

BASELINE FINANCE

Untangling a complex banking structure for a growing WA industrial business.

Hydraulics, piping & mining services | Forrestdale WA | 10+ years



<p>CLIENT SNAPSHOT</p> <p>INDUSTRY Hydraulics, piping & mining services</p> <p>LOCATION Forrestdale, WA</p> <p>TENURE 10+ years</p> <p>OBJECTIVE Structure review + property funding</p>	<p>BACKGROUND</p> <p>A Perth-based industrial services business had grown strongly, adding facilities, entities and security properties over time.</p>	<p>MANDATE</p> <p>Review the existing banking platform, reduce unnecessary complexity and secure funding for commercial property completion.</p>
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THE CHALLENGE

The task was not simply to obtain finance. It was to unwind a legacy structure that had become difficult to assess, price and administer.

- Multiple facilities across different entities
- Security spread across too many properties
- True lending costs difficult to understand
- Spouses included as guarantors on business debt
- Potential tax and structuring concerns
- Complexity creating avoidable risk and administration

WHAT WE UNCOVERED

The lending arrangements no longer reflected the maturity of the business, the intended ownership structure or the level of flexibility required by the owners.

<p>1</p> <p>Map</p> <p>Facilities, guarantees and securities were mapped across entities.</p>	<p>2</p> <p>Tender</p> <p>Major lenders were approached through a structured banking process.</p>	<p>3</p> <p>Restructure</p> <p>Debt was aligned to the correct borrowers and unnecessary support was reduced.</p>
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THE SOLUTION

- Full review of the existing lending structure
- Facilities and securities mapped across entities
- Competitive tender with multiple major lenders
- Debt restructured into appropriate borrowing entities
- Non-business guarantors removed where appropriate
- Funding secured for commercial property completion

<p>0.75%</p> <p>COMMERCIAL RATE REDUCTION P.A.</p>	<p>Cleaner</p> <p>TRANSPARENT LENDING STRUCTURE</p>	<p>Reduced</p> <p>SECURITY COMPLEXITY</p>	<p>Removed</p> <p>SPOUSES AS GUARANTORS</p>
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FINAL THOUGHT

Business banking structures often evolve over time, and not always efficiently. A structured review can reveal cleaner, more flexible options.