



**Australian
Competition &
Consumer
Commission**

GPO Box 3131
Canberra ACT 2601

23 Marcus Clarke Street
Canberra ACT 2601

tel: (02) 6243 1111
fax: (02) 6243 1199

www.accc.gov.au

Our Ref: 47456
Contact Officer: Hannah Ransom
Contact Number: (02) 6243 1255

11 November 2011

Ms Paula Robinson
Minter Ellison Lawyers
By email: paula.robinson@minterellison.com

Dear Ms Robinson,

Third line forcing notification N95621 lodged by GEO Developments Pty Ltd

I refer to the above third line forcing notification lodged with the Australian Competition and Consumer Commission (the ACCC) on 1 November 2011. The notification has been placed on the ACCC's public register.

GEO Developments Pty Ltd proposes to:

- give or offer a discount to purchasers of GEO land or house and land packages on the condition that the purchasers obtain finance for their purchase from Australia and New Zealand Banking Group Ltd;
- refuse to give or offer to give the aforementioned discount to purchasers of GEO land or house and land packages if the purchaser does not obtain finance for the purchase from ANZ.

Legal immunity conferred by the notification will commence on 15 November 2011.

On the basis of the information that you have provided, it is not intended that further action be taken in this matter at this stage.

As with any notification, please note that the ACCC may act to remove the immunity afforded by the notification at a later stage if it is satisfied that the likely benefit to the public from the conduct will not outweigh the likely detriment to the public from the conduct.

This assessment has been made on the basis that GEO Developments Pty Ltd will disclose all relevant terms and conditions to prospective clients.

A copy of this letter has been placed on the ACCC's public register. If you wish to discuss any aspect of this matter, please do not hesitate to contact Hannah Ransom on (02) 6243 1255.

Yours sincerely

A handwritten signature in dark ink, appearing to read 'David Hatfield', written in a cursive style.

David Hatfield
A/g General Manager
Adjudication Branch