



NFF Agribusiness Loan Monitor: February 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 Nov to Dec 2012*	Change from Dec 2012 to Jan 2013*	Change from Jan to Feb 2013*	Financial year to date (July 2012 to Feb 2013). NB: RBA rate cut – 0.50%
ANZ Agribusiness	Bus Loan Var (Bus Asset)	No change	0.20% decrease	No change	0.35% decrease
BankSA Agribusiness	Agri Bus Loan Variable	0.20% decrease	No change	No change	0.35% decrease
BankWest Agribusiness	Business Low Rate Loan (All Sec)	0.15% decrease	No change	No change	0.15% decrease
Bendigo Bank	Term Loan	No change	0.15% decrease	No change	0.30% decrease
CommBankAgri	Agribusiness Variable Loan	0.20% decrease	No change	No change	0.40% decrease
nab Agribusiness	Bus Opts InstalVarStd	0.20% decrease**	No change	No change	0.40% decrease
SuncorpAgri	Business Essentials	No change	0.20% decrease	No change	0.39% decrease

Agri Overdrafts

Company	Product	Change from Nov to Dec 2012*	Change from Dec 2012 to Jan 2013*	Change from Jan to Feb 2013*	Financial year to date (July 2012 to Feb 2013). NB: RBA rate cut – 0.50%
ANZ Agribusiness	Revolving Agri Line	No change	0.20% decrease	No change	0.40% decrease
BankSA Agribusiness	Agri Business Maximiser	0.20% decrease	No change	No change	0.35% decrease
BankWest Agribusiness	AgriOne Overdraft	No change	No change	No change	0.25% decrease
Bendigo Bank	Seasonal Overdraft	No change	0.15% decrease	No change	0.30% decrease
CommBankAgri	Agribusiness Overdraft	0.20% decrease	No change	No change	0.40% decrease
nab Agribusiness	Farmers Choice OD	0.20% decrease**	No change	No change	0.40% decrease
SuncorpAgri	Business O/D	No change	0.20% decrease	No change	0.40% decrease
Westpac Agribusiness	Agribusiness Overdraft	0.20% decrease	No change	No change	0.38% decrease

Source: www.canstar.com.au. December data current as of 17 December 2012; January/February data current as of 20 February 2013.

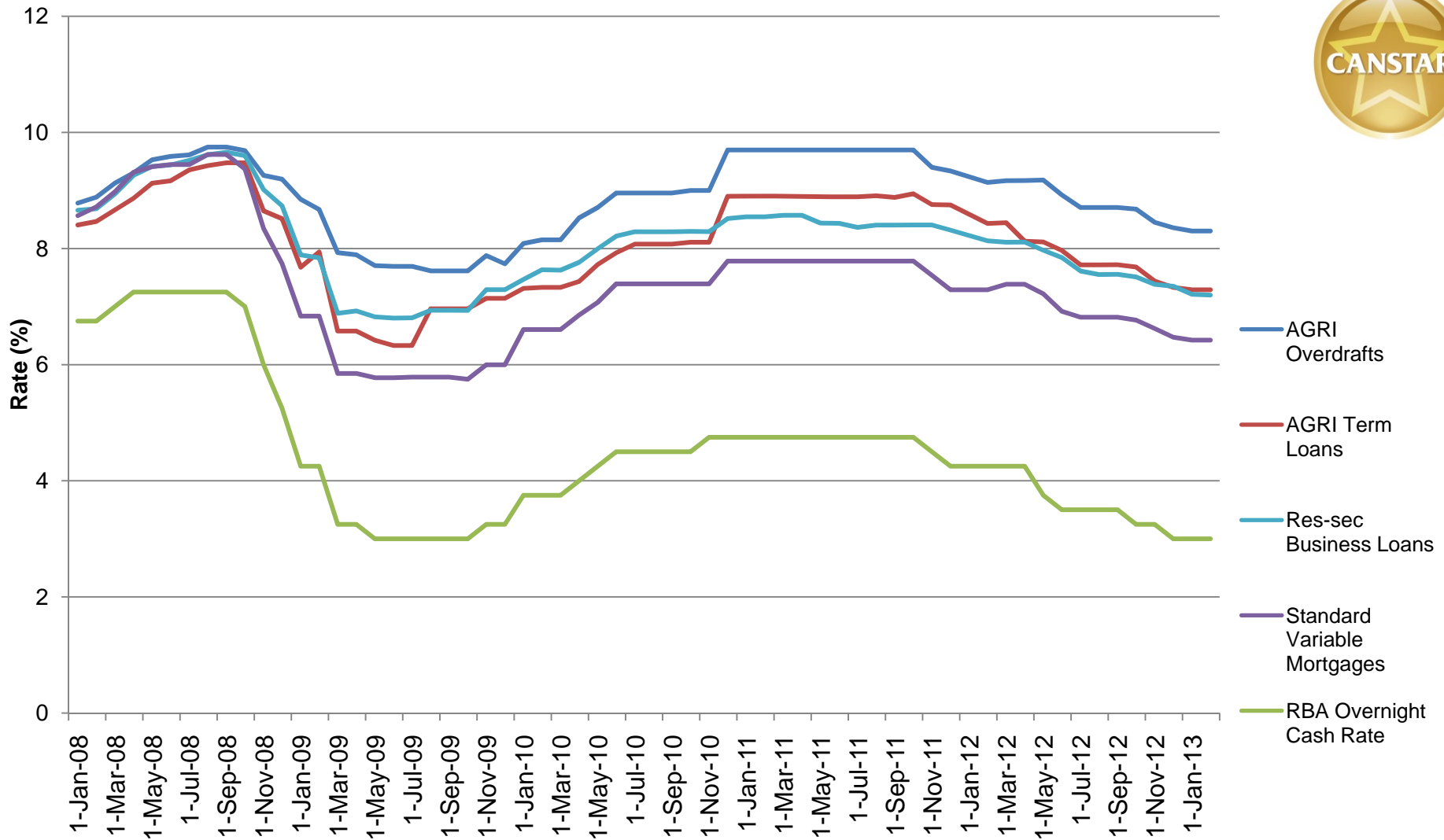
Notes to tables:

- 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.
- **Note, the 0.20% reduction to nab's term loan and overdraft was not captured in the initial December Agribusiness Loan Monitor data. Canstar apologises for any inconvenience.

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Average Lending Rates:



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