

GREENLINK CAPITAL

*Linking Capital to Growth.*

BROKER REFERRAL GUIDE

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# Why *GREENLINK* Private Capital.

*Five products. One discipline.  
Built for brokers who think ahead.*

Trust Density

Belief Structure

First Principles

## SECTION 1

# Capital should *create confidence.* Not chaos.

Every broker deserves a lender who gives them a straight answer. Not a conditional approval. Not a process that contradicts itself at settlement. Not a term sheet that looks different from what the BDM said on the phone.

GREENLINK was built to fix this. We operate in the gap the major banks left behind — complex structures, non-standard security, time-sensitive capital. We assess deals honestly, communicate clearly, and execute consistently.

The result: brokers who refer to GREENLINK once, refer again. And again. That is the Lending Corridor. That is the point.

*"Bring us the hard scenario."*

GREENLINK · THE OPERATING STANDARD

## SECTION 2

# Residential & short-term.

Three products. One discipline. Built for completed residential property and time-sensitive capital.

## RESIDENTIAL

## I Prime

*Residential, the way it should run.*

Completed residential property where the credit case stands up on its own. Parameters are visible, leverage is sensible, pricing is on the page. Built for the deals that deserve a straight answer — not a re-engineering.

**BEST FIT** Strong fundamentals · Time-sensitive close

## LARGER RESIDENTIAL

## II Prime Elite & Prime Max

*Higher value. Same discipline.*

For larger residential transactions. Bigger ticket, deeper review, senior credit in the conversation from the first call. The size of the deal does not loosen the structure.

**BEST FIT** High-value residential · Senior conversation required

## SHORT-TERM

## III Velocity

*Capital, without the wait.*

For time-sensitive opportunities and bridging situations where the exit is named on day one. We move quickly because the process is designed to — not because something got skipped.

**BEST FIT** Defined exit · Clear timeline · Capital that needs to land cleanly

## SECTION 2 (CONT.)

# Commercial & deliberate.

Two products. Same structural read. Built for commercial assets and the targeted use of a second position.

## COMMERCIAL

## IV Core & Enterprise

*Commercial, without the complexity theatre.*

Retail, industrial and selected specialised assets. Credit parameters that are stated, not whispered. Risk assessed sensibly and structured cleanly. The BDM, credit and term sheet all say the same thing.

**BEST FIT** Retail · Industrial · Selected specialised assets with a clear story

## SECOND MORTGAGES

## V Balance

*Second position, used deliberately.*

A targeted instrument, not a default. Used where a second position genuinely fits the structure and the exit is visible from the start. Full transparency on costs, risks and outcomes before the deal opens.

**BEST FIT** Specific structural situations · Defined exit · Full cost-and-risk visibility

**IMPORTANT**

All facilities are subject to credit assessment, satisfactory valuation, due diligence and standard terms and conditions. Indicative only. Final terms set out in formal loan documentation.

## SECTION 3

# The Lending Corridor.

*The strategic channel we are building — where one good interaction becomes ten.*

- 01 Structured deal.**  
You bring us a scenario. We give you a real answer — credit position, structure, indicative terms — the same day. Not a holding response.
- 02 Honest answer.**  
We can help, or we cannot. Either way, you know inside the day. You protect your client relationship because you know before you commit.
- 03 Visible process.**  
Credit appetite is published. Timelines are stated upfront. The BDM position and the credit position are the same. No surprises at approval.
- 04 Consistent follow-through.**  
Same process every time. Every broker. Every deal. Predictability is a product. Brokers who have seen us operate once, trust us the second time faster.
- 05 Repeatable relationship.**  
The relationship is the asset, not the deal. A trusted broker brings the next ten deals. We know this. We structure every interaction accordingly.

*"Each step extends the relationship by one layer."*

## SECTION 4

# Five reasons the right brokers *choose GREENLINK.*

**01 We say yes when others say no.**

Complex income, non-standard security, tight timelines — these are our speciality, not our exceptions. If the credit case stands up and the structure is right, we will find a way.

**02 Direct access to the decision-makers.**

You speak to the people who approve the deal. No call centres. No desk-level answers on a principal credit. The principal is reachable. At GREENLINK, this is standard.

**03 A real answer the same day.**

We can help, or we cannot. We tell you inside the day. Either way, you protect your client relationship because you know before you commit them to a path that will not close.

**04 Referral arrangements structured fairly.**

Your work creates value. We structure referral arrangements to reflect that — transparently, without conditions that erode the relationship over time. Speak to your BDM.

**05 A long-term capital partner.**

The relationship is the asset, not the deal. A trusted broker brings the next ten. We invest in broker relationships the way we invest in capital — with discipline and a long horizon.

## SECTION 5

# The people behind your deal.

Your deal is handled by experienced professionals — from origination through to settlement.

**RB****Raphael Bishara**

SENIOR BUSINESS DEVELOPMENT MANAGER

Directly involved in securing funding approval for more than \$450 million in loan facilities. Recognised for disciplined structuring, clear communication and hands-on execution.

**AA****Andrew Awad**

SENIOR BUSINESS DEVELOPMENT MANAGER

Leads origination and growth across commercial and private lending markets. Three years in private lending, consistently a top performer in loan origination.

**KC****Kaine Coomerawel**

SENIOR BUSINESS DEVELOPMENT MANAGER

9+ years across private lending and fintech. Hundreds of millions in lending pipeline. Known for simplifying complex funding strategies and building long-term referral partnerships.

**JS****Jackson Safi**

GENERAL MANAGER, BUSINESS AFFAIRS

Specialist in loan structuring, asset management and credit risk. Ensures every facility is implemented with clarity, consistency and control across the full lending lifecycle.

## SECTION 6

# How to submit a scenario.

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- STEP 1**     **Call or email with the scenario.**  
Reach us on (02) 7247 2116 or Enquiries@greenlinkcapital.com.au. Give us the key facts: security type, loan size, borrower profile, timeline. No formal submission required at this stage.
- STEP 2**     **We assess and respond the same day.**  
We will tell you: yes, we can help — with indicative terms; or no, this is outside our credit appetite — with a clear reason. You will not be left waiting.
- STEP 3**     **Formal submission if proceeding.**  
If the scenario is viable, we will walk you through the formal submission requirements. We keep the process lean — we ask for what we need, not everything that exists.
- STEP 4**     **Credit assessment and term sheet.**  
We conduct our credit assessment and issue a formal term sheet. The BDM, credit and term sheet all say the same thing. No surprises.
- STEP 5**     **Settlement and follow-through.**  
We manage the process through to settlement. Post-settlement, we stay in contact. A deal that settles well is the start of the next conversation — not the end of this one.
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## REFERRAL ARRANGEMENTS

GREENLINK structures referral arrangements to fairly reflect the value brokers bring. Arrangements are discussed directly with your BDM and documented clearly. Speak to Andrew Awad or Kaine Coomerawel to discuss what works for your business.

# Bring us the *hard scenario.*

*We give you a real answer. The same day.*

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**GREENLINK CAPITAL**

*Built on Structure.*

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