 21 November to 16 December.

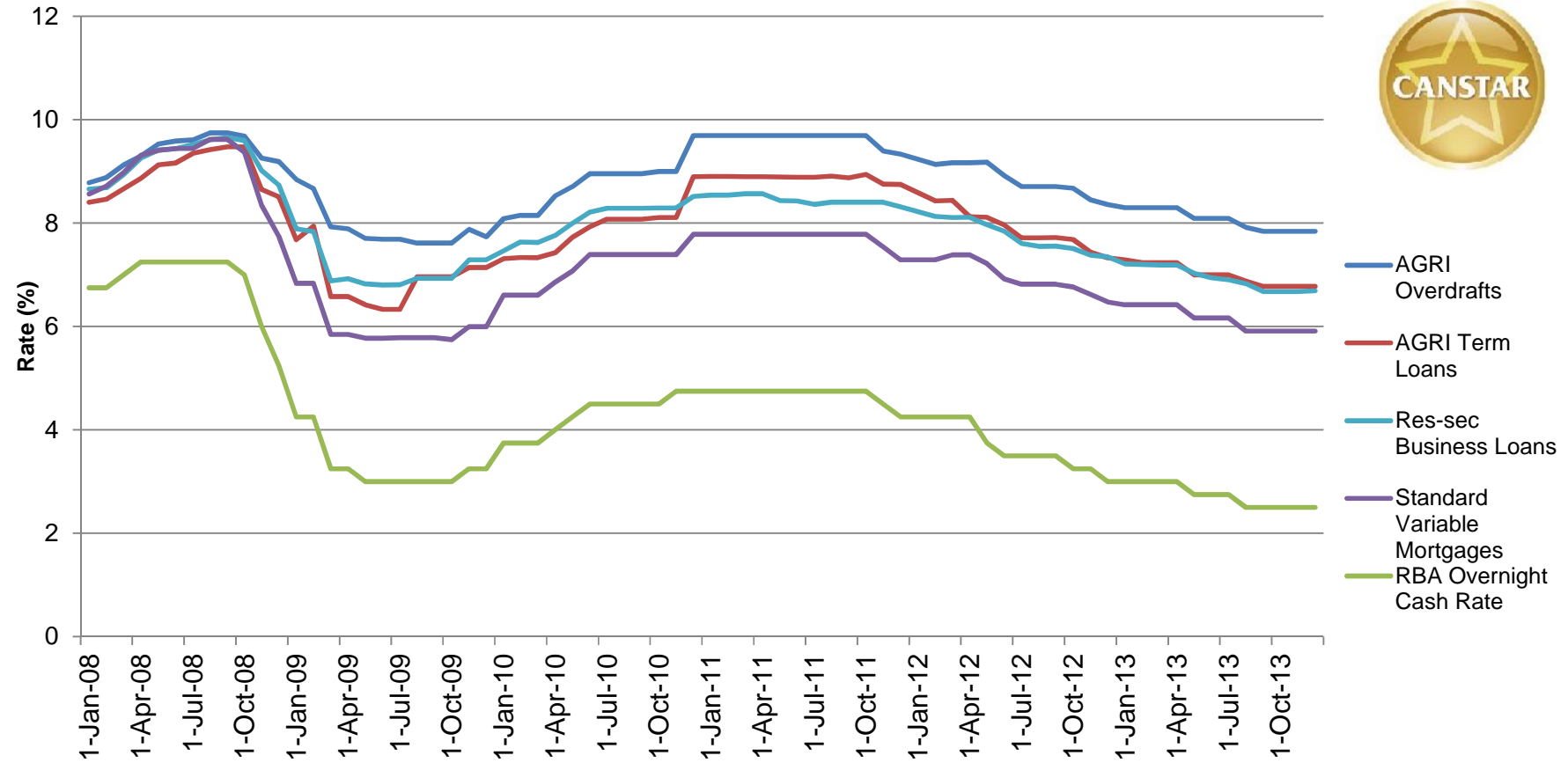
Notes to tables:

- 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.