

The Business case for registering your loans on the Omicron Platform





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Description of the platform

The Omicron commercial mortgage network platform allows commercial lenders and brokers to see each other's track record in commercial mortgage lending.

Lender members register their loan metrics on the platform. This data is searchable by broker members to find lenders whose past lending activity matches their borrower's requirements.

Lender's can see and search the track records of brokers. This provides valuable insight including the broker's experience in the loan type and star rating.

Finally the platform serves as an origination channel for brokers (and indirectly lenders) through the public facing search that allows borrowers to find the broker with the most experience in setting loans that match their requirement.



Data collected (and searched)

The data collected (the “Scenario”) for each loan is:

1. Advance date;
2. Security suburb;
3. Principal;
4. Interest rates (higher and lower);
5. Establishment fee;
6. Security type and sub-type (from a drop down);
7. Purpose and sub-purpose (from a drop down);
8. LVR;
9. Broker and star rating;
10. Lender and star rating;
11. Solicitor and star rating;
12. Discharge date;
13. Underwriting features (eg: no-pre sales, ATO debt, ex-bankrupt etc).



Is the Data credible?

All loans registered on the platform show the following parties:

1. The lender;
2. The broker*;
3. The lender's solicitor.

Thus there are three parties that implicitly warrant the information on each loan and who platform members have an open invitation to contact to discuss the details of each loan.

This gives the data great credibility and therefore analytical value.

*The identity of the broker may be withheld by the lender.



Why register your loans?

Lenders traditionally advertise by sending brokers a lending matrix. The problem is these are typically aspirational, describing the loans the lender wants to do, rather than their actual track record. At worst brokers see them as bait and switch advertising (especially regarding rates) and at best as noise (there being so many lenders chasing vanilla scenarios).

Some lender's showcase historical loans they have done on their website, which highlight their unique capabilities. However as this information is not part of an industry wide searchable catalogue it is therefore unlikely to be read by a broker at the exact moment they need the information.

Omicron allows brokers to find the lender they need, when they need the information, based on the lender's track record. This information is so targeted, and so relevant, that brokers infinitely prefer it to trying to remember what appeared in a lending matrix which they read at some time in the past but can no longer find.



How the Lender benefits

Each loan scenario a lender registers on the platform acts as a perpetual advertisement of the types of loans the lender can do.

This is because brokers find lenders by searching scenarios. It follows that leads generated this way are highly qualified. The broker is looking to place exactly the type of loan the lender has done, usually in the recent past.

The top result in a search is the lender with the most matching loans, the second result the second most and so on. Just as with a Google search it is the first few results that get all the business. It follows that leads generated through the platform tend to correlate with scenarios the lender has niche speciality in serving.



How the Broker benefits

The broker participant in each loan benefits because their inclusion adds to their certified track record and therefore credibility. This “opens doors” for them with lenders they have no established relationship with.

Just as Airbnb users gravitate towards hosts with the longest track records and highest star ratings, so to do lenders prefer to deal with brokers who have the best track record on the platform.

Additionally brokers also benefit because members of the public search can search for a broker on Omicron’s public facing search engine. This search allows borrowers to search brokers by Scenario. The broker with the highest number of loans for the scenario gets returned at the top of the results.



The danger of not participating

Lenders who do not participate face two main commercial disadvantages:

1. They miss out on leads from brokers who would have found them via the platform.
2. Brokers who otherwise would bring them deals gravitate instead to platform members to reap the rewards of advertising their loans via the public facing Omicron broker search. Just as shoppers customise supermarkets with loyalty programs, brokers take their business where they can get added rewards.



The effect on bad brokers

Lenders who accept applications from a large number of brokers (as opposed to sourcing loans from borrowers direct and/or a handful of trusted brokers) can benefit greatly by checking the track record of a broker on the platform before considering a new enquiry.

5 star ratings and complimentary reviews over a large number of loans and lenders are commercially comforting. Brokers who are given bad star ratings, or who introduce loans with impairments, typically ask to be removed from the platform.

It follows that poor quality brokers will increasingly take their poor quality leads to lenders who are not members of the platform. This is because by doing so they can avoid consequences for their bad behavior.



How does the search work?

Loans do not appear in search results. Instead when a scenario is searched the results return the type (lender or broker) being searched and show how many such loans that company has done:

73 Brokers who have loans

Notes Name

Searching for Brokers

- Suburb and State
- Search Radius
- Principal
- Priority
- Lower Rate
- Higher Rate
- Establishment Fee
- Scenario
- Security Type
- Lvr
- Settlement Date
- Term
- Broker Stars from Lender
- Lender Stars from Broker

76 Matching Loans

[Details](#)

Anthony Marquez
0433 430 720
anthony@universalfinance.net.au

\$33.76M	Current Loan Book	44	Discharged Loans
\$32.38M	Discharged Loan Book	0%	Shortfalls (of capital loaned)
32	Current Loans	69	Positive Lender Reviews

5.0 Out of 5 Stars

★★★★★

Top Rated!

48 Matching Loans

[Details](#)

John Dickinson
0412 831 100
jdickinson@comdirect.com.au

\$26.57M	Current Loan Book	17	Discharged Loans
\$16.98M	Discharged Loan Book	0%	Shortfalls (of capital loaned)
31	Current Loans	32	Positive Lender Reviews

5.0 Out of 5 Stars

★★★★★

Top Rated!

Omicron

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The search results

When a search result is clicked the user is taken to the profile of the lender or broker. The loan scenarios are then listed on the loan tab labelled “Matching Your Search”:



Erik Unger
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<https://www.koacapital.com.au/>

Koa Capital

ACN 632014521

Lender Profile ▾

Omicron BDM Tracey Becker

Notes Name ▾

\$182.96M	Current Loan Book	74	Discharged Loans
\$93.97M	Discharged Loan Book	0%	Shortfalls (of capital loaned)
61	Current Loans	91	Positive Broker Reviews

☒ Master Switch On ☒ Profile Active

5.0 Out of 5 Stars
★★★★★
Top Rated!

Matches File Notes Details Loan Criteria

Loans

Matching Your Search

Current

Discharged

Loan No.	Lender	Attributed Broker	Suburb & State	Priority	Principal	Lower Rate	Higher Rate	Estab %	LVR %	Scenario	Security Type	Partner	Associate	Status	Settlement	Repayment	Discharged	Lender	Shortfall
011414	Koa Capital	Direct No Broker	Bellevue Hill NSW	First	\$3,590,000	10.65	21.30	2.2	69.00	Purchase	Residential - ...	Christina J...	Kylie Boro...	Settled	10 Apr 2024	10 Apr 2025		★	\$0
010161	Koa Capital	Direct No Broker	Pymble NSW	Second	\$585,000	20.35	28.49	2.2	70.40	Purchase	Residential - ...	Christina J...	Courtney ...	Settled	28 Feb 2024	28 Aug 2024			\$0
007817	Koa Capital	Off Platform Broker	Bellevue Hill NSW	First	\$4,030,000	10.65	16.95	2.2	70.00	Purchase	Residential - ...	Christina J...	Courtney ...	Settled	12 Jan 2024	01 Jan 2025			\$0
007784	Koa Capital	Off Platform Broker	Bellevue Hill NSW	First	\$3,300,000	10.65	16.95	2.2	60.00	Purchase	Residential - ...	Christina J...	Courtney ...	Settled	12 Jan 2024	12 Jan 2025			\$0
005441	Koa Capital	Direct No Broker	Turramurra NSW	Second	\$440,000	16.00	24.14	2.4	71.80	Busines...	Residential - ...	Christina J...	Courtney ...	Settled	21 Nov 2023	21 May 2023	28 Feb 2024		\$0
005408	Koa Capital	Direct No Broker	Turramurra NSW	First	\$2,235,000	10.85	15.10	2.4	60.00	Refinance	Residential - ...	Christina J...	Courtney ...	Settled	21 Nov 2023	21 May 2024	28 Feb 2024		\$0
002375	Koa Capital	Off Platform Broker	Point Piper NSW	First	\$16,500,000	9.50	9.60	1.5	55.00	Refinance	Residential - ...	Christina J...	Courtney ...	Settled	14 Aug 2023	14 Aug 2024			\$0
+ 002180	Koa Capital	MDS Commercial F...	Riverstone NSW	First	\$680,000	12.00	20.65	2.2	66.00	Purchase	Vacant Land ~...	Christina J...	Courtney ...	Settled	16 Mar 2023	16 Mar 2024		5	\$0
002151	Koa Capital	MDS Commercial F...	Kellyville NSW	Second	\$1,600,000	26.90	38.90	2.2	62.00	Workin...	Vacant Land ~...	Christina J...	Courtney ...	Dischar...	15 Feb 2023	15 Aug 2023	05 Sep 2023	5	\$0



Profile listings

Each Lender or broker profile lists *Current* and *Discharged* loan scenarios.

This enables brokers investigating lenders and lenders investigating brokers, to browse through the track record of their counterpart.



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Koa Capital

ACN 632014521

Lender Profile ▾

Omicron BDM Tracey Becker

Notes Name ▾

\$182.96M	Current Loan Book	74	Discharged Loans
\$93.97M	Discharged Loan Book	0%	Shortfalls (of capital loaned)
61	Current Loans	91	Positive Broker Reviews

☒ Master Switch On ☒ Profile Active

5.0 Out of 5 Stars
★★★★★
Top Rated!

Matches File Notes Details Loan Criteria

Loans

Current Discharged

Loan No.	Lender	Attributed Broker	Suburb & State	Priority	Principal	Lower Rate	Higher Rate	Estab %	LVR %	Scenario	Security Type	Partner	Associate	Status	Settlement	Repayment	Discharged	Lender	Shortfall
010985	Koa Capital	MDS Commercial F...	Romsey, VIC	First	\$7,255,000	12.50	25.00	2.1	62.00	Refinance	Vacant Land	Christina J...	Courtney ...	Settled	12 Apr 2024	12 Apr 2025		★	\$0
011645	Koa Capital	Moneyplex Pty Ltd	Surfers Paradise, QLD	First	\$4,110,000	11.90	16.52	2.2	63.00	Refinance	Residential	Christina J...	Courtney ...	Settled	12 Apr 2024	12 Apr 2025			\$0
011810	Koa Capital	Direct No Broker	Carnegie, VIC	First	\$1,965,000	11.75	16.45	1.5	65.50	Refinance	Residential	Christina J...	Courtney ...	Settled	10 Apr 2024	10 Apr 2025			\$0
011414	Koa Capital	Direct No Broker	Bellevue Hill, NSW	First	\$3,590,000	10.65	21.30	2.2	69.00	Purchase	Residential	Christina J...	Kylie Boro...	Settled	10 Apr 2024	10 Apr 2025			\$0
011975	Koa Capital	Freedom Capital A...	Wongawilli, NSW	First	\$1,400,000	12.75	25.50	2.2	59.00	Purchase	Residential	Christina J...	Courtney ...	Settled	04 Apr 2024	04 Apr 2025			\$0
008708	Koa Capital	Direct No Broker	Tarnet, VIC	Second	\$430,000	26.00	36.40	2.2	60.00	Refinance	Residential	Christina J...	Courtney ...	Settled	20 Mar 2024	20 Mar 2025			\$0
010622	Koa Capital	Lighthouse Capital	Elwood, VIC	First	\$2,990,000	10.80	13.50	1.4	68.00	Refinance	Residential	Kylie Boro...	Courtney ...	Settled	19 Mar 2024	19 Sep 2024			\$0
+ 009866	Koa Capital	Lighthouse Capital	Brighton, VIC	Second	\$900,000	28.00	39.20	0.7	77.00	Refinance	Residential	Kylie Boro...	Courtney ...	Settled	19 Mar 2024	19 Sep 2024			\$0
009865	Koa Capital	Lighthouse Capital	Brighton, VIC	Second	\$910,000	22.00	27.50	2.2	74.00	Refinance	Residential	Kylie Boro...	Courtney ...	Settled	19 Mar 2024	19 Sep 2024			\$0
009864	Koa Capital	Lighthouse Capital	Brighton, VIC	First	\$7,385,000	10.80	13.50	2.2	68.00	Refinance	Residential	Kylie Boro...	Courtney ...	Settled	19 Mar 2024	19 Sep 2024			\$0
010161	Koa Capital	Direct No Broker	Pymble, NSW	Second	\$585,000	20.35	28.49	2.2	70.40	Purchase	Residential	Christina J...	Courtney ...	Settled	28 Feb 2024	28 Aug 2024			\$0



Loan Detail

Users (lenders and brokers) can click on a loan to be taken to the loan detail. This page contains all the Scenario data points and any written reviews.



Loan Number **002151** Principal **\$1,600,000** Rate **26.90%** LVR **62.00%** Priority **Second** State **NSW**
Suburb **Kellyville**

Name

Loan No.	002151	Attributed Lender	Erik Unger, Koa Capital	Principal	\$ 1,600,000	Attributed Broker	James Okkerse, MDS Commerc	Last Edit	Tracey Becker	Broker	BDM Tracey Becker	Lender	BDM Tracey Becker
Suburb and State	Kellyville, NSW	Priority	Second	Principal	\$ 1,600,000	Lower Rate	26.9%	Higher Rate	38.9%	Establishment Fee (incl GST)	\$ 35,200	Establishment Fee	2.2%
Scenario	Working Capital	Security Type	Vacant Land	Security Sub-Type	All	LVR	62%						
Lawfirm	Bransgroves Lawyers	Partner	Christina Jabbour	Associate	Courtney Hayes	Status	Discharged	Shortfall	\$	Edit Delete			
Settlement Date	15 Feb 2023	Repayment Date	15 Aug 2023	Discharged	05 Sep 2023								

Broker stars from Lender



Broker review by Lender

James is fantastic to work with, his is our number 1 broker and it is always great to work with James on a deal

Broker's Response

Lender stars from Broker



Lender review by Broker

Koa Capital are excellent. The team are friendly and easy to work with to get the deal done.

Lender's Response

Lawyer stars from Lender



Lawyer review by Lender

Christina was excellent

Lawyer's Response

Lawyer stars from Broker



Lawyer review by Broker

Christina and Courtney was excellent

Lawyer's Response



Why do Brokers search?

Searching through the web pages of lenders looking at their published lending criteria is both tedious and usually fruitless. This is because actual lending appetite for a particular loan scenario is usually not discernable except by running it past credit representative of the lender - a mutually time intensive process. One which is particularly speculative if there is no pre-existing relationship.

Being able to identify lenders who have already done loans analogous to the one they are seeking to place allows brokers to zero in on a potential lender much more quickly.

Additionally by being able to introduce themselves as a platform member, with a substantial positive track record, is more likely to engage the interest of the lender.



Privacy

The data points saved for each loan scenario contain no information that would allow the borrower to be identified. In this regard:

1. Only non-coded loans can be uploaded to the platform;
2. The purpose and sub-purpose are chosen from a drop-down menu;
3. The only free text allowed is the reviews and replies of the broker, lender and solicitor for the lenders.

Privacy settings allow the lender to conceal the aggregate size of their loan book and the size of their discharged loan book.



Cost

Membership of the platform is free. The cost to register each loan is as follows:

- A. <10 loans per week NO CHARGE
- B. >10 loans per week 0.006% of the principal for every additional loan. Thus for a \$3M loan they would pay \$180.

Dates for the per week parameter are based on the date the loan settled.

The above pricing also applies to bulk uploads by new members of the platform. Bulk uploads are done via CSV file. Single loans can be entered via a webform.



The lender's solicitor

The integrity of the loan scenarios is central to the utility of the platform. It is vital that brokers are able to implicitly rely on the search results.

To ensure that the data integrity is unquestioned the solicitor firm and partner who acted on the advance must be named. This requires a once off profile creation for the firm and solicitor. This is done by Omicron staff using the relevant Law Society register (where email and other details sourced) and does not require registration by the lawyer.

When a loan/s is uploaded by a lender the solicitor receives a email at the end of the week notifying them that they have been named in a loan/s and the details are set out.

The solicitor (or a partner of their firm) can login and edit or delete any loan on which they are named as the solicitor.



Solicitor business case

The solicitor profile lists the loan scenarios where the solicitor has acted on a loan. These serve as a perpetual advertisement of the firm's capabilities.

The hundreds of commercial lenders who use the platform can thereby gauge the expertise of the solicitor.

Thus the platform is an extremely focussed business development channel for solicitors acting on commercial mortgage advances.



Terms & Conditions

There are bespoke terms & conditions for the participant types using the platform. These are published on our website:

[Lender T&Cs](#)

[Broker T&Cs](#)

[Solicitor T&Cs](#)

[Borrower T&Cs](#)



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