



**Australian
Competition &
Consumer
Commission**

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Our Ref: N96518
Contact Officer: Tanya Hobbs
Contact Number: 02 6243 1029

16 January 2013

Mr Russell Bryant
State Manager Dealer Relationships VIC/TAS
Australia and New Zealand Banking Group Limited

By email: Jim.Giles@esanda.com

Dear Mr Bryant

Third line forcing notification N96518 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 10 January 2013. The notification has been placed on the ACCC's public register.

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

Legal immunity conferred by the notification will commence on 24 January 2013.

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 Neil Buckby Motors 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

A handwritten signature in blue ink, appearing to be 'Richard Fleming', written in a cursive style.

Richard Fleming
Acting General Manager
Adjudication Branch