

# BETTI ANNOUNCES NEW ASSET RANGE

**ASHLEY MANICAROS**

PRIMARILY known to all Territorians for 30 years as Australian Financial Advisers, founder and executive director Paul Betti has announced he is establishing a new national asset and commercial finance company.

"AFA's asset, equipment and commercial finance arm – backed by 40 Australian and foreign providers of finance and associated products – are now creating competition against traditional direct bank models and can bring a whole new dynamic to the way finance is sourced," Mr Betti said.



AFA financial group is expanding its client service offering to include a new corporate finance division.

"uberfying" your asset, equipment and commercial finance requirements. It is our point of difference and designed to position us for the next economic growth boom."

Mr Betti said the talk of developing the north is a driving factor behind the decision to offer finance advice in addition to

"This business is new and it is about

insurance broking, mortgage broking and financial planning.

"The NT, Qld and WA are our key focus in particular in construction and mining equipment, and of course property development," he said. "We also have a strong demand for motor, plant and equipment finance. WA and the NT is particularly exciting, both with working with existing and new clients in restructuring their current

finance portfolios and positioning them for the upside. Infrastructure development requires capital and debt is integral to creating profits in business.

"The NT is positioned well to benefit from these opportunities and our vision is to provide Territorian businesses with opportunities to benefit from competitive pricing on debt finance no matter what the purpose is."

Mr Betti said current economic conditions do not diminish the need to access capital. "Whether an economy is booming or bottoming out, people and business always need structured advice and product on how best to implement debt into their business," he said.

"Many business owners are time poor and don't shop around or feel pressured because they really need the finance.

"As an assets and commercial broker, we, like the insurance broker or mortgage broker represent you, the client and take the deal to key banks and finance organisations and really make them work to earn your business."



## ROADS TO NOWHERE FOR CATTLE INDUSTRY

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**THE Northern Territory Cattlemen's Association has expressed its frustration at the lack of investment in economic drivers in this year's Federal and Territory budgets.**

Chief executive officer Tracey Hayes said at a time when the industry was recovering from the export ban five years ago, investment in critical infrastructure in the current beef market was missing.

"It is critical that Government invest in industry and power up the economic drivers ensuring our future includes a strong business, non-government employment opportunities and not social welfare dependency," she said.

"A recent briefing from an NT Government Minister revealed 90 per cent of the NT budget is allocated to spend on non-income-earning areas. We understand the importance of health and education but we fail to understand how this ratio is sustainable in the long term.

"The NTCA actively contributes a great deal of input into the prioritisation of road funding across the NT.

"However, the recent budget announcements did not include a single project or funding announcement for beef roads in the Northern Territory, and the NTCA's advice has been blatantly ignored.

"This is a slap in the face to pastoralists and the related industries that rely on these remote roads which are now in a desperate state of disrepair, to maintain

their livelihoods."

Ms Hayes said the lack of funding was frustrating given the rhetoric regarding developing Northern Australia.

"The current demand for Northern Australian cattle and beef should be the catalyst for governments to invest in critical road infrastructure in Northern Australia to allow pastoralists to meet this demand year round," she said.

"This helps to grow our nation's reputation as a reliable source of high-quality beef to its customers around the world.

"Investment in this type of infrastructure then provides confidence to the sector in being able to deliver product year round."

The Territory Government rejected the notion it didn't listen to the NTCA on the issue of roads.

Transport Minister Peter Chandler said the Giles Government had acted on road funding. "In the 2015-16 NT Government budget, a total of \$195 million, new and revote, was allocated towards upgrading of priority cattle roads," he said.

"In the 2016-17 budget, a total of \$146 million, new and revote, has been allocated towards upgrading of priority cattle roads. "The Northern Territory Government worked with the NTCA to determine priorities for the Beef Roads submissions to the Australian Government."

He said the Buntine, Plenty and Tablelands Highway were all priorities. Further funding could be made available by the Federal Government in September.



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