



**Australian
Competition &
Consumer
Commission**

Our Ref: 53653
Contact Officer: Gavin Jones
Contact Number: 03 9290 1475

GPO Box 3131
Canberra ACT 2601

17 January 2014

23 Marcus Clarke Street
Canberra ACT 2601

Russell Bryant
Head of Business Development
Australia and New Zealand Banking Group Limited

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Aaron Clark
Relationship & Acquisition Manager
Esanda

By email: Aaron.Clark@esanda.com

Dear Mr Bryant

Third line forcing notification N97201 lodged by Australia and New Zealand Banking Group Limited, trading as Esanda

I refer to the above third line forcing notification lodged with the Australian Competition and Consumer Commission (the ACCC) on 17 January 2014. The notification has been placed on the ACCC's public register.

Esanda proposes to offer a discount or rebate on the rate of interest applicable to finance provided by Esanda where a customer purchases a motor vehicle from Bill Hull Car Centre.

Legal protection conferred by the notification will commence on 31 January 2014.

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 legal protection provided 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 Esanda and Bill Hull Car Centre 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 Gavin Jones on 03 9290 1475.

Yours sincerely

Dr Richard Chadwick
General Manager
Adjudication Branch