



Mills Oakley advises Bank of Queensland on innovative fintech transaction

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National law firm Mills Oakley has advised on an innovative transaction between Bank of Queensland (BOQ) and Octet Finance (Octet), a deal which sets a new standard for collaboration between the fintech and mainstream banking sectors.

Under the arrangement, BOQ has sold its existing debtor finance portfolio of customers to Octet. BOQ, through its BOQ Equipment Finance arm (BOQEF), will remain involved in the business having simultaneously entered into a phased financing arrangement to support continued growth of the receivables book and the Octet business generally. The first phase is planned to complete this month and will support the funding of all eligible BOQ receivables acquired by Octet as part of the sale of the debtor finance book. BOQEF and Octet will then look to the future with phases 2 and 3 in funding new receivables and other loan products approved by the lender.

Mills Oakley advised BOQ on the sale of the debtor finance customer portfolio and advised BOQEF on the financing. Mills Oakley corporate Partner Juanita Rayson and Senior Associate Lauren Weier advised on the sale side, while banking and finance Partner Monique Stella and Senior Associate Isabella Barnes advised on the financing, with Consultant Mick Coleman assisting the Melbourne office on privacy aspects.

Commenting on the financing, Ms Stella said that the team was proud to have advised on this ground-breaking deal:

“This transaction means that BOQ’s customers will benefit from the bank’s relationship with Octet and the latter’s deep expertise in the sector, particularly from founder and managing director Clive Isenberg and Chairman Peter Gammell, who are widely respected for their achievements in the debtor finance market and who will be able to leverage off a strong debtor finance customer base from BOQ,” she said.

Completion of the sale occurred on 30 August. Octet were advised by Cornwalls.

Mills Oakley is committed to the growth of its banking and finance practice, making two Partner hires this year in Graeme Gurney from Clayton Utz and Tim Macmillan from Ashurst.

Media Contact:

Renu Prasad
Communications Manager
T: +61 2 8289 5820
E: rprasad@millsOakley.com.au