



**Australian
Competition &
Consumer
Commission**

Our Ref: N96275
Contact Officer: Tanya Hobbs
Contact Number: 02 6243 1029

26 November 2012

Ms Julia Bennett
Marketing Manager, Esanda
Commercial Marketing
Australia and New Zealand Banking Group
Limited

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By email: julia.bennett@anz.com

Dear Ms Bennett

Third line forcing notification N96275 lodged by Australia and New Zealand Banking Group Limited

I refer to the above third line forcing notification lodged with the Australian Competition and Consumer Commission (the ACCC) on 23 November 2012. The notification has been placed on the ACCC's public register.

Australia and New Zealand Banking Group Limited (trading as Esanda) proposes to offer a discount, allowance, rebate or credit in relation to the supply of financial products and services to customers on condition that they have acquired a motor vehicle from the Paul Wakeling Motor Group.

Legal immunity conferred by the notification will commence on 7 December 2012.

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 Australia and New Zealand Banking Group Limited and the Paul Wakeling Motor Group will disclose all relevant terms and conditions to prospective customers.

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 Tanya Hobbs on (02) 6243 1029.

Yours sincerely

Dr Richard Chadwick
General Manager
Adjudication Branch