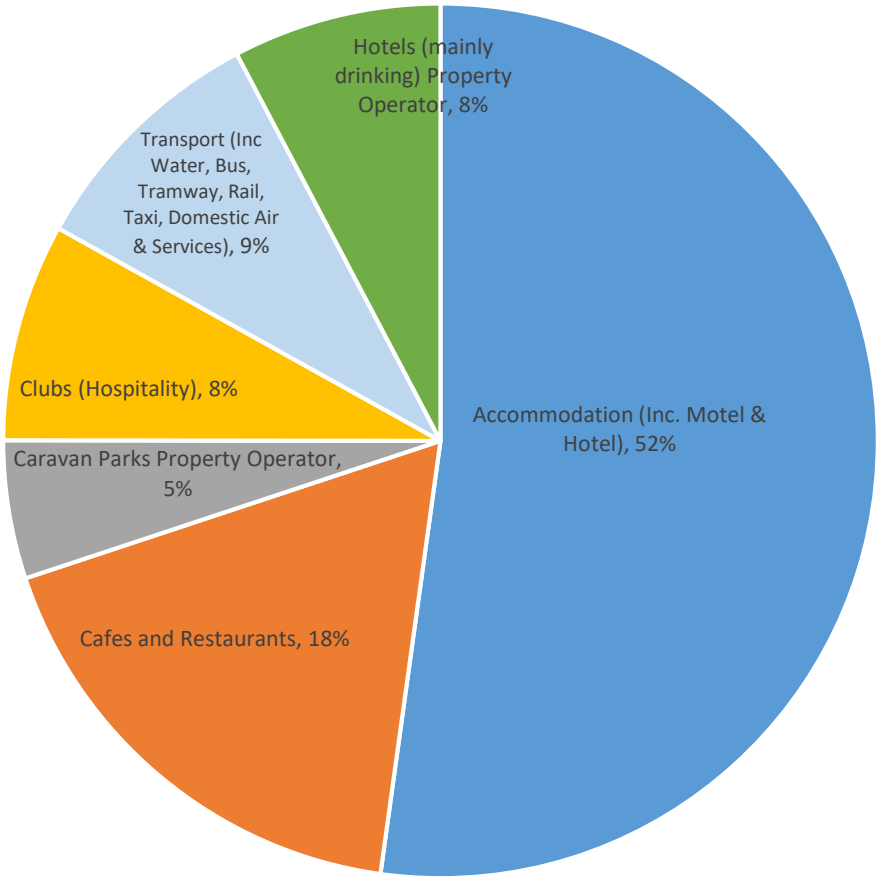
Leveraging Funds for Tourism Investment

Regional Commercial Lending Exposure



Key Metrics

- Financial – EBITDA, Interest Coverage, Equity etc
- Capacity to Repay (Servicing)
- Security
- Skill/Experience of Management
- Competition
- Previous Loan Conduct
- Bargaining Power of Suppliers & Customers

ALLIANCE PARTNERSHIPS

Providing unique insights and customer focused technology to support the ambitions of our Partners and their Members

tourism council
the voice of tourism western australia

AAA Accommodation Association of Australia

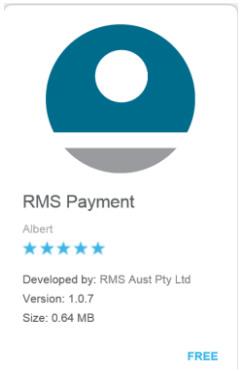
CARAVAN INDUSTRY ASSOCIATION
WESTERN AUSTRALIA INC

BIG4 HOLIDAY PARKS

family parks
Holiday Parks & Campgrounds

INNOVATION & TECHNOLOGY
Making Payments Easy

- RMS & Newbook the 2 big players in Property Management System for Holiday Parks
- CBA has partnered to provide an plug and play integration through CommWeb 2.0 Platform
- No need for 3rd Party Gateway Providers
- Save on extra transaction charges

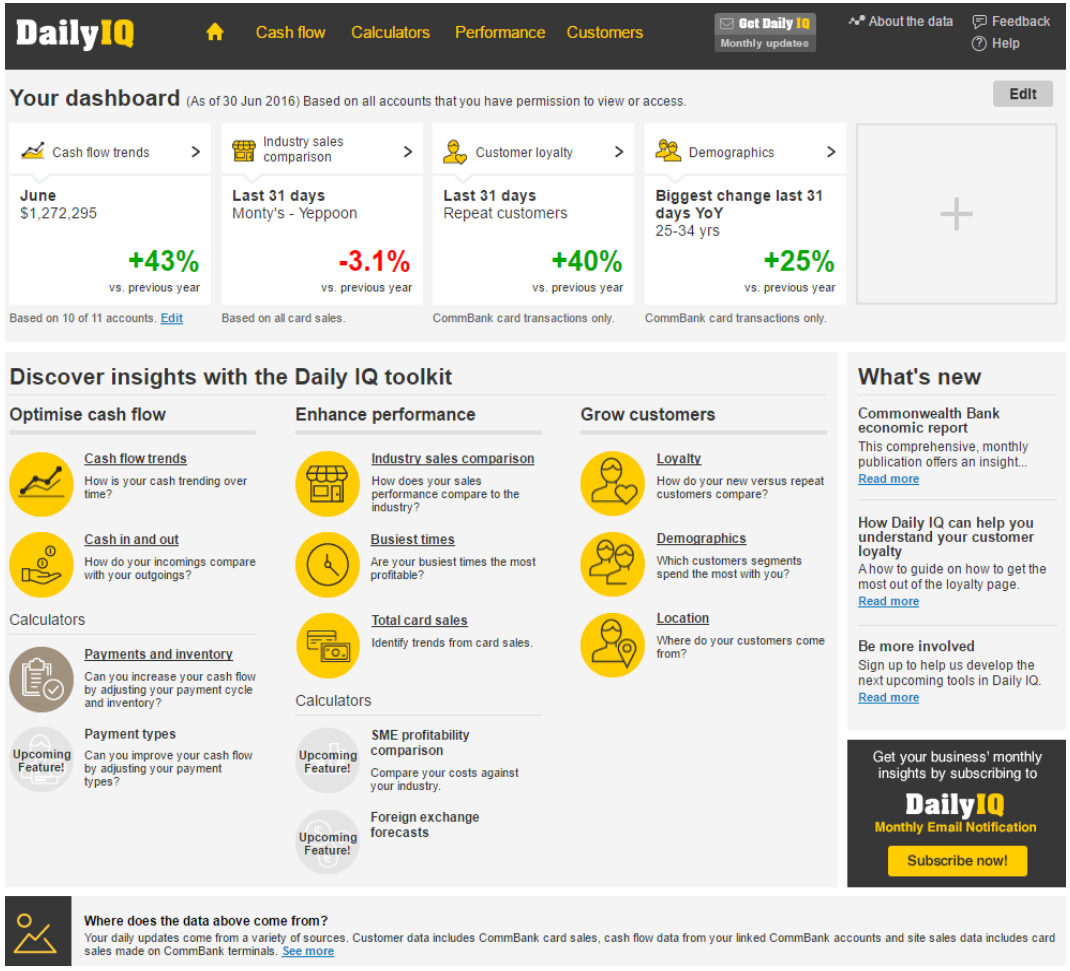


- RMS now has an 'Application' available on the Albert Terminal
- Providing faster transactions
- Reducing keying errors
- COMING SOON – Albert App will allow check in and check out of guests

Daily IQ

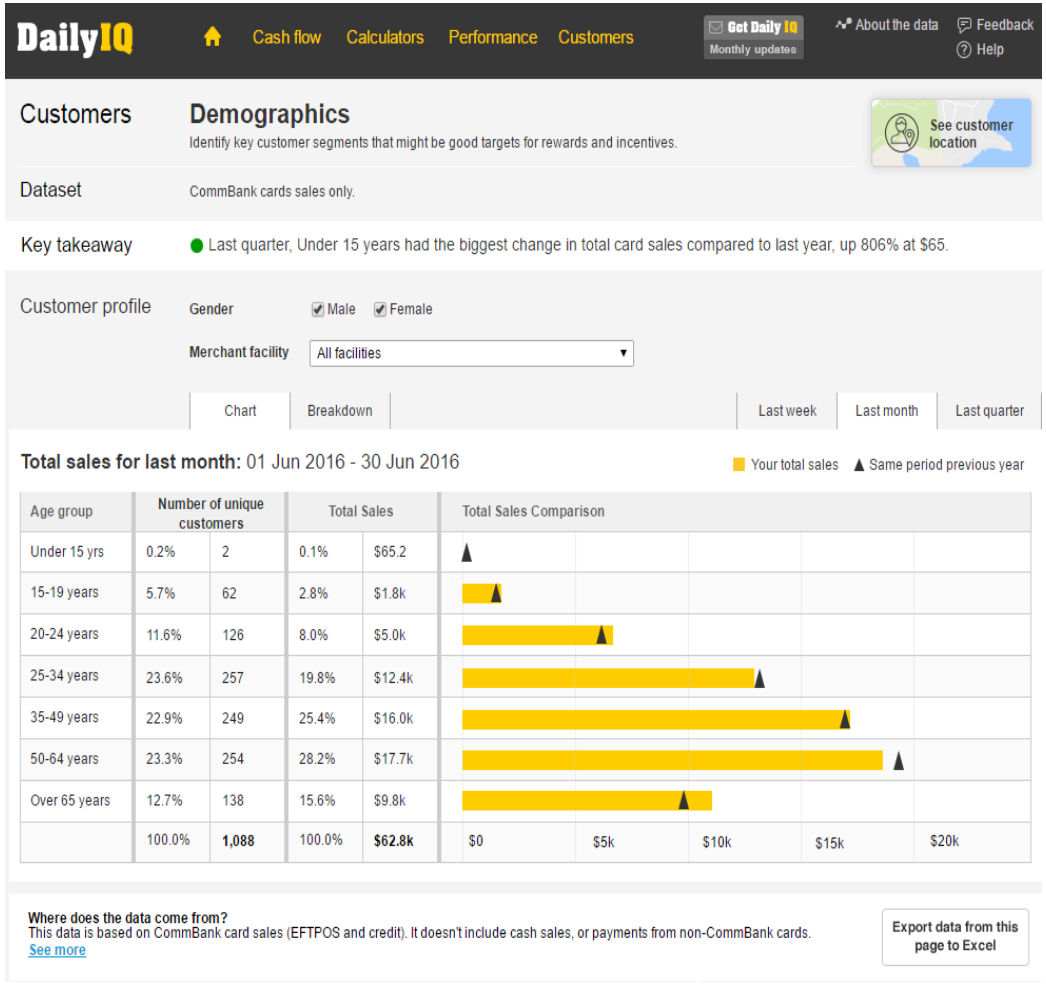
Discover insights about your business in our new toolkit. Daily IQ.

Homepage



- Access tools and calculators from the homepage by selecting the icons in the toolkit or using the top menu
- Customise your dashboard so you can see at a glance the information that's most important to you
- Sign up for monthly insights on your business, direct to your inbox
- Keep up-to-date with What's new

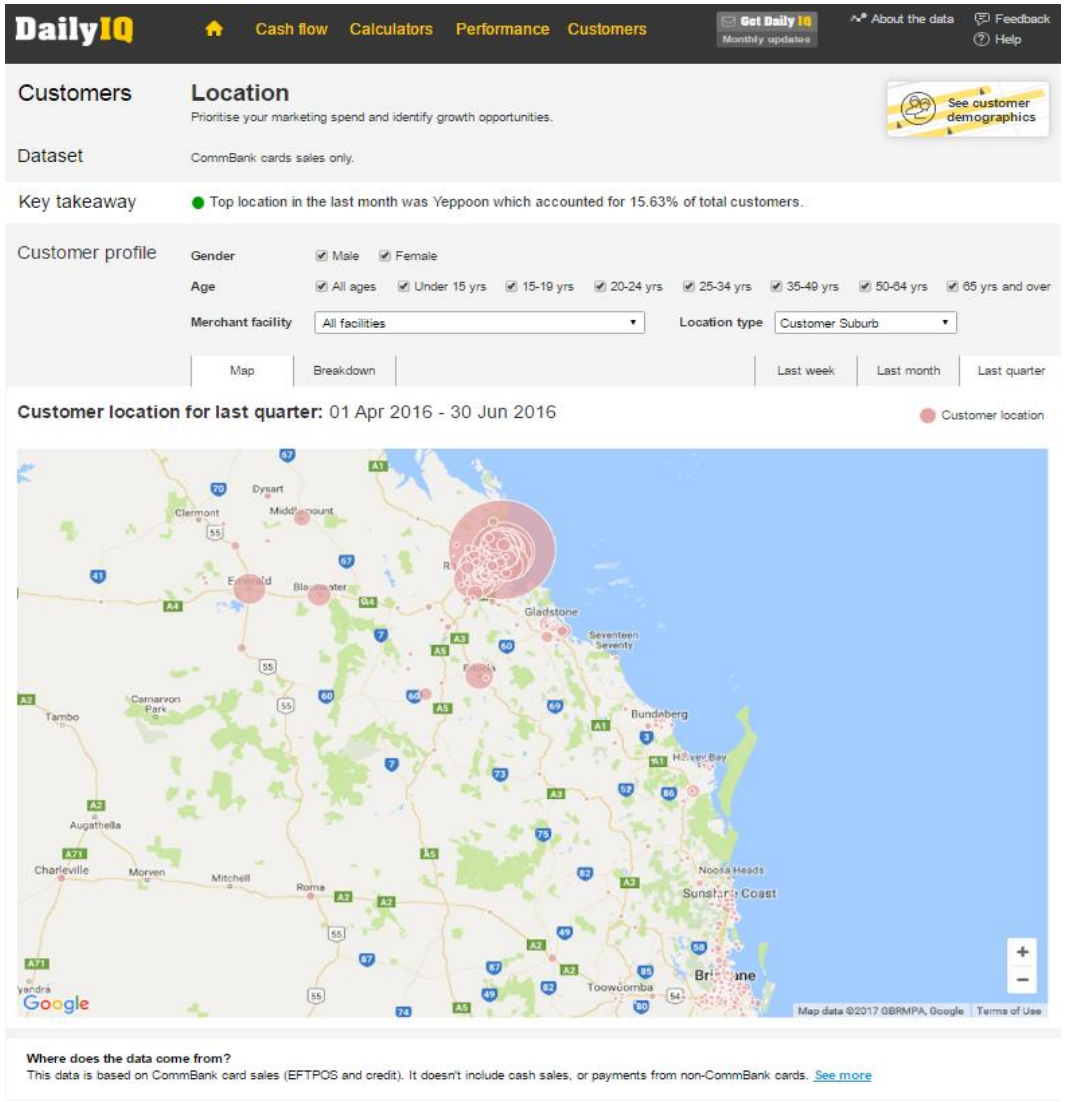
Customer: Demographics



Which customer segments spend the most with you?

- Find out the age and gender of your customers by transaction for last week, last month and last quarter
- Compare total sales with the same period last year
- Identify differences in the spending habits of your customer segments

Customer: Location



Where do your customers come from?

- Determine which suburbs your customers come from by age, gender and merchant facility.
- Identify which suburbs have the highest number of customers.