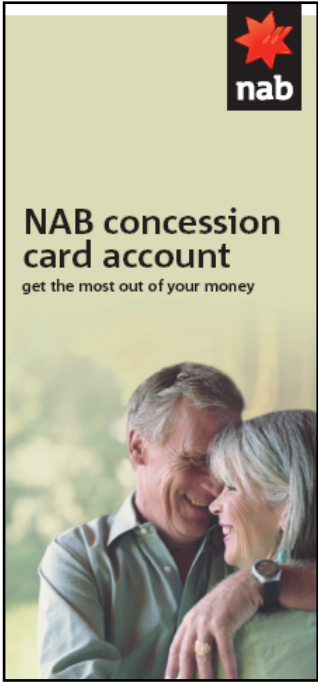
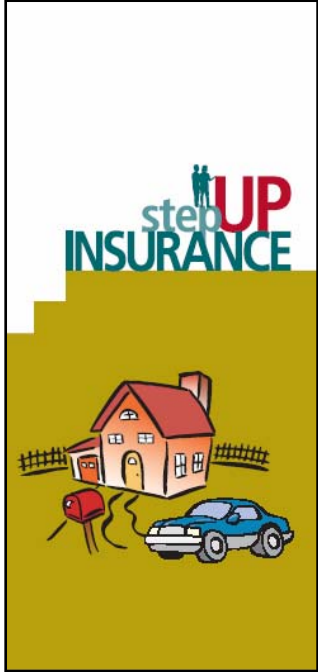
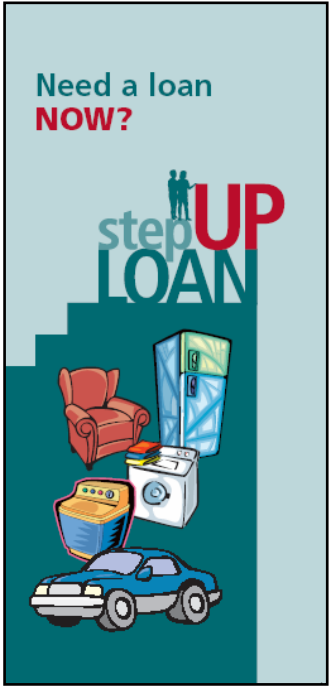


# Microenterprise Loans Program

## Update

*backing people, not just banking them*

# NAB's Microfinance Product Suite



NILS Capital Distribution



# What & why microenterprise?

## What?

- > Unsecured business loans for people on low incomes who have few or no avenues to access affordable business credit.
- > Available to help start-up or support an existing business of five or fewer employees.
- > Offered on a not-for-profit basis.

## Why?

- > Reinforces NAB's leadership position in the SME market by demonstrating our commitment to giving small business an opportunity to grow and prosper.
- > Strengthen NAB's brand position by sending the message we are; *'Backing People Not Just Banking Them'*.

# The 3 Delivery Models



**nab**

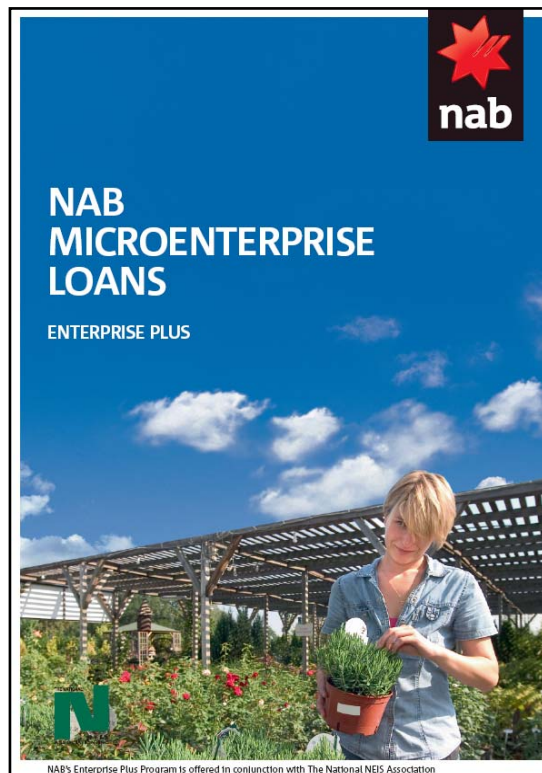
**NAB  
MICROENTERPRISE  
LOANS**

YOUNG ENTREPRENEURS (18 - 29 YEARS)



**enya**


NAB's Young Entrepreneurs Program is offered in conjunction with the Enterprise Network of Young Australians (ENYA)



**nab**

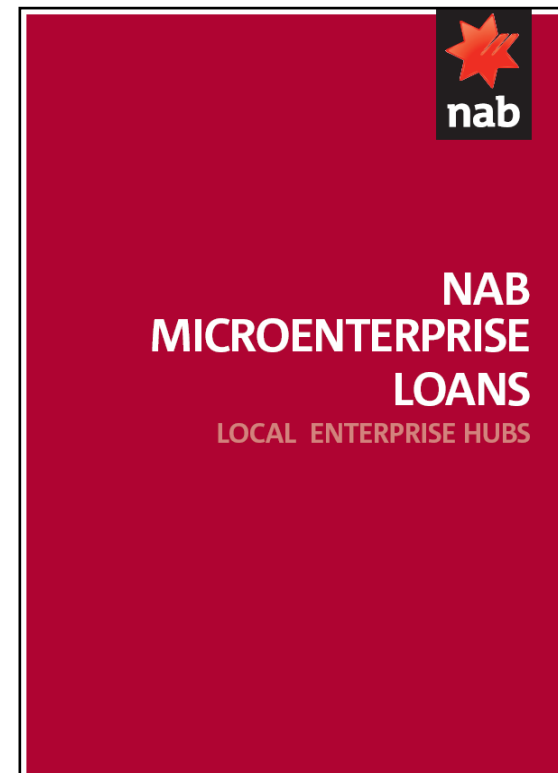
**NAB  
MICROENTERPRISE  
LOANS**

ENTERPRISE PLUS



**N**

NAB's Enterprise Plus Program is offered in conjunction with The National NEIS Association



**nab**

**NAB  
MICROENTERPRISE  
LOANS**

LOCAL ENTERPRISE HUBS

# Self assessment and eligibility

- > To be considered for a NAB Microenterprise Loan under the Local Enterprise Hubs Program clients must meet these criteria.
    - Be 18 years and over.
    - Be an Australian Citizen or Permanent Australian Resident.
    - Not have had bankruptcies in last 7 years.
    - Be seeking a business loan of between \$500 and \$20,000 to start or expand an enterprise with 5 or fewer people.
    - Be willing to participate in, and complete, prearranged business literacy training if required.
    - Be willing to work with a mentor for at least 12 months.
-

# Assessment interview

- > During the interview a NAB business banker will:
    - ensure clients are not eligible for a normal NAB business loan;
    - assess the general strength of clients business idea;
    - do a personal credit check to ensure clients have no overdue or outstanding unpaid debts of \$500 or more;
    - confirm that clients are able to take on the repayment needs of any loan;
    - do a company search to confirm ownership, proprietorship, directorship and structure (for existing businesses); and
    - seek advice from a qualified training provider on clients training needs and recommend a suitable business literacy training program (if required).
-

# Business literacy training

- > If clients business skills need further development they may be asked to do some business literacy training.
  
- > The training aims to ensure that NAB Microenterprise Loans recipients:
  - understand the technical and operating skills needed for a particular business field;
  
  - acquire general business management skills (e.g. budgeting, marketing, legal and financial management skills); and
  
  - have the ability to complete a basic business plan that meets NAB's minimum requirements.

# But it's a business loan

## Loan features

- > Size - \$500 - \$20,000;
- > Interest rate - 9.95% p.a (fixed);
- > Up to 3 years repayment period;
- > 90 day access period is interest free;
- > Not-for-profit.

## Banker involvement

- > Loan assessment interview
- > Loan approval
- > Ongoing clients relationship and

# More information

> Full information is available at:

[www.nab.com.au/microenterpriseloans](http://www.nab.com.au/microenterpriseloans)

> Alternatively, you can contact NAB directly via email:

[microenterprise@nab.com.au](mailto:microenterprise@nab.com.au)

> Ph 03 8634 0678