



**Australian
Competition &
Consumer
Commission**

Our Ref: 25899
Contact Officer: Tina Pigliardo
Contact Phone: (03) 9290 1481

PO Box 1199
Dickson ACT 2602
470 Northbourne Ave
Dickson ACT 2602
ph (02) 6243 1111
fax (02) 6243 1199
www.accc.gov.au

29 November 2006

Nigel Jones
Group General Manager
HBF
GPO Box C101
Perth WA 6809

Dear Mr Jones

**Third line forcing Notifications N70479 & N70480 — HBF Financial Services Pty Ltd
(HBFFS) and HBF Insurance Pty Ltd (HBFI)**

I refer to your letter dated 24 November 2006 in relation to the above notifications. That letter has been placed on the Australian Competition and Consumer Commission's (the ACCC) public register for this matter.

HBFFS and HBFI described the conduct as follows:

HBFI will offer a discounted premium on any HBFI insurance product on condition that the customer is approved for a home loan from HBFFS, between 23 October 2006 to 25 January 2007.

Legal immunity conferred by these notifications commenced on 17 October 2006.

Your letter outlines the following changes to the notified conduct:

HBFI will offer a discounted premium on any HBFI insurance product, on condition that the customer is approved for a home loan from HBFFS before 9 March 2007 – subject to application approval and draw down by 30 June 2007.

The ACCC has noted the date changes. I do not propose to make inquiries at this time in relation to the above changes.

However, having said that, you should be aware that the notification provisions of the *Trade Practices Act 1974* (the Act) do not specifically provide for amendments to notifications once lodged. Therefore, it is not without legal doubt as to whether the immunity afforded by notifications N70479 & N70480 extends to cover the above changes. Ultimately it is a matter for you as to whether HBFFS and HBFI need to lodge a separate notification in this regard.



This letter has been placed on the ACCC's public register. If you wish to discuss any aspect of this matter further, please do not hesitate to contact Tina Pigliardo on (03) 9290 1481.

Yours sincerely

A handwritten signature in black ink, appearing to read 'S. Gregson', with a large, sweeping flourish extending to the right.

Scott Gregson
General Manager
Adjudication Branch