

# Corporate Banking





# Personal service has a new name

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At Delphi Bank we offer a wide range of banking services to customers across Victoria, New South Wales and South Australia.

When you bank with Delphi you receive the best of both worlds. You have the advantage of working with a boutique financial service provider that delivers fast, flexible and responsive service. While as part of the Bendigo and Adelaide Bank family, you can be confident you're dealing with a large, successful Australian banking group.

But at Delphi, we're more than just 'a bank', we're family. You know our name and we know yours.

That's why the Delphi Bank symbol stands for three very important pillars – family, business and community.

And with the best possible products and services, competitive rates and convenient access to your funds, it's our goal is to make it easy for you to manage your money and achieve your goals.

## **A NEW CHAPTER**

Delphi Bank was formed after the Bank of Cyprus Australia was acquired by Bendigo and Adelaide Bank in March 2012.

Like other Australian banks, Delphi operates under strict regulations set by the Australian Prudential Regulatory Authority and the Australian Securities and Investments Commission.

The name Delphi represents a journey of growth and opportunity and has an important link with our Hellenic culture.

Delphi was the site of the ancient Greek city and the famous Oracle of Apollo. It was also home to a special olive tree that symbolised history, tradition, friendship and peace. Olympic organisers cut branches from this tree to create the first laurel wreaths.

Today, as part of the Bendigo and Adelaide Bank family, Delphi will continue to grow and provide you and our community with new opportunities.

**Welcome to our bank. Delphi Bank.**

# Flexible and responsive business banking

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Are you looking for a bank that can help your business see results? Or a Corporate Relationship Manager that will devote time to your business and deliver products and know-how that will make a difference? Or do you just want real service?

At Delphi Bank, our Relationship Managers take a personal interest in your business. They listen, understand your opportunities and challenges, and deliver banking solutions that are practical and save you time and money.

And we know that in today's challenging business environment, nothing is static. Part of our customer service focus is to recognise that you need to respond immediately to different markets and circumstances. We can then help you maximise your outcomes and minimise risk.

Delphi Bank's full range of corporate financial products includes property finance, commercial loans, business loans and overdrafts, as well as the usual business savings, cheque and online banking options. We also offer very competitive rates on term deposits and welcome controlled money accounts.

## **PERSONAL SERVICE HAS A NEW NAME**

Strong personal relationships are at the heart of our business. With Delphi Bank, you'll always receive the very best in customer service from our experienced, professional staff.

You'll work with one Relationship Manager, someone with extensive financial experience and expertise, who'll get to know you and your business.

At Delphi Bank you'll find no call centres and no long delays. You can contact your Relationship Manager whenever you need to for information and support, and you can be certain that you'll receive an immediate response.

All this adds up to a financial service that puts you and your business first. Always.





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## **OUR COMMUNITY FOCUS**

At Delphi Bank we care about a lot more than just profits. In fact, good corporate citizenship is an important part of our business and we aim to give back to the Australian community that supports us.

Delphi's diverse community engagement program includes sponsorships and assistance programs for community groups, sporting associations, hospitals and educational institutions.

## **MORE INFORMATION**

To find out more about our corporate products and services, call +61 3 8627 2745 or visit [www.delphibank.com.au](http://www.delphibank.com.au).

This information is current as of 1 December 2012. Before taking up any of the Delphi Bank's products or services you should consider if they are appropriate for you. Delphi Bank recommends that you read the respective Terms & Conditions and other Disclosure documents before deciding to acquire or use any of the Bank's products or services. These documents can be obtained at any of our branches or by visiting our website [delphibank.com.au](http://delphibank.com.au). Products may be subject to lending criteria.

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