



Zagga Lending for Advisers

Fast and flexible lending

Why zig when you can Zagga?

Zagga



Zagga

How Zagga Works for Advisers

Zagga is a mortgage-secured lending and investments platform, specialising in first mortgage-secured loans.

Our focus is on developing mutually beneficial relationships within the adviser network to introduce loans through our purpose-built adviser portal.

Zagga operates in assisting with those loan proposals that fall just outside of normal mainstream lending criteria. We are not interested in the loans the banks won't do, rather the loans the banks can't do, for a variety of reasons. For many borrowers, Zagga is able to provide initial funding until the client conforms to normal bank lending criteria and can then refinance with a mainstream bank.

We are a small team and operate differently from other lenders. We have the flexibility to structure each loan to meet the requirements of the borrower and can provide an answer (yes or no) within an hour of receiving your application and all relevant supporting information.

Loans can be fully funded within hours of listing.

Loan Applications in 6 Steps

1 REGISTER YOUR ADVISER ACCOUNT

You'll need the following:

- Join - by signing up which you will then receive a verification email.
- Once you've joined - you can then select to register as a adviser.
- You'll need a valid drivers license or passport.

2 COMPLETING A LOAN APPLICATION

- Registering your client - you will need a copy of your client's identification. If you require us to complete verification for you please contact us.
- To complete a loan application, upload your clients documents. See the 'Loan application requirements' page to find out more.

3 ASSESSMENT & OFFER

- We may contact you to ask for additional information to aid in assessment of your loan application
- The loan offer is then sent to you in the first instance. You will be required to accept terms and conditions, including fee structure, on your clients behalf. The offer will then be sent to your client for final acceptance.
- Once your client accepts the offer, the loan will be available for funding on our platform.

4 LOAN FUNDING

- Investors can then elect to invest in the loan, from \$1,000 to the full amount.
- Once fully funded, you will be sent an email in confirmation. A member of our team will also contact you to confirm a settlement date (which will require a minimum 7 business days) and whether the borrower is GST registered..

5 SETTLEMENT

- Our solicitors will draft documentation to be sent to your client's lawyers along with our platform fee invoice (which is inclusive of your adviserage fee) and a request for the clients certified identification and confirmation of nominees.
- Drawdown is actioned (inclusive of our platform fee if capitalised) once all documentation has been received and finalised.
- Once payment of the platform fee has been received, your adviser invoice will be paid.

6 MONTHLY INTEREST & MATURITY

- Our trustee, Magna Trust, will deduct your client's monthly interest by direct debit authority each month;
- Our team will communicate with you directly if there are any issues with the conduct of the loan.
- Our team will make contact with you 6-8 weeks before maturity to discuss the borrowers intentions (eg) refinance for a further term or repayment.

Key Points for Advisers

Zagga does not operate a 'claw-back' system on adviser-initiated deals.

All Zagga loans must be secured via first mortgage over residential or commercial property.

We lend from \$25,000 up to \$2 million. For higher lending requirements, talk to the team.

Borrowers can be either Trusts or Companies. We cannot accept loan applications where the borrower is under a personal name.

PRICING

Each borrower is assigned a credit score which is based on the loan to value ratio, and the borrower's ability to repay the loan. An interest rate and platform fee is then determined by the credit score as well as an evaluation of the underlying security property. Essentially, the lower the LVR and the stronger the serviceability aspect, the lower the interest rate and platform fee.

LVR

Our preferred maximum LVR is 65% inclusive of capitalised interest and fees however we have some flexibility to look at higher LVR deals on a case by case basis.

LOAN TERMS

Loan terms up to 5 years are available however our investors have demonstrated a strong preference for short term deals (<12 months).

LOAN PAYMENTS

Monthly interest only or capitalised.

LOAN TYPES

Loan product classes include the following:

- Residential and commercial property purchase/investment
- Property development/construction
- Bridging
- Equity release
- Business finance
- Plant and equipment (handled through our specialist partners)

Loan Application Requirements

All advisers are required to register as a adviser via Zagga's Adviser Portal.

Once registered you will be able to upload a loan application on your client's behalf.

You will also be requested to upload all supporting documentation however this can also be sent directly to Zagga's General Manager, Credit, Bill Calder; bill@zagga.co.nz

The usual documentation is required as follows:

- Evidence of the value of the property being offered as security (registered valuation, rating valuation, etc);
- Your application including Authority to Act;
- Statements of position from each borrower/director;
- Evidence of income available to service the loan;
- 3 months of bank statements
- Any other information that you may consider appropriate (e.g.) Business Plan

When a loan has been assessed and approved, an offer to list the loan is emailed directly to you as the introducing adviser for acceptance on your client's behalf. Upon acceptance, the offer will then be automatically emailed to your client for final acceptance.

As soon as your client has accepted the offer the loan will be automatically listed on the Zagga Platform for funding by registered investors.

no information is available to investors until the loan has been listed.

Borrowers may withdraw an application at any time during the funding process without incurring any cost. However as soon as the loan becomes fully funding a binding contract is created and there will be a cost for the withdrawal of the application.

Register as an investor

Advisers can also register as an investor. There is no obligation in doing so but it will serve two useful purposes:

1. Will enable you to understand the process, which will in turn help you to assist your clients;
2. Will enable you to view full details of all the loans listed on the platform and those loans that have been successfully funded and settled. This will give you a good understanding of the types of loans that attract investors' interest.

Introduce Investors and Earn

We also operate an introducer referral scheme whereby we pay commission for any investors introduced to Zagga, who successfully fund any loans listed on the website.

More information on this can be found at www.zagga.co.nz/introduce. Advisers can introduce both borrowers' and investors, thereby earning a commission on both.

For more information

Simply call or email us; we would love to hear from you.

We're available any time.



Bill Calder

General Manager Credit Risk

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